



PSYC1001
Practice Examination
2022

Surname: _____

Given Name(s): _____

zID: _____

Date: _____

1. Which of the following is not a scientific principle that supports why psychological debriefing doesn't work?
 - a. Standardised measures
 - b. Controlling for bias through random sampling
 - c. Double-blind studies
 - d. Comparison conditions

2. A rat was conditioned to fear the sound of bells ringing. The researcher would press a button that made an audible 'click' sound before producing bells tolling, followed by an electric shock to the rat. The rat exhibited fear through freezing behaviour. In this example of the fear conditioning model, what is the sound of the button an example of?
 - a. Trauma
 - b. Stimulus
 - c. Trauma reminder
 - d. Training

3. In the neurobiological model of PTSD, hyperreactivity in PTSD is caused by _____.
 - a. increased medial prefrontal cortex inhibition on the amygdala.
 - b. reduced medial prefrontal cortex inhibition on the amygdala.
 - c. increased amygdala inhibition on the medial prefrontal cortex.
 - d. reduced amygdala inhibition on the medial prefrontal cortex.

4. Which of the following is true about the differences between science and common sense?
 - a. Science uses subjective data collection but common sense uses objective data collection.
 - b. Common sense relies on systematic observation but science relies on 'hit or miss' observations.
 - c. In science, there is a reliance on evidence, whereas common sense ignores counterevidence.
 - d. None of the above

5. An interrogator is interviewing a suspect of a crime and notices that they are not answering their questions. The interrogator decides to pull his own chair closer to the suspect and asks the question again. This elicits a response from the suspect. Which factor affecting obedience to authority does this example demonstrate?
- Proximity of victim
 - Presence of a contradicting authority
 - Perceived authority of the person giving the orders
 - Level of direct responsibility for the outcome
6. Which of the following is true about functionalism?
- It was not consistent with the evolutionary framework of psychology.
 - It doesn't focus on identifying the rules or steps to complete a task, instead it focuses on the underlying mechanism.
 - Both of the above.
 - None of the above.
7. Which of the following is true about how infants perceive the world?
- Infants have a higher preference for plain stimuli in comparison to complex stimuli.
 - Babies will look longer at familiar stimuli compared to novel stimuli.
 - At 1 month old, infants are able to detect the main parts of a person's face.
 - Babies initially have very poor visual acuity.
8. From Pascalis et al.'s (2005) study about the other-species effect, what conclusion can be made about how experience shapes infant perception?
- Infants who are exposed to a variety of faces can discriminate between them after a delay period in comparison to those who have limited to no exposure of a variety of faces.
 - Infants who are not exposed to a variety of faces can discriminate between them after a delay period in comparison to those who have exposure to a variety of faces.
 - Infants who are exposed to a variety of faces can not discriminate between them after a delay period in comparison to those who have limited to no exposure of a variety of faces.
 - There is no difference in how exposure affects how well infants can discriminate faces.

9. Which of the following researchers conducted studies that explored how atypical early experience in infants influences visual development?
- Lorenz et al. (1979)
 - Pascalis et al. (2005)
 - Carson et al. (1987)
 - Hartshorn et al. (1998)
10. A researcher wanted to document the experience of twins who were separated at birth. They interviewed the same group of twins at ages 5, 10, 20 and 30. What kind of research study was this?
- Longitudinal study
 - Cross-sectional study
 - Quasi-experimental study
 - None of the above
11. Pascalis, de Haan, & Nelson (2002) ran an experiment to examine infants' ability to discriminate between faces. At what age group did the researchers discover that infants had lost the ability to discriminate between familiar and novel monkey faces?
- 4 months old
 - 7 months old
 - 9 months old
 - 6 months old
12. Which of these statements is a correct example of gene-environment interaction?
- Maltreatment is not a risk factor for antisocial behaviour for individuals with low MAOA activity
 - Maltreatment is a risk factor for antisocial behaviour for individuals with high MAOA activity
 - There is no interaction between maltreatment, antisocial behaviour and the MAOA gene
 - Maltreatment is a risk factor for antisocial behaviour only for individuals with low MAOA activity

