

Chapter 10 - Motivation and Emotion

1. What are motives?
 - a. biological factors that influence ability
 - b. needs, wants, interests, and desires that propel behaviour in certain directions
 - c. social factors that promote success
 - d. drives and incentives that make certain goals more interesting than others

ANSWER: b

2. When you are engaging in goal-directed behaviour, what are you experiencing?
 - a. an incentive
 - b. drive reduction
 - c. emotion
 - d. motivation

ANSWER: d

3. Which of the following is defined as an internal state of tension that motivates an organism to engage in activities that should reduce this tension?
 - a. emotion
 - b. motive
 - c. drive
 - d. incentive

ANSWER: c

4. Damien went outside without his jacket on, and he is feeling very cold. His body temperature has started to drop as a result of the ambient temperature. As a result of this disruption to homeostasis, what should increase in strength?
 - a. emotion
 - b. incentive
 - c. drive
 - d. motive

ANSWER: c

5. Damien went outside without his jacket on, and he is feeling very cold. His body temperature has started to drop as a result of the ambient temperature. What has been disrupted by the cold temperature?
 - a. incentives
 - b. motives
 - c. homeostasis
 - d. emotional regulation

ANSWER: c

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6. According to drive theory of motivation, if you drink water when you are thirsty, then what is the result of drinking?
- need reduction and physiological equilibrium
 - drive reduction and physiological equilibrium
 - drive production and an incentive
 - need production and an incentive

ANSWER: b

7. Which of the following is defined as an external goal that has the capacity to motivate behaviour?
- motive
 - drive
 - need
 - incentive

ANSWER: d

8. What could you call a promise of a bonus of \$100 for completing a work assignment before a deadline?
- a reward
 - an incentive
 - a motive
 - drive reduction

ANSWER: b

9. According to the expectancy-value model of motivation, which individual is likely to be most motivated to study for an upcoming exam?
- Ashley, who usually gets good grades, for an exam worth 40 percent of her grade
 - Ben, who usually gets good grades, for an exam worth 10 percent of his grade
 - Cam, who usually gets poor grades, for an exam worth 40 percent of his grade
 - Dee, who usually gets poor grades, for an exam worth 10 percent of her grade

ANSWER: a

10. According to the expectancy-value model of motivation, which individual is likely to be most motivated to apply for a scholarship?
- Evan, who has good grades, can apply for a scholarship worth \$4000.
 - Fred, who has good grades, can apply for a scholarship worth \$500.
 - Gina, who has poor grades, can apply for a scholarship worth \$4000.
 - Hal, who has poor grades, can apply for a scholarship worth \$500.

ANSWER: a

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11. According to evolutionary theories of motivation, what is the result of motivated behaviour?
- restored homeostasis
 - maximized reproductive success
 - reduced biological needs
 - reduced incentives

ANSWER: b

12. Most motivational theorists divide motives into two categories. What are those two categories?
- survival and reproductive motives
 - want and desire motives
 - biological and social motives
 - necessary and unnecessary motives

ANSWER: c

13. Ray tends to be involved in everything! He belongs to a variety of clubs and he spends a lot of time with friends and colleagues. He really wants to get along with people and he seeks out the opinions and approval of those around him. Which motive does Ray's behaviour represent?
- nurturance motive
 - affiliation motive
 - order motive
 - autonomy motive

ANSWER: b

14. What differs between the perspective of evolutionary theorists and many other motivation theorists regarding the nature of social motives?
- Most motivation theorists lump all motives together and don't distinguish between biological and social motives.
 - Most motivation theorists consider social motives to be innate, rather than learned.
 - Evolutionary theorists argue that social motives and biological motives are all adaptations.
 - Evolutionary theorists argue that biological motives are more important than social motives.

