1. Ten-year-old Vito tells his friend, “When you notice that your knees knock, your hands sweat, and your stomach is in knots, then you really get scared.” This statement best illustrates the
   A) adaptation-level principle.
   B) catharsis hypothesis.
   C) Cannon-Bard theory.
   D) James-Lange theory.
   E) relative deprivation principle.

2. Adrenaline and noradrenaline are also referred to as
   A) endorphins and glucose.
   B) serotonin and glutamate.
   C) GABA and histamine.
   D) epinephrine and norepinephrine.
   E) dopamine and acetylcholine.

3. According to the catharsis hypothesis, retaliating against someone who provokes us can calm us down because retaliation
   A) promotes facial feedback.
   B) relieves aggressive urges.
   C) triggers the general adaptation syndrome.
   D) activates the relative deprivation response.
   E) reduces the spillover effect.

4. When we are too hot, we perspire in order to lower our body temperature and thereby
   A) arouse drives.
   B) regain incentives.
   C) lower the set point.
   D) preserve body warmth.
   E) maintain homeostasis.

5. The specific body weight maintained automatically by most adults over long periods of time is known as the
   A) hypothalamic plateau.
   B) homeostatic weight.
   C) refractory period.
   D) set point.
   E) basal metabolic rate.
6. Dr. Milosz electrically stimulates the lateral hypothalamus of a well-fed laboratory rat. This procedure is likely to
   A) facilitate conversion of the rat's blood glucose to fat.
   B) cause the rat to begin eating.
   C) increase the incentives for food but decrease motivation to eat.
   D) decrease the rat's basal metabolic rate.
   E) permanently lower the rat's set point.

7. Lack of body fluids is to thirst as ________ is to ________.
   A) homeostasis; hunger
   B) motivation; emotion
   C) incentive; instinct
   D) drive; incentive
   E) need; drive

8. Research has demonstrated that a mood-boosting experience, such as finding money, makes people more likely to do noble deeds, like volunteering to help out at a nursing home. This is called
   A) the spillover effect.
   B) display rules.
   C) catharsis.
   D) facial feedback.
   E) the feel-good, do-good phenomenon.

9. Those who engage in spurts of excessive overeating, followed by remorse—but do not binge, purge, fast, or exercise excessively—are said to have
   A) set point.
   B) bulimia nervosa.
   C) neophobia.
   D) binge-eating disorder.
   E) anorexia nervosa.

10. *Motivation* is defined by psychologists as
    A) a need or desire that energizes and directs behavior toward a goal.
    B) an impulse to accomplish something of significance.
    C) the cause of behavior.
    D) an external reward or goal that pushes a person toward accomplishments.
    E) rigidly patterned behavior characteristic of all people.
11. Humans quickly learn to fear snakes, spiders, and cliffs. Such fears may have helped our ancestors survive. This proposal best illustrates the
   A) two-factor theory.
   B) James-Lange theory.
   C) Cannon-Bard theory.
   D) evolutionary perspective.
   E) spillover effect.

12. The idea that an emotion-arousing stimulus is simultaneously routed to the cortex and to the sympathetic nervous system is central to the
   A) relative deprivation principle.
   B) Cannon-Bard theory.
   C) James-Lange theory.
   D) catharsis hypothesis.
   E) two-factor theory.

13. Which theory of motivation most clearly emphasizes the importance of genetic predispositions?
   A) incentive theory
   B) arousal theory
   C) drive-reduction theory
   D) hierarchy of needs theory
   E) instinct theory

14. If your close friend becomes obese, the odds of you likewise becoming obese increase. This best illustrates the impact of ________ on obesity.
   A) neophobia
   B) homeostasis
   C) the hierarchy of needs
   D) unit bias
   E) social influence

15. Maslow referred to the needs for purpose and meaning that lie beyond the self as
   A) self-esteem needs.
   B) self-actualization needs.
   C) homeostasis needs.
   D) self-transcendence needs.
   E) belongingness needs.
16. It is characteristic of robins to build nests. This is an example of
   A) a drive.
   B) an instinct.
   C) a need.
   D) homeostasis.
   E) a set point.