13. Which of these statements is correct?

- a. Homozygous alleles - Bb
- b. Heterozygous alleles - bb
- c. Heterogeneous alleles - Bb
- d. Homozygous alleles - BB

14. What is the correct order for the stages of prenatal development?

- a. Fetal period, embryonic period, germinal period
- b. Germinal period, embryonic period, fetal period
- c. Germinal period, fetal period, embryonic period
- d. Fetal period, germinal period, embryonic period

15. Which of the following substances is NOT an example of a teratogen?

- a. Alcohol
- b. Smoking
- c. Panadol
- d. Blue cheese

16. Which of these abnormalities seen in infants with Fetal Alcohol Syndrome (FAS) is incorrectly listed?

- a. Cognitive/learning delays
- b. No exterior physical abnormalities
- c. Congenital heart disease
- d. Joint anomalies

17. Lennon is a 4 year old who does not signal a strong need for comfort from his mother. When she leaves the room he appears indifferent, and upon her return, he distances himself from her. What type of attachment does Lennon display?

- a. Secure attachment
- b. Insecure-avoidant attachment
- c. Insecure-anxious attachment
- d. Disorganised attachment

18. Which consequence is NOT expected to be seen in a child who experienced early social deprivation via institutional care?
- In a stranger-at-the-door test, they are more likely to leave with a stranger
 - They may display behavioural problems similar to ADHD/Autism
 - Psychosocial dwarfism
 - A strong attachment to a singular caregiver
19. Which statement best represents the predicted pattern of a baby's visual preference?
- A baby will always show preference for a novelty face
 - A baby will always show a preference for a familiar face
 - A baby will show a preference for looking at their mother's face over a novel face
 - A baby will show no difference in preference when looking at a new face compared to a familiar face
20. By what process do infants adjust their current schemas to account for new information that is presented to them about their environment?
- Assimilation
 - Accommodation
 - Construction
 - Fixation
21. Piaget gives Ruby a test with an image of three mountains. He wants to see whether she can choose the correct view of the mountains from the perspective of a figurative doll positioned on the opposite side of the mountain view. What is he most likely trying to test?
- Whether Ruby has developed object permanence
 - Whether Ruby can pass a conservation task
 - Whether Ruby views the world egocentrically or not
 - Whether Ruby is able to apply concepts learnt in one context to another
22. Carol is an 8 month old watching a cat from across the road. She cries when a car stops in front of her, obscuring her vision. What does this likely show a lack of?
- Understanding conservation
 - Acquisition of symbolic thought
 - Understanding object permanence
 - Adjustment of schemas

23. Julian is trying to work out why his new roommate has behaved a certain way. He asks himself whether other people tend to behave in the same way as his roommmate. What type of information is he considering?
- Consensus
 - Consistency
 - Distinctiveness
 - Correspondence
24. When Tristan was blamed by his brother for spilling the milk, he felt very angry. He didn't like having the blame being put on him. As a result, he yelled at his brother. According the ABC Model of Attitudes, what component is represented by Tristan's dislike for the blame?
- Cognition
 - Affect
 - Behaviour
 - His brother
25. Charlotte was on a solo roadtrip when she saw a badly hurt snake on the side of the road. She wanted to take it to the vet because she didn't want it to die. After evaluating the situation, she took the snake to the vet. Which of the following shows how Charlotte's attitude guided her behaviour?
- The attitude is specifically relevant to the behaviour.
 - When outside influences are minimal, the attitude is free from social pressures.
 - When the individual is very aware of the attitude.
 - None of the above.
26. Which of the following is NOT an example in line with cognitive dissonance theory?
- Harry was asked by a nice person to eat as many crickets as they could. He rated the experience to be unsatisfying and would not recommend it to anyone else.
 - Melani was asked to give up chips for a month in exchange for \$100. After the one month period, she continued to enjoy eating chips.
 - Elisha was asked to lie about a boring task being fun, for \$1. She ended up liking the task more.
 - Ryan was asked by a mean teacher to not eat using a fork and knife even though that's what he usually does. After the confrontation, he continued to use a fork and knife in his meals.