ANSWER: c

15. Which of the following is secreted by an empty stomach to cause stomach contractions and promote hunger?
- insulin
 - leptin
 - CCK
 - ghrelin

ANSWER: d

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16. Which hormone allows the cells in your body to extract glucose from your blood?
- a. insulin
 - b. leptin
 - c. CCK
 - d. ghrelin

ANSWER: a

17. Of the brain structures listed below, which one do scientists currently believe plays a larger role than the other structures in the modulation of hunger?
- a. arcuate nucleus of the hypothalamus
 - b. ventromedial hypothalamus
 - c. paraventricular hypothalamus
 - d. lateral hypothalamus

ANSWER: a

18. According to contemporary theories of hunger, what is the main focus of research on the hypothalamus?
- a. anatomical centres
 - b. destruction
 - c. neural circuits
 - d. stimulation

ANSWER: c

19. William, a subject in a psychology experiment, just received an injection that raised his blood glucose level. Which of the following is William most likely to report?
- a. He feels happy.
 - b. He does not feel hungry.
 - c. He feels angry.
 - d. He feels hungry.

ANSWER: b

20. After food is consumed, what information is transmitted to the brain by the vagus nerve?
- a. relative water content
 - b. stretching of the stomach wall
 - c. the nutrient content of the food
 - d. glucose levels

ANSWER: b

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21. Which of the following is a hormone produced by the upper intestines that tends to diminish feelings of hunger?
- CCK
 - glucose
 - insulin
 - leptin

ANSWER: a

22. Which of the following is a hormone produced by fat cells that tends to diminish feelings of hunger when at high levels?
- insulin
 - glucose
 - leptin
 - ghrelin

ANSWER: c

23. Which of the following is associated with an increase in hunger or eating behaviour?
- a decrease in blood glucose level
 - high levels of leptin in the blood
 - damage to the lateral hypothalamus
 - nervous system information indicating stretching of the stomach walls

ANSWER: a

24. Greta is concerned that she'll run out of snacks at her party. Which strategy should Greta use to cause people to eat a bit less of the snacks?
- Put many different varieties of snacks out at once.
 - Only put snacks down in front of groups, rather than individuals.
 - Combine several types of snacks in a single bowl.
 - Put the snacks in small bowls rather than large bowls.

ANSWER: d

25. If you were to test the preferences of a newborn infant, which flavour would be most preferred?
- bland
 - high fat
 - sweet
 - salty

ANSWER: c

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26. Which of the following measures do many experts today prefer to use to assess obesity?
- a. weight
 - b. percent body fat
 - c. body mass index
 - d. waist-to-hip ratio

ANSWER: c

27. Dave has a body mass index of 24. Which category describes Dave?
- a. normal weight
 - b. obese
 - c. underweight
 - d. overweight

ANSWER: a

28. Dan has a body mass index of 31. Which category describes Dan?
- a. underweight
 - b. normal weight
 - c. obese
 - d. overweight

ANSWER: c

29. Denise has a body mass index of 25. Which category describes Denise?
- a. underweight
 - b. obese
 - c. normal weight
 - d. overweight

ANSWER: d

30. What approximate percentage of the Canadian population is categorized as obese?
- a. 25 percent
 - b. 15 percent
 - c. 10 percent
 - d. 5 percent

ANSWER: a

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31. Dr. Mak suggests that when food is readily available, people have a tendency to overeat rather than show restraint. He also states that humans don't have a good mechanism for determining how much food is "enough" and instead we tend to eat until we are uncomfortable rather than until we eat enough to sustain our immediate needs. Which approach is Dr. Mak's view most consistent with?
- evolutionary approach
 - drive-reduction approach
 - environmental cues approach
 - biological approach

ANSWER: a

32. Which pair of individuals is expected to be most similar in body mass index?
- identical twins reared apart
 - an adopted child and the adoptive parent
 - a husband and wife
 - fraternal twins reared together

ANSWER: a

33. Kathy has lost 12 kilograms recently through dieting. Which theory suggests that she will have the greatest difficulty keeping the weight off because her metabolism has decreased in order to maintain the fat stores in her body?
- set-point theory
 - dietary restraint theory
 - evolutionary theory
 - settling-point theory

ANSWER: a

34. Karen has lost 12 kilograms through diet and exercise and has maintained the weight loss for several months now. Which theory suggests that her metabolism will adjust to a new "normal" level, which should allow her to keep the weight off?
- dietary restraint theory
 - set-point theory
 - drive-reduction theory
 - settling-point theory

ANSWER: d

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35. Bob is overweight and a chronic dieter. According to the dietary restraint proposal, how is Bob likely to be characterized?
- a restrained eater
 - a variable set-point individual
 - a fixed set-point individual
 - physically inactive

ANSWER: a

36. Which tendency seems to characterize the key problem with restrained eaters?
- Their perceptions of their own bodies are very distorted and exaggerated.
 - They are likely to be hospitalized as a result of avoiding food.
 - They tend to think of food related behaviour as either good or bad, with nothing in between.
 - They don't perceive the incentive cues associated with food.

