Introduction to Psychology
Motivation and Emotion Quiz

MULTIPLE CHOICE:

1.) The concept of emotion emphasizes both physical and mental __________, while motivation emphasizes how this becomes action.
A) stress
B) energy
C) desire
D) traits
E) arousal

2.) __________ involves feelings, behavioral expression, and physiological arousal.
A) Motivation
B) Sensation
C) Instinct
D) Locus of control
E) Emotion

3.) The research of __________ found that people around the world share and recognize at least seven basic emotions.
A) Robert Plutchik
B) Abraham Maslow
C) Walter Cannon
D) Paul Ekman
E) Hans Eysenck

4.) The fact that different cultures use the same facial expressions to express different emotions would lead researchers to believe that expressions are __________, rather than ________.
A) situational; emotional
B) cognitive; biophysical
C) unreliable; reliable
D) innate; learned
E) physical; mental

5.) The emotional system that relies on the __________ and is linked to explicit memory tends to create emotions slowly.
A) amygdala
B) brain stem
C) cerebellum
D) left hemisphere
E) cerebral cortex

6.) The right hemisphere of the cerebral cortex is most likely to be involved when Elaine is
A) fearful because she sees a snake.
B) elated because she is at her wedding reception.
C) surprised because she just won $10,000 in a lottery.
D) under pressure because she must finish her term paper by tomorrow.
E) depressed because her beagle just died.
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_______ 7.) Research supporting the notion of __________ shows that the two hemispheres of the brain appear to influence different types of emotion.
A) lesioning
B) lateralization of emotion
C) the emotion wheel
D) optimal arousal theory
E) Maslow's hierarchy of needs

_______ 8.) With unpleasant stimulation, the __________ is more active; with pleasant stimulation, the __________ is more active.
A) reticular activating system; hypothalamus
B) limbic system; endocrine system
C) left hemisphere; right hemisphere
D) sympathetic division; parasympathetic division
E) hypothalamus; thalamus

_______ 9.) The sympathetic nervous system
A) keeps rage and death instincts under control.
B) only operates during times of low stress.
C) permits people to react with empathy to tragic situations.
D) prepares the body to meet a dangerous situation.
E) inhibits the release of hormones.

_______ 10.) Noradrenalin is the hormone most associated with which emotion?
A) fear
B) happiness
C) embarrassment
D) anger
E) depression

_______ 11.) Steroids can cause euphoria in short-term low doses but __________ in long-term high doses.
A) rage or depression
B) impotency
C) disrupted circadian rhythms
D) cancer
E) hearing loss

_______ 12.) To increase eating in a rat you could do which of the following
A) Stimulate the Lateral Hypothalamus
B) Stimulate the Ventromedial Hypothalamus
C) Lesion the Ventromedial Hypothalamus
D) Lesion the Lateral Hypothalamus
E) Both A and C
F) Both B and D
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_______ 13.) Two emotional disturbances more common among women than men are _________ and
__________.
A) emotional arousal; anger
B) panic disorder; depression
C) fear; loathing
D) self-discipline; happiness
E) alcohol addiction; intense shyness

_______ 14.) One of the most remarkable findings of Goleman's marshmallow study was that
A) the results correlated to later SAT scores.
B) some four-year-olds did not like marshmallows.
C) those who delayed gratification tended to be shy later in life.
D) better students took the marshmallow more quickly.
E) most children waited about five minutes before eating the marshmallow.

_______ 15.) Goleman's research testing four-year-olds' ability to delay __________, revealed that those
with stronger self-control were more likely to succeed in later life.
A) intelligence
B) cognition
C) gratification
D) toilet training
E) embarrassment

_______ 16.) The inverted U tells us
A) the relationship between arousal and performance
B) that high performance is associated with low arousal
C) that high performance is associated with high arousal
D) that moderate arousal gives us the best performance
E) both answers “A” and “D”

_______ 17.) When people lie to us,
A) most people are able to spot it.
B) they tend to have dilated pupils.
C) it is easier to detect when the person is a stranger.
D) they tend to speak more rapidly.
E) they tend to blink more frequently.

_______ 18.) Most people's efforts to __________ will show up in averted gaze, reduced blinking, and
less smiling.
A) motivate you
B) calm you
C) pique your interest
D) deceive you
E) be honest
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19.) The best life to lead increase overall satisfaction is
A) A good life
B) A pleasing life
C) A hedonistic life
D) a meaningful life

20.) While emotion emphasizes arousal, motivation emphasizes
A) memory.
B) experience.
C) action.
D) addiction.
E) thoughts.

21.) Psychologists believe that motivation does all of the following EXCEPT which one?
A) It connects behavior to internal states.
B) It accounts for behavior variability.
C) It explains why people persevere.
D) It relates biology to behavior.
E) It always effects conscious thought.

22.) The term "drive" refers to motivation that has a basis in
A) biology.
B) emotions.
C) history.
D) feedback.
E) thought.