27. Individuals will feel _____ personal responsibility and are _____ likely to help a person calling for help as the number of people present _____.
- More, more, decreases
 - Less, more, increases
 - More, less, increases
 - Less, less, decreases
28. Shotland & Straw's (1976) study explores which step of the Emergency Decision Tree?
- Notice the emergency
 - Assume responsibility
 - Interpret the situation as an emergency
 - Know what to do
29. Which of the following is true about human attraction?
- In men only, composite faces are more attractive than individual faces.
 - Pupil dilation is proposed as the only universal beauty feature that plays a role in attraction.
 - People tend to be attracted to women who show a strong jawline.
 - From a speed dating study, men's attraction toward their partners was significantly correlated with physical attractiveness and sports activity.
30. Hannah, Lillian, Penelope and Rachel are equally attractive women who drop by the workplace 0, 3, 9 and 18 times respectively. According to the mere exposure effect, how will their work colleagues perceive them in terms of attractiveness?
- Penelope will be seen as equally attractive as Lillian.
 - Hannah will be seen as the least attractive.
 - Rachel will be seen as the least attractive.
 - Lillian will be seen as equally attractive as Rachel.
31. Kelvin is physically attracted to Nathan and wants to get to know him on an emotionally deeper level in order to have a stronger sense of connectedness with him. According to the triangular theory of love, what kind of love is Kelvin seeking?
- Empty love
 - Fatuous love
 - Infatuation
 - Romantic love

- 32.** According to Zajonc's Model of Social Facilitation, which scenario facilitates performance?
- Sam has only started learning to play the piano and needs to perform in front of a small audience.
 - Jesse has been playing basketball professionally for 16 years and is scoring in front of a live audience.
 - Eliza has social anxiety and struggles to speak in group settings.
 - Steven likes to cook meals for himself more than cooking meals with his family.
- 33.** Which of these methods will NOT reduce social loafing?
- Increase team sizes
 - Make individual performance identifiable
 - Increase task relevance and commitment
 - Increase group cohesiveness
- 34.** Which of these groups of variables promote conformity?
- Feelings of insecurity and incompetence, individualistic norms, admiring the group
 - Feelings of insecurity and incompetence, group has 2 people, anonymity is guaranteed
 - The group has more than 3 people, there is admiration for group members, the group is unanimous
 - The group has 2 people, no group admiration, no shared norms
- 35.** Adam is trying to sell purple roses to customers on Valentine's Day when red roses are in high demand. Adam says, "There are only 50 purple roses and they are going fast!" Which of Cialdini's (1994) persuasion principles is Adam using?
- Pretend friendship
 - Appeal to authority
 - Reciprocity
 - Scarcity
- 36.** Jenny is trying to sell her used car to a potential buyer. She asks for \$30,000 first and the buyer rejects the price. Jenny then says, "Okay, I know it's an older car, so I'll sell it for \$20,000 instead". The buyer agrees to this price. Which sales technique is Jenny using?
- Foot-in-the-door technique
 - Lowballing technique
 - Foot-in-the-window technique
 - Door-in-the-face technique

37. Tarki (2017) held a public opinion survey, asking about European perceptions of the 'Pirez' people. What were the findings of this study?
- Europeans reported positive attitudes, even though the Pirez were a fictional group.
 - Europeans reported negative attitudes, even though the Pirez were a fictional group.
 - Europeans reported negative attitudes, even though the Pirez were a real group.
 - Europeans reported positive attitudes, even though the Pirez were a real group.
38. Which of these emotions are NOT associated with high arousal?
- Fear
 - Anger
 - Sadness
 - Joy
39. Who coined the theory of emotion where we see a stimulus which triggers a physiological arousal response and then we interpret it as an emotion?
- Schachter-Singer
 - James-Bard
 - James-Lange
 - Cannon-Bard
40. Which of the scenarios is most likely to be true considering Laird's Facial Feedback Hypothesis?
- Scrunching your nose will make you feel sad
 - Lifting up the corners of your mouth will make you feel happy
 - Furrowing your eyebrows will make you feel calm
 - Closing your eyes will make you feel happy
41. What does Drive Reduction Theory fail to account for in its explanation of motivation?
- Fails to account for the fact that much of behaviour is instinctive
 - Fails to account for the fact that motivation can arise due to external drive, not just deprivation
 - Fails to account for the variability of behaviour from instinct
 - Fails to account for how goal-directed action reduces drive