17. The basic components of emotion are
   A) physiological reaction, psychological reaction, biopsychosocial reaction.
   B) sympathetic arousal, parasympathetic inhibition, and cognitive labeling.
   C) cognition, affect, and behavior.
   D) physical gestures, facial expressions, and psychological drives.
   E) expressive behaviors, physiological arousal, and conscious experience.

18. The suggestion that “a happy face creates a merry soul” is most consistent with the
   A) catharsis hypothesis.
   B) James-Lange theory.
   C) Cannon-Bard theory.
   D) relative deprivation principle.
   E) adaptation-level principle.

19. Lillian will be taking an entrance exam for law school this afternoon. She is likely to
   A) do well on the exam if her physiological arousal is very low.
   B) do poorly on the exam if her physiological arousal is low.
   C) do well on the exam if her physiological arousal is very high.
   D) do poorly on the exam if her physiological arousal is moderate.
   E) do well on the exam if her physiological arousal is moderate.

20. An incentive is a
   A) basic need listed on the lower levels of Maslow's hierarchy.
   B) rigidly patterned behavior characteristic of an entire species.
   C) state of arousal triggered by deprivation.
   D) state of deprivation that triggers arousal.
   E) positive or negative environmental stimulus that motivates behavior.
21. Which division of the nervous system arouses the body and mobilizes its energy in emotionally stressful situations?
   A) central
   B) parasympathetic
   C) sympathetic
   D) autonomic
   E) somatic

22. Which of the following best describes task performance?
   A) It is best when physiological arousal is high.
   B) It is best when physiological arousal is low.
   C) It is best when physiological arousal is moderate.
   D) It is mediocre when physiological arousal is moderate.
   E) It is worst when physiological arousal is moderate.

23. Activation of the parasympathetic nervous system
   A) accelerates heart rate and accelerates digestion.
   B) slows heart rate and slows digestion.
   C) accelerates perspiration and accelerates respiration.
   D) slows heart rate and accelerates digestion.
   E) accelerates heart rate and slows digestion.

24. A need refers to
   A) a rigidly patterned behavioral urge characteristic of all people.
   B) anything that is perceived as having positive or negative value in motivating behavior.
   C) a desire to perform a behavior as a result of rewards or threats of punishment.
   D) a physiological state that usually triggers motivational arousal.
   E) an aroused or activated state that is often triggered by a psychological need.

25. For purposes of lie detection, investigators have most commonly made use of a(n)
   A) electroencephalograph.
   B) polygraph.
   C) electrocardiograph.
   D) myograph.
   E) tomograph.
26. Hunger controls are located within the brain’s
   A) hippocampus.
   B) amygdala.
   C) medulla.
   D) hypothalamus.
   E) temporal lobe.

27. The arousal theory of motivation would be most useful for understanding the aversive
effects of
   A) anorexia nervosa.
   B) boredom.
   C) refractory periods.
   D) hunger.
   E) set points.

28. The influence of personal and cultural experience on our wants and desires can most
   clearly be seen in the influence of ________ on motivation.
   A) needs
   B) instincts
   C) homeostasis
   D) incentives
   E) set points

29. Observers watching fearful faces show more brain activity in the ________ than do
   those watching angry faces.
   A) hippocampus
   B) cerebellum
   C) medulla
   D) amygdala
   E) thalamus

30. An instinctive behavior is one that is
   A) unlearned.
   B) internally motivated.
   C) designed to reduce drives.
   D) triggered by an incentive.
   E) similar in all living organisms.
31. According to the two-factor theory, the two basic components of emotions are ________ and ________.
   A) physical arousal; overt behavior
   B) conscious experience; unconscious experience
   C) a cognitive label; physical arousal
   D) emotion-arousing events; physical arousal
   E) facial expressions; a cognitive label

32. The most universally understood way of expressing emotion is through
   A) tone of voice.
   B) facial expressions.
   C) hand gestures.
   D) music and dance.
   E) body postures.

33. It is characteristic of bears to hibernate. This behavior is an example of
   A) homeostasis.
   B) a drive.
   C) an incentive.
   D) an instinct.
   E) a refractory period.