ANSWER: c

37. Which of the following is a disorder in which people alternate between binging and purging?
- anorexia nervosa
 - activity anorexia
 - cyclic anorexia
 - bulimia nervosa

ANSWER: d

38. What has increased dramatically in the past few decades in Canada?
- rates of obesity and consumption of unprocessed food
 - rates of anorexia and amount of daily exercise
 - amount of daily exercise and consumption of unprocessed food
 - rates of both obesity and anorexia

ANSWER: d

39. What was the topic of groundbreaking research conducted by Masters and Johnson?
- the physiology of the human sexual response
 - the psychology of the human sexual response
 - sexual preferences
 - sexual orientation

ANSWER: a

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40. During which phase of the human sexual response cycle would you expect to find both increases and decreases in vaginal lubrication?
- orgasm
 - excitement
 - resolution
 - plateau

ANSWER: d

41. Ted is experiencing an erection as a result of sexual arousal. Which mechanism causes Ted's erection?
- vasocongestion
 - muscular tension
 - decreased blood pressure
 - refraction

ANSWER: a

42. Pat's sexual arousal just reached its peak intensity and was discharged in a series of muscular contractions that pulsed through the pelvic area. What phase of the human sexual response did Pat just experience?
- plateau
 - pinnacle
 - resolution
 - orgasm

ANSWER: d

43. During which phase of the human sexual response are male and female differences in response most pronounced?
- orgasm phase
 - resolution phase
 - excitement phase
 - plateau phase

ANSWER: a

44. Which individual would experience a relatively slow or gradual reduction in sexual tension during the resolution phase of the human sexual response?
- a relatively inexperienced individual
 - an individual who did not experience an orgasm
 - a woman
 - a man

ANSWER: b

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45. What is the period of time following orgasm during which males are highly unresponsive to further stimulation?
- passive phase
 - recovery period
 - refractory period
 - plateau phase

ANSWER: c

46. PsychDate is a new online dating website that allows psychology majors to find and date other psychology majors. On this website, you have the opportunity to view a variety of different profiles and pictures of people you may wish to date. You may also send and receive messages with other users. Based on parental investment theory, what should you predict about the behaviour of female users of the website?
- They will be more choosy than males about who they are willing to respond to.
 - They will send more flirtatious messages than males do.
 - They will prefer choosing multiple dates rather than trying to find one ideal date.
 - They will be more focused on the appearance of potential dates than on other characteristics.

ANSWER: a

47. PsychDate is a new online dating website that allows psychology majors to find and date other psychology majors. On this website, you have the opportunity to view a variety of different profiles and pictures of people you may wish to date. You may also send and receive messages with other users. Based on parental investment theory, what should you predict about the behaviour of male users of the website?
- They will be more choosy than females about who they are willing to respond to.
 - They will be more focused on the appearance of potential dates, before other characteristics.
 - They will prefer choosing one ideal date rather than trying to find one multiple dates.
 - They will be less likely to respond to messages, compared to females.

ANSWER: b

48. According to parental investment theory, how can human males maximize their reproductive potential?
- actively contributing to the care of their offspring
 - being highly selective in mating
 - mating with as many females as possible
 - seeking partners who have strength and agility

ANSWER: c

49. Which of the following is NOT suggested by parental investment theory?
- Males and females may develop different mating strategies.
 - Human females can optimize their reproductive potential by mating with as many males as possible.
 - Human males compete with other males for the “commodity” of reproductive opportunities.
 - Human males are required to invest little in the production of offspring.

ANSWER: b

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50. According to evolutionary theory, what is more valued in a potential mate by men, rather than women?
- ambition
 - youthfulness
 - intelligence
 - social status

ANSWER: b

51. According to parental investment theory, what should women place more emphasis on when choosing a potential mate, compared to men?
- height
 - attractiveness
 - youthfulness
 - social status

ANSWER: d

52. In Buss's study on cross-cultural sex differences in human mate selection, which sex difference was consistently reported?
- Males place a higher value on partners' social status.
 - Males place a higher value on partners' ambition.
 - Males place a higher value on partners' physical appearance.
 - Males place a higher value on partners' kindness.