42. Which of the following theories of motivation explains why some phobias are easier to acquire than others as a result of evolution-driven biological tendencies?
- Drive reduction theory
 - Preparedness theory
 - Behaviourist theory
 - Neo-Behaviourist theory
43. Ashley is known to be optimistic and impulsive in character. In a situation featuring appetitive stimuli, which system of motivation is most likely to be activated for her?
- Behavioural Approach System
 - Fight-Flight-Freeze System
 - Behavioural Inhibition System
 - Drive Reduction System
44. Hayley finds inherent personal enjoyment in memorising large strings of digits. What will likely happen when a high monetary reward is offered to her for completing this task?
- She will excel in this task more due to her initial intrinsic motivation
 - She will be motivated to perform the behaviour more frequently
 - There will be no effect on her performance compared to before
 - She will perform poorer on the task than if she had received a low monetary reward or no reward
45. What three psychological needs does self-determination theory propose that people need?
- Power, achievement and affiliation
 - Power, competence and autonomy
 - Affiliation, relatedness and achievement
 - Competence, autonomy and relatedness
46. What is one possible explanation for the gender differences in sexual motivation between men and women?
- Higher testosterone in men gives them a weaker, less specific sex drive
 - Evolutionary adaptations leading to less permissive attitudes towards sex in women than men
 - Past societal attitudes being concerned with promoting more female sexuality
 - Biological differences explain the higher infidelity rates in women

47. Which was NOT a component of Freud's early psychoanalytic theory?
- The belief that problems stem from the unconscious
 - The mind being seen as a place of conflict between battling desires
 - An emphasis on sexuality and repressed desires
 - Emphasis on early adult experiences in shaping the mind
48. According to Freud, which level of consciousness would childhood memories and future plans belong to?
- Conscious
 - Preconscious
 - Unconscious
 - None of the above
49. Which of the following is TRUE regarding psychoanalysis?
- Psychoanalysis forms the basis of clinical psychology practices today due to empirical research into its accuracy.
 - Freud's outline of desire aligns with modern surveys mapping all types of human desires
 - Critics question whether the two motivational instincts of sex and death proposed by Freud are enough to explain personality
 - Psychoanalysis works because it provides objective guidelines for interpretation of unconscious material such as dreams.
50. Which of the following statements is true?
- In radical behaviourism, the contents of the organism are important in explaining behaviour.
 - Moderate behaviourism states the contents of the organism aren't important in explaining behaviour.
 - The habits and thoughts of organisms are examples of the processes that explain behaviour, according to moderate behaviourism.
 - The habits and thoughts of organisms are examples of the processes that explain behaviour, according to radical behaviourism.

- 51.** Ashley has been conditioned to fear a boot by pairing it with a hissing sound. Systematic desensitisation was used to cure her ‘phobia’, where the boot was paired with a flower. In this scenario, what was the unconditioned stimulus in the fear conditioning phase and systematic desensitisation phase?
- Hissing sound, flower
 - Boot, flower
 - Hissing sound, snake
 - Boot, boot
- 52.** According to operant conditioning, negative reinforcement refers to:
- increasing the frequency of a behaviour by presenting an appetitive stimulus following the behaviour.
 - decreasing the frequency of a behaviour by presenting an appetitive stimulus following the behaviour.
 - increasing the frequency of a behaviour by removing an aversive stimulus following the behaviour.
 - decreasing the frequency of a behaviour by presenting an aversive stimulus following the behaviour.
- 53.** Simon loves claw machines and he wishes that he gets a prize every week when he goes to the arcade. However this isn’t the case, so he plays the claw machine for an unknown amount of times each week until he gets a prize. In this situation, which schedule of reinforcement is being shown?
- Variable ratio reinforcement
 - Fixed interval reinforcement
 - Fixed ratio reinforcement
 - Variable interval reinforcement
- 54.** What is the correct order of Maslow’s Hierarchy of Needs, from bottom to top?
- Self-actualisation, esteem, safety, love/belonging, physiological
 - Self-actualisation, esteem, love/belonging, safety, physiological
 - Physiological, safety, esteem, love/belonging, self-actualisation
 - Physiological, safety, love/belonging, esteem, self-actualisation