34. Victims of a famine will often eat unappetizing and nutritionally poor foods simply to relieve their constant hunger. Their behavior is best explained in terms of
   A) drive-reduction theory.
   B) set point.
   C) incentive theory.
   D) instinct theory.
   E) arousal theory.

35. When her son fails to arrive home as expected, Elena fears he has been in an accident. Both her heart and respiration rate remain elevated until she sees him come safely through the door. Her body soon returns to normal due to the action of her ________ nervous system.
   A) central
   B) cathartic
   C) sympathetic
   D) parasympathetic
   E) somatic
36. As you are waiting to be interviewed for a job, your heart rate, body temperature, and breathing rate begin to increase. These physiological changes are produced by activation of the ______ nervous system.
A) somatic
B) central
C) sympathetic
D) skeletal
E) parasympathetic

37. Margo never enjoys spring break because at the end of every finals week she catches a bad cold. Margo is most likely in which stage of the general adaptation syndrome?
A) resolution
B) adjustment
C) exhaustion
D) resistance
E) alarm

38. Homeostasis, which is the goal of drive reduction, is defined as
A) a physical need that usually triggers motivational arousal.
B) a desire to perform behavior in return for rewards.
C) a rigidly patterned behavior characteristic of an entire species.
D) an aroused or activated state that is often triggered by a physiological need.
E) the body's tendency to maintain a constant internal state.

39. The three successive phases of the general adaptation syndrome are
A) adrenal release, cognitive appraisal, and stomach ulceration.
B) arousal, emotion, and catharsis.
C) reactive frustration, sympathetic arousal, and parasympathetic inhibition.
D) alarm reaction, resistance, and exhaustion.
E) attention, comprehension, and resistance.

40. Anorexia nervosa is typically characterized by
A) an obsessive fear of becoming obese.
B) binge-eating episodes.
C) an unusually high rate of metabolism.
D) cyclical fluctuations between extreme thinness and obesity.
E) frequent migraine headaches.
41. Who suggested that “we feel sorry because we cry . . . afraid because we tremble”?
   A) William James
   B) Charles Darwin
   C) Stanley Schachter
   D) Walter Cannon
   E) Richard Lazarus

42. Bulimia nervosa is characterized by
   A) periods of unhealthy eating habits followed by starvation.
   B) losses of 25 percent or more of normal weight.
   C) lifelong obesity.
   D) episodes of overeating followed by vomiting.
   E) the loss of regular menstrual periods.

43. According to Abraham Maslow, our need for belongingness must be met before our need for
   A) safety.
   B) arousal.
   C) esteem.
   D) homeostasis.
   E) food and water.

44. The first phase of the general adaptation syndrome is
   A) adjustment.
   B) denial.
   C) resistance.
   D) alarm.
   E) stress appraisal.

45. A hormone that increases heart rate, blood pressure, and blood sugar levels in times of emergency is
   A) testosterone.
   B) dopamine.
   C) insulin.
   D) epinephrine.
   E) acetylcholine.
46. The autonomic nervous system regulates the ________ that accompanies different emotions.
   A) physiological arousal  
   B) genetic reaction  
   C) well-being  
   D) expressive behaviors  
   E) conscious experiences

47. Turning in at her street, Dominique saw six fire trucks in front of her apartment building. Her heart beat wildly until someone yelled, “Just a false alarm.” Her pulse then began to return to normal, due to the action of her ________ nervous system.
   A) general adaptation  
   B) sympathetic  
   C) central  
   D) somatic  
   E) parasympathetic

48. After overcoming the initial shock of having her car stolen, Marlys calls the police for help and begins to question possible witnesses. At this point, Marlys is most likely in the ________ stage of the general adaptation syndrome.
   A) stress appraisal  
   B) engagement  
   C) exhaustion  
   D) adjustment  
   E) resistance

49. In response to stress, the adrenal glands release
   A) lymphocytes.  
   B) carcinogens.  
   C) dopamine.  
   D) epinephrine.  
   E) serotonin.

50. Which theory states that emotion results from the cognitive labeling of our physiological arousal?
   A) catharsis theory  
   B) adaptation-level  
   C) relative deprivation  
   D) Cannon-Bard  
   E) two-factor
Answer Key

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