ANSWER: c

53. In Buss's study on sex differences in human mate selection, what was consistent across cultures?
- the value women place on a man's physical attractiveness
 - the value placed on female chastity (or lack of previous sexual intercourse)
 - the value women place on a man's social status and financial prospects
 - the value placed on kindness, dependability, and emotional stability

ANSWER: c

54. In the Featured Study that examined women's ratings of male attractiveness, which faces did females find most attractive for long-term mate potential?
- faces of men who had high testosterone levels
 - faces of men who were perceived to like children
 - faces of men who were perceived as feminine
 - faces of men who were perceived as masculine

ANSWER: b

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55. In the Featured Study that examined women's ratings of male attractiveness, which male trait was positively correlated with women's ratings of men who were attractive for short-term mate potential?
- testosterone levels
 - kindness
 - dependability
 - liking children

ANSWER: a

56. Maggie was cleaning the basement one day and found a stack of pornographic magazines that were likely left there by her teenage son. If Maggie asks you for evidence about the effects of pornography on behaviour, what would be the most appropriate response?
- Viewing pornography on a regular basis increases the likelihood that men will commit or endorse sexual offences.
 - Viewing pornography on a regular basis is associated with poorer relationship quality and self-image.
 - There is no reliable evidence that pornography affects sexual behaviour.
 - There is evidence that pornography influences behaviour, but nonviolent pornography has no clear negative effects.

ANSWER: d

57. Which statement has been supported by research on the effects of pornography?
- Erotic material may alter attitudes in ways that eventually influence sexual behaviour.
 - Erotic material stimulates sexual desire in males but not females.
 - Erotic material plays a major role in the commission of sexual offences.
 - Erotic material increases the likelihood of overt sexual activity for several days after the exposure.

ANSWER: a

58. Which of the following would you expect of someone with a strong affiliation motive?
- joining a lot of clubs
 - gossiping about others online
 - needing "alone time" after a busy day
 - high sex drive

ANSWER: a

59. Which areas of the brain are activated when someone has been rejected or ostracized?
- areas associated with planning
 - areas associated with language and audition
 - areas that are dense with mirror neurons
 - areas associated with pain perception

ANSWER: d

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60. In terms of the likelihood of sexual assault, which of the following is true?
- a. A woman is more likely to be raped by a stranger than by a casual date.
 - b. A woman is more likely to be raped by a family member than by a casual date.
 - c. A woman is more likely to be raped by an acquaintance than by a stranger.
 - d. A woman is more likely to be raped by a stranger than by a steady boyfriend.

ANSWER: c

61. Which term is defined as a person's preference for emotional and sexual relationships with individuals of the same, the other, or either sex?
- a. gender orientation
 - b. gender preference
 - c. sexual orientation
 - d. sexuality

ANSWER: c

62. Which pattern characterizes the distinction between heterosexual and homosexual orientations?
- a. They are each midpoints on their own scales, and cannot be directly compared.
 - b. They have no clear distinguishing characteristics other than self-report.
 - c. They are endpoints on a continuum, with intermediate orientations in between.
 - d. They are mutually exclusive categories, with clear boundaries.

ANSWER: c

63. What is the orientation of an individual who prefers and seeks emotional and sexual relationships with members of the opposite sex?
- a. homosexual
 - b. unisexual
 - c. heterosexual
 - d. bisexual

ANSWER: c

64. Approximately what percentage of the population can reasonably be characterized as homosexual?
- a. 1–5 percent
 - b. 5–8 percent
 - c. 10–15 percent
 - d. 20–25 percent

ANSWER: b

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65. Which theory has been supported by research concerning the origins of sexual orientation?
- behavioural theory
 - cognitive theory
 - psychoanalytic theory
 - biological theory

ANSWER: d

66. If you know that someone has a homosexual orientation, what could you reasonably predict about that individual?
- He or she has been attracted only to members of the same sex.
 - He or she has had awareness of the orientation since childhood.
 - He or she has a genetic relative who is also homosexual.
 - His or her circulating hormone levels differ from someone else of the same sex.