- 55.** James sees on social media that people get a lot of likes if they like dogs. As a result, he decides to post more photos of him with dogs in order to feel appreciated by his followers. Which of the following elements of Rogers' Theory of Personality is congruent to the element of conditional positive regard shown in this situation?
- Likability
 - Organismic valuing process
 - Positive self-regard
 - Actualising tendency
- 56.** Shirley is feeling stressed and overwhelmed about her first university exams. She tries to cope with the issue by forming study groups with her friends and creating a study timetable. What type of coping mechanism is this?
- Emotion-focused coping
 - Problem-focused coping
 - Realistic coping
 - Solution-oriented coping
- 57.** What were the findings of Rodin and Langer's (1977) study?
- Providing more responsibility and control by having staff water house plants led to better health outcomes
 - Providing more responsibility and control by having patients water house plants led to worse health outcomes
 - Providing more responsibility and control by having patients water house plants led to better health outcomes
 - Providing more responsibility and control by having patients water house plants led to no improved health outcomes
- 58.** What are some ways to reduce stress and anxiety?
- Guided imagery
 - Progressive muscle relaxation
 - Mindfulness meditation
 - All of the above

- 59.** What are the three stages of Selye's General Adaptation Syndrome?
- Alarm, Resistance, Exhaustion
 - Stimulus, Arousal, Excitation
 - Stimulus, Resistance, Exhaustion
 - Alarm, Arousal, Excitation
- 60.** What did Kiecolt-Glaser et al., (1996) find in their study on chronic stress and the immune system?
- Caregivers had a stronger immune response after receiving the flu vaccine than the control group.
 - Caregivers had a weaker immune response after receiving the flu vaccine than the control group.
 - Caregivers had an equal immune response after receiving the flu vaccine than the control group.
 - Caregivers were more stressed than the control group.
- 61.** The study by Rosenman, Brand, Scholz & Friedman (1976) found that those with _____ personalities had more than double the number of heart attacks than those with _____ personalities.
- Type A; Type B
 - Type B; Type A
 - Type AB; Type B
 - Type A; Type AB
- 62.** Which of the following is NOT a component of the Health Belief Model?
- Perceived threat
 - Perceived susceptibility
 - Perceived environment
 - Perceived barriers
- 63.** Which of the following statements shows an example of an implementation intention?
- I will go to the gym today.
 - If I go to the gym today, I will get two hours of Netflix as a reward.
 - During this month, I will gym for 2 hours on Monday at 3PM at uni after my tutorial.
 - Mondays will be my gym days.

- 64.** Smoking is one of the leading causes of death. Which of these statements about smoking is least correct?
- a. People start smoking because of its prevalence in media and film
 - b. Nicorette patches are one of the most effective ways to quit smoking in the long-term
 - c. Smoking is one of the leading causes of death
 - d. Smoking can have positive effects on a person's behaviour
- 65.** In Hofstede's (2001) comparison of culture between Japan and Australia, on which dimension did the two countries differ the most?
- a. Power distance
 - b. Individualism
 - c. Indulgence
 - d. Long term orientation
- 66.** What is the expected outcome for an individual who retains their cultural identity but has a negative relationship to the dominant society?
- a. Integration
 - b. Assimilation
 - c. Segregation
 - d. Marginalisation
- 67.** Upon first moving to Japan, Barry was eager to integrate himself in the community and learn the language. However, he now feels hostility towards cultural values which conflict with his own. Which stage of culture shock is being represented here?
- a. Honey moon
 - b. Disenchantment
 - c. Beginning resolution
 - d. Effective functioning

68. Which of the following represents a universalist approach towards human mind, behaviour and culture?

- a. That all psychological phenomena are the same in all cultures
- b. Inherent psychological processes are the same, but can be displayed differently across cultures
- c. Human behaviour can only be understood within a singular cultural context without cross-cultural comparison
- d. Culture impacts individual views on health