23.) Which of the following is the best example of a drive?
A) political views
B) the need for achievement
C) hunger
D) money
E) volunteering

24.) Which of the following would be considered to be a motive rather than a drive?
A) religion
B) hunger
C) thirst
D) sexuality
E) sleep
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25.) Sherral wants to go to Uptown to see her friends and have fun, whereas Eric wants to go for the free pizza. Sherral is going out due to _________ motivation, whereas Eric has _________ motivation.
A) extrinsic; intrinsic
B) intrinsic; extrinsic
C) deferred; peripheral
D) peripheral; deferred
E) conscious; unconscious

26.) Teresa has no desire to be a salesperson, but she is one. Her boss tells her that if she makes five sales today, she will not have to work on Friday. Her boss has given Teresa _________ to sell.
A) a drive but not a motive
B) an intrinsic motivation
C) an extrinsic motivation
D) an unconscious motivation

27.) The currently-preferred term for instinct is
A) negative incentive.
B) homeostatic function.
C) fixed-action pattern.
D) internal cognition.
E) external motivation.

28.) According to drive-reduction theory, the balance among the body's systems and processes is called
A) optimal arousal.
B) psychic energy.
C) a fixed-action pattern.
D) homeostasis.
E) external motivation.

29.) Locus of control refers to a person's
A) inner desire to succeed.
B) belief about whether he or she can control outcomes.
C) ability to control or motivate others.
D) overall level of stress.
E) belief about whether he or she can cope with stress successfully.

30.) If you believe that you hit a home run because of all the practicing you did, you are using an _________ . If you believe that your home run was due to the pitcher throwing you an easy pitch and the wind blowing out, you are using an _________.
A) internal locus of control; external locus of control
B) intrinsic motivation; extrinsic motivation
C) external locus of control; internal locus of control
D) extrinsic motivation; intrinsic motivation
E) unconscious motivation; internal locus of control
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_______ 31.) Abraham Maslow is famous for creating which of the following?
A) the needs hierarchy
B) locus of control
C) intrinsic and extrinsic motivation
D) the two-factor theory
E) overjustification

_______ 32.) Rewarding behavior that is already intrinsically motivated may result in a
A) sense of irritation.
B) refusal to accept rewards of any kind.
C) slower rate of learning.
D) reduction in the rewarded behavior.
E) new locus of control.

_______ 33.) Murray and McClelland used which projective technique to identify a number of motives that
are central in people's lives?
A) the Rorschach ink blot test
B) the PPI (Personal Priority Inventory)
C) the MMPI (Minnesota Multiphasic Personality Inventory)
D) the TAT (Thematic Apperception Test)
E) the Individualism-Collectivism Scale

_______ 34.) A high "n Ach" person is most likely to
A) persevere on difficult tasks.
B) get low grades in school.
C) avoid competition when possible.
D) stay at the same level in his company for quite a while.
E) prefer to be a follower, rather than a leader.

_______ 35.) Receptors in the __________ monitor sugar and fat levels to decide whether to send out
the 'hunger' message.
A) autonomic nervous system
B) lateral hypothalamus
C) adrenal gland
D) lateralized brain
E) occipital lobe

_______ 36.) Recent studies with mice have shown that obesity may be caused by the lack of a protein
which signals that the __________ has been reached.
A) drive reduction
B) rejection reflex
C) set point
D) "stop" center theory
E) overjustification limit
37.) Simon LeVay found that a part of the ________ in homosexual men was significantly ________ than in heterosexual men.
A) RAS; larger
B) testicle; smaller
C) hypothalamus; smaller
D) thalamus; larger
E) DNA structure; smoother

38.) When 'losing' yourself in a good book and later noticing that you forgot to eat dinner and to watch your favorite TV show, you have experienced
A) growth motivation.
B) flow.
C) the emotional wheel.
D) lateralization of emotion.
E) overjustification.

39.) What do the terms anorexia nervosa and bulimia nervosa refer to?
A) sexual dysfunctions
B) types of nervous ties
C) eating disorders
D) causes of the need for achievement
E) none of the above

40.) Sequence the needs in Maslow's hierarchy of basic motives from the lowest to the highest.
A) self actualization, esteem, attachment, safety, biological
B) biological, self-actualization, esthetic, self actualization, attachment
C) attachment, biological, safety, esteem, self actualization
D) biological, safety, attachment, esteem, self actualization
E) biological, attachment, safety, esteem, self actualization
TRUE OR FALSE:

41.) Panic disorders and depression occur more commonly in women than men.
A) TRUE
B) FALSE

42.) Generally speaking, people have longer pauses in speech when they are lying.
A) TRUE
B) FALSE

43.) The paycheck you receive at the end of the week provides an extrinsic motivation for you to go to work each day.
A) TRUE
B) FALSE

44.) An animal's instincts are generally called "fixed action patterns" by ethologists.
A) TRUE
B) FALSE

45.) Alfred Kinsey pioneered the usage of interviews to measure sexual behavior.
A) TRUE
B) FALSE

46.) Psychologists have found that a pleasurable experience gives a longer lasting boost to satisfaction than a meaningful experience.
A) TRUE
B) FALSE

47.) An Hermaphrodite is a person with one set of sexual organs and an opposite gender identity.
A) TRUE
B) FALSE

48.) The goal of anger management is to stop feeling angry.
A) TRUE
B) FALSE

49.) Emotions that a fast responding are tied to the Implicit memory system.
A) TRUE
B) FALSE

50.) Polygraphs work because none of the indicators measured are under our control.
A) TRUE
B) FALSE