ANSWER: b

67. If Ted is a gay man, then of the following individuals, who is most likely to also be gay?
- Ted's uncle Alan
 - Ted's adoptive brother Bob
 - Ted's fraternal twin brother Chuck
 - Ted's identical twin brother Don

ANSWER: d

68. Which statement regarding female homosexuality is FALSE?
- Lesbian women are more likely to have a stable orientation across their life span, compared to gay men.
 - Lesbian women are less likely than gay men to trace their homosexuality back to their childhood.
 - The pathways to homosexuality appear to be somewhat different for females compared to males.
 - There is an increased rate of homosexuality among women exposed to high levels of androgen prenatally.

ANSWER: a

69. Which motive is defined as the need to master difficult challenges, outperform others, and meet high standards of excellence?
- mastery motive
 - affiliation motive
 - achievement motive
 - autonomy motive

ANSWER: c

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70. Craig has a desire to excel. Which of the following would also be said of Craig?
- He is high in mastery motivation.
 - He is more likely to be talented than the average person.
 - He is more likely to be depressed than the average person.
 - He is high in achievement motivation.

ANSWER: d

71. Because Pietro is high in his need for achievement, which of the following characteristics is he LEAST likely to exhibit?
- a desire to help others reach their goals
 - a desire to excel
 - a desire to master difficult challenges
 - a desire to outperform others

ANSWER: a

72. After viewing a picture of a boy batting in a baseball game, which story would an individual high in achievement motivation be most likely to describe in a projective test?
- The boy hits a home run to win the game.
 - The boy strikes out and is yelled at by his coach.
 - The boy is hit in the head by a pitch and suffers a concussion.
 - The boy argues with the umpire over a called strike.

ANSWER: a

73. After viewing a picture of a boy batting in a baseball game, what would an individual high in affiliation motivation be most likely to describe in a projective test?
- The boy hits a home run to win the game.
 - The boy is playing on a summer league team with his best friends from his school.
 - The boy is hit in the head by a pitch and suffers a concussion.
 - The boy is nervous because he struck out at the last game.

ANSWER: b

74. Which of the following is NOT a typical characteristic of people high in achievement motivation?
- a tendency to work hard on tasks
 - a tendency to delay gratification in order to pursue long-term goals
 - a tendency to respond poorly to negative feedback
 - a tendency to be persistent on tasks

ANSWER: c

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75. When selecting courses for the next year of school, Andrea scheduled all of her required courses and was left with one spot open for an elective course. If Andrea scores high in achievement motivation, which course would Andrea be most likely to select?
- a course with very high expectations
 - a course with moderate expectations
 - a course that is rumoured to have very low average grades
 - a course that is graded on a pass/fail basis

ANSWER: b

76. What are the two primary situational factors that influence achievement behaviour?
- the incentive value of success and the individual's achievement motivation
 - the probability of success and probability of failure
 - the probability of success and the individual's achievement motivation
 - the probability of success and incentive value of success

ANSWER: d

77. Which pattern reflects the relationship between task difficulty and satisfaction, for people with high achievement motivation?
- It is a negative correlation.
 - They are independent features of the task.
 - It is a positive correlation.
 - It is a causal relationship.

ANSWER: c

78. Which pattern reflects the overall relationship between emotions and levels of motivation?
- It is a bidirectional relationship.
 - Motivation leads to changes in emotion.
 - They are independent experiences of the same event.
 - Emotions lead to changes in motivation.

ANSWER: a

79. Which of the following is NOT one of the three components of emotion?
- behavioural component
 - perceptual component
 - cognitive component
 - physiological component

ANSWER: b

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80. Which component of emotion includes the subjective conscious experience of an emotion?
- cognitive component
 - behavioural component
 - perceptual component
 - physiological component

ANSWER: a

81. One individual may experience an airplane flight as an anxiety-arousing situation while another individual may experience an airplane flight as a routine event. What does this reflect about emotion?
- Emotion involves bodily arousal or a physiological component.
 - Emotion includes an overt response or a behavioural component.
 - Emotion includes an objective conscious experience or cognitive component.
 - Emotion involves a subjective conscious experience or cognitive component.