69. Which is NOT a negative distortion of reality that can result from stereotypes?

- a. Accentuated group differences
- b. Selective thinking and confirmation bias
- c. Assuming homogeneity in other groups
- d. Extreme cultural sensitivity

End of paper

Answers & Rationales

Clinical Perspectives

1. **B** - Rationale: *Stated in lecture. The scientific principles that support the opposition of psychological debriefing include standardised measures, comparison conditions, controlling for bias through random allocation and double-blind studies.*
2. **C** - Rationale: *In this scenario, the bell ringing was the trauma and the sound of the button was the trauma reminder.*
3. **B** - Rationale: *Stated in lecture.*

Psychological Perspectives

4. **C** - Rationale: *Stated in lecture.*
5. **A** - Rationale: *According to Milgram's experiments, the closer a person of authority is to a victim, the more obedience from the victim.*
6. **D** - Rationale: *Stated in lecture.*

Developmental Psychology

7. **D** - Rationale: *Stated in lecture.*
8. **A** - Rationale: *Stated in lecture.*
9. **C** - Rationale: *Carson et al. explored how binocular deprivation in infant monkeys led to permanent vision loss, even when their eyes were opened back up.*
10. **A** - Rationale: *Longitudinal studies follow the same cohort of participants and measure them at different points in time. Cross-sectional studies measure different cohorts of participants at one point in time. The rest are irrelevant to the question.*
11. **C** - Rationale: *9 months old is when the researchers found that infants had lost discriminative ability. The researchers sampled 6 month olds, 9 month olds and adults and found that only 6 month olds could distinguish between a new vs a familiar monkey face (based on looking time).*
12. **D** - Rationale: *Maltreatment is a risk factor for antisocial behaviour/conduct disorder but ONLY if the individual has low MAOA activity. This was studied in the Dunedin Multidisciplinary Study.*

13. **D** - Rationale: *Homozygous alleles occur in the same form (i.e., you get the same allele from each parent) e.g. BB or bb. Heterozygous alleles are when the alleles from each parent are in a different form e.g. Bb.*
14. **B** - Rationale: *Germinal period starts from conception for the first 14 days. Embryonic period is when the formation of major organs occur in the 3rd to 8th weeks. Fetal period follows from the 9th week till birth when the organs begin to function.*
15. **C** - Rationale: *Teratogens are any environmental agents that will cause harm to the embryo. Panadol is the only example provided that is not harmful to a pregnant woman. Alcohol and smoking should be avoided and blue cheese has high risks of food poisoning.*
16. **B** - Rationale: *Infants with FAS have common facial features such as small head circumference, flat nasal bridge, smooth philtrum, thin upper lip and an upturned nose, just to name a few. The rest of the answers are also abnormalities for infants with FAS.*
17. **B** - Rationale: *An insecure-avoidant attachment manifests as a child appearing unphased by a mother's separation and ignoring/avoiding her upon return.*
18. **D** - Rationale: *Children raised in institutions usually face disturbances of attachment, meaning they are unlikely to form a strong attachment to a caregiver and there are usually insufficient caregivers. The Bucharest Early Interventional Project also showed institutionalised children left with a stranger at higher rates than children never raised in an institution.*
19. **C** - Rationale: *Attachment lectures state babies prefer novelty faces in every instance except their mother's, which they will prefer over a face they haven't seen before.*
20. **B** - Rationale: *Accommodation is how infants modify what they already know so that new information can fit better. Assimilation is modifying the new information to fit into what they already know.*
21. **C** - Rationale: *Based on Piaget's stages of development, the three mountains test is used to identify a shift away from egocentrism in the first two stages to seeing others' perspectives in the concrete operational stage.*
22. **C** - Rationale: *Carol likely has not mastered the understanding that the cat still exists even when it cannot be seen (hidden by the car), ie. object permanence.*