ANSWER: d

82. As Estella is watching the climax of a horror movie, all at once she is frightened, nervous, and excited. Which component of emotion does her response illustrate?
- cognitive component
 - physiological component
 - behavioural component
 - perceptual component

ANSWER: a

83. Which component of emotion includes autonomic arousal?
- cognitive component
 - behavioural component
 - physiological component
 - perceptual component

ANSWER: c

84. What is directly related to the physiological component of emotional experience?
- the cortex
 - autonomic nervous system
 - the cerebellum
 - somatic nervous system

ANSWER: b

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85. As Rowena is watching the climax of a horror movie, she gets goose bumps, her heart starts pounding, and her breathing becomes more rapid. Which component of emotion is reflected in her response?
- physiological component
 - behavioural component
 - perceptual component
 - cognitive component

ANSWER: a

86. Which of the following is NOT associated with autonomic arousal?
- dilation of pupils
 - increased digestion
 - increased perspiration
 - increased heart rate

ANSWER: b

87. Which of the following is a device that monitors key indicators of autonomic arousal such as heart rate, blood pressure, respiration rate, and galvanic skin response?
- a sonograph
 - a polygraph
 - an electrocardiograph (EKG)
 - an electroencephalograph (EEG)

ANSWER: b

88. Which of the following would NOT be monitored by a polygraph?
- dilation of the pupils
 - blood pressure
 - galvanic skin response (GSR)
 - respiration rate

ANSWER: a

89. The thalamus simultaneously transmits information capable of eliciting emotion to two areas of the brain. Which two are they?
- hypothalamus and cerebellum
 - amygdala and cerebellum
 - amygdala and cerebral cortex
 - hypothalamus and cerebral cortex

ANSWER: c

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90. A rapid-response pathway that quickly results in physiological responses associated with emotion begins with the thalamus. Where does it go from there?
- medulla
 - amygdala
 - cerebellum
 - cerebral cortex

ANSWER: b

91. Celine is struggling to make a decision about whether her sick dog should be euthanized. She is very emotional about this decision and keeps going back and forth between the choice to spend more time with her dog and the choice to end his pain. Which area of Celine's brain is going to be very active as a result of struggling with this decision?
- hippocampus
 - amygdala
 - cingulate cortex
 - mesolimbic dopamine pathway

ANSWER: c

92. Which component of emotion is associated with body language?
- perceptual component
 - physiological component
 - cognitive component
 - behavioural component

ANSWER: d

93. As Calli is watching the climax of a horror movie, she grasps the arms of her chair, gasps, and closes her eyes. Which component of emotion is reflected in her response?
- physiological component
 - perceptual component
 - cognitive component
 - behavioural component

ANSWER: d

94. If you and a person in another country were both looking at the same series of photographs, which emotion would you both be most likely to correctly identify?
- embarrassment
 - shame
 - disgust
 - contempt

ANSWER: c

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95. Which group includes emotions that people are generally successful in identifying in photographs?
- sadness, anger, remorse
 - happiness, love, surprise
 - anger, fear, disgust
 - disappointment, sadness, fear

ANSWER: c

96. Which emotion would people from different countries be LEAST likely to agree on, when trying to identify emotions in photographs?
- disgust
 - sadness
 - surprise
 - disappointment

ANSWER: d

97. What is suggested by the facial-feedback hypothesis?
- Facial muscles send signals to the brain that help the brain recognize the emotion that one is experiencing.
 - After experiencing an emotion, the brain transmits signals that result in the facial muscles “matching” the emotion.
 - Feedback from another person’s facial expression allows individuals to correctly label emotions.
 - All cultures have identical facial expressions that indicate specific emotional states.

ANSWER: a

98. What is the likely consequence if you go to a party and force yourself to smile even though you are feeling a little depressed?
- You will actually feel a little happier.
 - You will continue to feel depressed.
 - You will fool everyone at the party except yourself.
 - You will feel more depressed later.

ANSWER: a

99. Jamie is playing the role of a depressed elderly woman in the school play. She frowns, slumps her shoulders, and sighs and moans, “Woe is me” continually at play practice. According to the facial-feedback hypothesis, what will Jamie feel after practice?
- happier than she typically feels
 - satisfied
 - sadder than she typically feels
 - excited

ANSWER: c

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100. What provides the strongest support that facial expressions are innate expressions of emotional experience?
- Facial expressions are similar across cultures.
 - Facial expressions are identical between blind and sighted individuals.
 - Facial expressions remain fairly constant throughout the lifespan.
 - Facial expressions are identical between the sexes.

ANSWER: b

101. Which of the following differs most across cultures?
- how individuals categorize or label specific emotions
 - how individuals experience autonomic arousal
 - how individuals use cognitive appraisal of a situation to determine which emotion is being experienced
 - how individuals use facial cues to identify basic emotions

ANSWER: a

102. Which component of emotion is reflected in the cultural norms known as display rules?
- perceptual component
 - physiological component
 - behavioural component
 - cognitive component

ANSWER: c

103. Japanese society encourages masking emotions such as anger and sadness by exhibiting polite smiling or a neutral expression. What are these sorts of cultural norms called?
- rules of engagement
 - rules of conduct
 - display rules
 - rules of polite society

ANSWER: c

104. According to the James-Lange theory, when does the conscious experience of emotion occur?
- independently of autonomic arousal
 - simultaneously with autonomic arousal
 - before autonomic arousal
 - after autonomic arousal

ANSWER: d

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105. Which theory of emotion proposes that the conscious experience of emotion results from one's perception of autonomic arousal?
- James-Lange theory
 - Cannon-Bard theory
 - facial-feedback theory
 - commonsense theory

ANSWER: a

106. Which theory of emotion proposes that different patterns of autonomic activation lead to the experience of different emotions?
- Schachter two-factor theory
 - commonsense theory
 - Cannon-Bard theory
 - James-Lange theory

ANSWER: d

107. Which theory of emotion is supported by evidence about the rapid-response pathway from the thalamus to the amygdala that triggers autonomic arousal before cortical areas receive input?
- facial-feedback theory
 - James-Lange theory
 - Cannon-Bard theory
 - commonsense theory

ANSWER: b

108. Walking in the forest, you see a bear. Your heart starts pounding, you run, and then you feel fear. Which theory of emotion is illustrated by this example?
- commonsense theory
 - Cannon-Bard theory
 - Schachter two-factor theory
 - James-Lange theory

ANSWER: d

109. While walking down the street, you are approached by a man with a gun who demands your money. According to the James-Lange theory of emotion, what are you most likely to conclude?
- Since your heart is pounding and this is a dangerous situation, you are afraid.
 - You are afraid because your heart is pounding.
 - It is all right to be afraid in this situation.
 - Your heart is pounding because you are afraid.

ANSWER: b

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110. According to the Cannon-Bard theory of emotion, when does one's conscious experience of emotion occur?
- independently of autonomic arousal
 - after autonomic arousal
 - before autonomic arousal
 - simultaneously with autonomic arousal

ANSWER: d

111. Walking through the forest you see a bear. All at once, your heart starts pounding, you feel fear, and you run. Which theory of emotion is illustrated by this example?
- Schachter two-factor theory
 - Cannon-Bard theory
 - common-sense theory
 - James-Lange theory

ANSWER: b

112. Which theory of emotion proposes that physiological arousal and the cognitive experience of emotion occur simultaneously?
- Cannon-Bard theory
 - commonsense theory
 - James-Lange theory
 - Schachter two-factor theory

ANSWER: a

113. Which theory of emotion proposes the conscious experience of emotion results from one's cognitive interpretation of an event that caused autonomic arousal?
- facial-feedback theory
 - James-Lange theory
 - Cannon-Bard theory
 - Schachter two-factor theory

ANSWER: d

114. Which of the following theories of emotion suggest that one's conscious experience of emotion occurs after autonomic arousal?
- James-Lange theory
 - Cannon-Bard theory
 - both Cannon-Bard and Schachter two-factor theories
 - both James-Lange and Schachter two-factor theories

ANSWER: d

Chapter 10 - Motivation and Emotion

115. According to Schachter, what do people rely on in order to label their emotional states?

- a. physiological cues
- b. external cues
- c. interpersonal cues
- d. internal cues

ANSWER: b

116. Walking through the forest, you see a bear. Your heart starts pounding and you start to run away from this dangerous situation that caused you to be afraid. Which theory of emotion is illustrated by this example?

- a. Cannon-Bard theory
- b. James-Lange theory
- c. Schachter two-factor theory
- d. commonsense theory

ANSWER: c

117. While walking down the street you are approached by a man with a gun who demands your money. According to the Schachter two-factor theory of emotion, what are you most likely to conclude?