Social Psychology

23. **A** - Rationale: *Kelley's Attribution Theory (1967) proposes 3 factors when making attributions of others' behaviour: consensus (whether other people behave the same way), consistency (whether they regularly behave this way) and distinctiveness (whether they behave this way in other situations).*
24. **A** - Rationale: *The cognition in the ABC model is what results from the affect, and precedes the behaviour. In this case, Tristan was angry (affect), which made think that he doesn't like being blamed for things (cognition). This led to his yelling (behaviour).*
25. **B** - Rationale: *Since Charlotte was by herself, there was no one to tell her that what she wanted to do was a bad idea.*
26. **D** - Rationale: *Ryan is acting in a manner that is inconsistent with his affective attitudes (not eating with a fork and knife), where he does not have a good reason to do so (asked by a mean teacher). As a result, it should lead to a large amount of dissonance, where he ends up disliking using a fork and knife in meals, therefore this is an incorrect example.*
27. **A** - Rationale: *Stated in lecture.*
28. **C** - Rationale: *Stated in lecture. This study explores the informational social influence on how individuals determine if something is an emergency.*
29. **B** - Rationale: *Stated in lecture.*
30. **B** - Rationale: *The mere exposure effect (Zajonc, 1968) states if nothing negative happens after repeated exposure to an unfamiliar stimulus, negative feelings towards it decrease and positive feelings increase.*
31. **D** - Rationale: *Romantic love consists of passion and intimacy. Passion refers to the drive that leads to romance, physical attraction and sexual consummation. Intimacy refers to feelings of attachment, closeness, connectedness and bondedness.*
32. **B** - Rationale: *According to Zajonc's model - mere presence of others → arousal → increase in dominant response tendencies. If the task is simple or well-learned, performance is facilitated. If the task is novel or difficult, performance is inhibited. Jesse's basketball skills are well learned so performance would be facilitated.*
33. **A** - Rationale: *Increasing team sizes could exacerbate the effects of social loafing as you are less likely to have your efforts identified. The rest are valid ways to reduce social loafing.*
34. **C** - Rationale: *Only answer C has variables that all promote conformity. Answers A, B and D have variables that are opposite to group conformity e.g., individualistic norms, only 2 people in the group and no group admiration.*
35. **D** - Rationale: *Adam is using 'scarcity' to increase the attractiveness of the purple roses and compel customers to buy more of these roses.*

36. **D** - Rationale: *Jenny first asked for a large request. After being refused, Jenny asked for a smaller and reasonable request which 'guilted' the buyer into accepting the price. Foot-in-the-door is when you ask for a small request and follow it up with something bigger. Lowballing is when you present an attractive offer and then change it to an offer with worse terms after acceptance. Foot-in-the-window technique is made up.*
37. **B** - Rationale: *The survey found that Europeans reported negative attitudes to a fictional group. This emphasised the dangers of group identity and the implications for absolutist beliefs.*

Emotion & Motivation

38. **C** - Rationale: *Sadness is associated with low arousal. The rest are associated with high arousal.*
39. **C** - Rationale: *The answer is James-Lange's theory of emotion. Cannon-Bard coined the Emergency Theory and Schachter-Singer coined the Two-Factor Theory of emotion.*
40. **B** - Rationale: *The Facial Feedback Hypothesis posits that the facial expression for an emotion can elicit the same emotional experience. Lifting up the corners of your mouth causes you to smile, which is congruent with the emotion of happiness.*
41. **B** - Rationale: *Drive Reduction theory explains motivation as a process of employing goal-directed action to reduce deprivation, but it doesn't account for the fact that motivations such as money can be learned, and are not necessarily caused by physiological deprivation.*
42. **B** - Rationale: *Seligman's Preparedness theory provides an evolutionary approach to explain why phobias of stimuli that pose a survival threat are more easily acquired than phobias of items such as automobiles.*
43. **A** - Rationale: *BAS is sensitive to appetitive stimuli, FFFS is sensitive to aversive stimuli, BIS is sensitive to goal conflict. Certain personality traits may also influence the strength of each system in an individual.*
44. **D** - Rationale: *Adding reward to an intrinsically motivated behaviour is seen to produce a negative effect; reducing freely-chosen performance of the behaviour, reducing creativity etc.*
45. **D** - Rationale: *Deci & Ryan's self-determination theory proposes competence, autonomy and relatedness. These three needs are seen to complement McClelland's theory that humans require achievement, power and affiliation.*
46. **B** - Rationale: *It is possible that from an evolutionary understanding, women tend to be less open to frequent sexual partners compared to men; women have to carry the child. The other explanations are all partially incorrect - they provide the opposite account eg. men tend to have a stronger, more specific sex drive.*