- a. Since your heart is pounding in this dangerous situation, you must be afraid.
- b. It is all right to be afraid in this situation.
- c. Your heart is pounding because you are afraid.
- d. You are afraid because your heart is pounding.

ANSWER: a

118. Which emotional theory considers emotions to be largely innate reactions to certain stimuli?

- a. behavioural theory
- b. evolutionary theory
- c. psychoanalytic theory
- d. cognitive theory

ANSWER: b

119. According to evolutionary theories of emotion, what accounts for the diversity of non-primary emotions that people experience?

- a. physiological differences among individuals
- b. the absence of specific primary emotions
- c. individual differences in the perception of events
- d. blends of and variations in intensity of primary emotions

ANSWER: d

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120. What would Plutchik's theory of emotion suggest about the three emotions of apprehension, fear, and terror?
- They are three of the primary emotions.
 - They are variations in intensity of one primary emotion.
 - They are all secondary emotions.
 - They are blends of primary emotions.

ANSWER: b

121. Which unifying theme in psychology is reflected by learned preferences for foods and display rules concerning the expression of emotion?
- Psychology is theoretically diverse.
 - Psychology evolves in a sociohistorical context.
 - Behaviour is shaped by cultural heritage.
 - Behaviour is determined by multiple causes.

ANSWER: c

122. Which unifying theme in psychology is reflected in the various approaches used in your text to explain motivation and emotion?
- Psychology evolves in a sociohistorical context.
 - Psychology is theoretically diverse.
 - Psychology is empirical.
 - Behaviour is shaped by cultural heritage.

ANSWER: b

123. Which of the following factors shows the weakest relationship with happiness?
- money
 - health
 - social activity
 - love and marriage

ANSWER: a

124. Which of the following factors shows the strongest relationship with happiness?
- money
 - health
 - parenthood
 - job satisfaction

ANSWER: d

Chapter 10 - Motivation and Emotion

125. What is the best predictor of an individual's future happiness?

- a. physical health
- b. marital status
- c. past happiness
- d. financial status

ANSWER: c

126. What is the approximate heritability estimate for the tendency toward happiness?

- a. .70
- b. .50
- c. .20
- d. .10

ANSWER: b

127. When Patricia was a young student with very little money, whenever she had a chance to go out for a fancy dinner it would improve her mood for days. Now that she has a job where she must take clients out for fancy dinners on a regular basis, the dinners no longer provide her with any real joy. What is this change called?

- a. hedonic shift
- b. happiness shift
- c. hedonic adaptation
- d. happiness adaptation

ANSWER: c

128. Tanya states that it is necessary to leave a light on at night because the thieves who are watching your house will only break in to houses that are not lit. Which term is used for Tanya's statement that thieves are watching the house?

- a. conclusion
- b. assumption
- c. truth
- d. belief

ANSWER: b

129. Which of the following is a common fallacy that occurs when a premise and conclusion are simply restatements of each other?

- a. circular reasoning
- b. slippery slope
- c. false dichotomy
- d. non sequitur

ANSWER: a

Chapter 10 - Motivation and Emotion

130. "If we don't ban Internet porn, the next thing you know, grade school children will be watching smut all day long in their school libraries." Which fallacy is illustrated by this statement?
- slippery slope
 - circular reasoning
 - weak analogy
 - false dichotomy

ANSWER: a

131. Which theory accounts for Rachel's desire for a caramel apple?
- drive theory
 - set-point theory
 - glucostatic theory
 - incentive value

ANSWER: d

132. When Jake got an erection, which stage of sexual response was he experiencing?
- excitement
 - orgasm
 - plateau
 - resolution

ANSWER: a

133. Which theory helps to explain the sex difference in willingness to engage in sex on a first date, as illustrated in this example?
- parental investment theory
 - drive theory
 - sensory-specific theory
 - incentive motivation theory

ANSWER: a

134. Which theory of emotion helps explain Jake's attribution of his physiological response to attraction?
- Cannon-Bard theory
 - James-Lange theory
 - Schachter two-factor theory
 - facial feedback theory

ANSWER: c

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135. Which error in logic did Jake make?

- a. circular reasoning
- b. weak analogy
- c. false dichotomy
- d. slippery slope

ANSWER: c