Personality

47. **D** - Rationale: *Early psychoanalytic theory featured a greater emphasis on childhood experiences than early adult experiences.*
48. **B** - Rationale: *The preconscious are things just outside of current awareness, eg. ideas, plans, memories. These move into the conscious mind when thought about, but otherwise are stored in the preconscious as they don't constantly require active thought.*
49. **C** - Rationale: *Stated in lecture for critique of psychoanalysis. The others are all opposite to the truth.*
50. **C** - Rationale: *Stated in lecture.*
51. **B** - Rationale: *An unconditioned stimulus elicits an unconditioned response. For the first stage, the hissing sound triggers fear without any conditioning so the hissing sound is the US. In the systematic desensitisation stage, since the flower elicits no fear, this was the US.*
52. **C** - Rationale: *Stated in lecture.*
53. **A** - Rationale: *Simon will sometimes get a prize but he doesn't know when this will occur. As a result, he continues to seek the reward by increasing the number of times he plays with the claw machine as a way to increase his chances of winning.*
54. **D** - Rationale: *Stated in lecture.*
55. **D** - Rationale: *In conditional positive regard, validation from society is one of the elements that contributes to the ideal self. On the other hand, the actualising tendency is what contributes to the real self. In this case, James' positive regard is dependent on his compliance to society's conditions of worth, which is whether or not he likes dogs.*

Health Psychology

56. **B** - Rationale: *Problem-focused coping is where you deal directly with the source of stress. Shirley's strategies involve reducing or removing stressors (i.e., overwhelming study load) to cope with the problem. Emotion-focused coping is where you manage the emotional reaction to the threat/illness, often when you can't directly reduce/avoid the threat.*
57. **C** - Rationale: *Rodin and Langer found that putting an emphasis on self-responsibility by getting patients to water plants led to more social, vigorous, actively interest and self-initiating patients.*
58. **A** - Rationale: *'Alarm' is the first stage where your stress hormones are increased and a 'flight or fight' response is triggered. 'Resistance' is where your body tries to counteract the physiological changes raised in the 'alarm' stage. 'Exhaustion' is when you fail to fight the stress and deplete your energy.*
59. **D** - Rationale: *A, B and C are all ways to manage stress and anxiety.*

- 60. B** - Rationale: *Caregivers had a weaker antibody response after being vaccinated than the control group because they were under chronic stress. The authors provided evidence to show that chronic stress can impact the immune system function. Although D is related to this, the purpose of the study was NOT to find which group was more or less stressed.*
- 61. A** - Rationale: *Rosenman, Brand, Scholz, & Friedman (1976) found that those with Type A personalities (competitive, time urgent, impatient, aggressive) had more than double the number of heart attacks than those with Type B personalities (relaxed, calm, feelings expressed).*
- 62. C** - Rationale: *The Health Belief Model maps out the different factors that lead to the likelihood of a health behaviour or action occurring. Perceived environment is the only one not included in this model. The other factors include Perceived seriousness, perceived benefits and outcome expectations.*
- 63. C** - Rationale: *Implementation intentions work best when they specify a day, time and place to complete the behaviour. It is also good practice to link it to a habit you already do e.g. putting your phone away after brushing your teeth to signal that it's time to sleep.*
- 64. B** - Rationale: *Nicorette patches only have a 25% success rate to help smokers quit smoking, as stated in the lecture. A and C were stated in the lecture. D was explored in the lecture where smoking can have positive and negative effects.*

Cultural Psychology

- 65. D** - Rationale: *Stated in lecture*
- 66. C** - Rationale: *Stated in lecture*
- 67. B** - Rationale: *Stated in lecture*
- 68. B** - Rationale: *Absolutism claims the same in all cultures, universalism claims cultures influence the display, relativism claims you cannot compare cultural groups.*
- 69. D** - Rationale: *Cultural sensitivity (awareness/acceptance of the similarities and differences between different cultures) is the only one that would be seen as a progressive benefit, while the rest are possible negative consequences of stereotypes.*