

AP Psychology Unit 7 - Motivation, Emotion, and Personality Practice Test

Question 1

Which one of these people suffer from Narcissistic personality disorder?

- A. Johnny, who believes he can speak to aliens.
- B. Sammie, who self harms and has a low self-esteem.
- C. Bobby, who is cheating others and has no remorse.
- D. Abby, who looks down on others because she is the best.

Question 2

What is the principle difference between achievement motivation and optimum arousal theory?

- A. Achievement motivation is a specific example of arousal motivation.
- B. Arousal theory describes the optimum level of general arousal an individual seeks, while achievement motivation concerns what type of goals the individual is motivated to achieve.
- C. Arousal theory refers to stages in our responses to stress. Achievement motivation is not used to describe motivation due to stress.
- D. A person with low optimum arousal would have high achievement motivation.

Question 3

What is an example of a safety and security need?

- A. a home
- B. family
- C. food
- D. sleep

Question 4

What is the most important stage in the hierarchy of needs according to Maslow?

- A. Self-Esteem
- B. Love and Belonging
- C. Self-Actualization
- D. Safety and Security

Question 5

What is your body's natural response to stress, the response that makes us want to control or get away from it?

- A. fight-or-flight
- B. intrinsic-or-extrinsic
- C. incentive-or-cognitive
- D. physical-or-emotional

Question 6

Nate is constantly trying to hide his bad breath. When he encounters someone else whom he thinks might have bad breath, he is very quick to point it out. Which defence mechanism is Nate using?

- A. Projection
- B. Reaction-Formation
- C. Regression
- D. Sublimation

Question 7

Which theory suggests that we inherit our personalities from our parents?

- A. Trait
- B. Social learning theory
- C. Interactional theory
- D. Psychodynamic approach

Question 8

What does it mean to self-actualize?

- A. to find love
- B. to have security
- C. to reach one's full potential
- D. to meet the basic need (optional)

Question 9

A starving rat will lose all interest in food if what part of its brain is destroyed?

- A. Lateral thalamus
- B. Ventromedial thalamus
- C. Lateral hypothalamus

- D. Ventromedial hypothalamus
- E. Association areas

Question 10

What is said to be a gauge of how we feel about ourselves as well as how socially accepted we feel?

- A. Set point
- B. Homeostasis
- C. Reproductive potential
- D. Self-esteem
- E. Belongingness measure

Question 11

During an emergency, increased levels of emotional arousal are likely to be accompanied by which of the following physiological symptoms?

- A. Constriction of pupils to increase visual acuity.
- B. Decreases in blood sugar levels.
- C. Decreases in respiration rate.
- D. Increases in salivation.
- E. Slowing of digestion.

Question 12

Which of the following statements best depicts the concept of incentive theory?

- A. Chelsea was extremely thirsty and drank two bottles of water after running two miles.
- B. Despite low grades, Fred continues to study because he is interested in the material.
- C. Kim has not eaten all day; therefore, he daydreams about pizza.
- D. Michael says that he is constantly hungry and eats at least four meals a day to reduce his hunger.
- E. Sabrina studies hard because her parents reward her by paying \$20 for each superior grade she brings home.

Question 13

Which of the following concepts provides the best explanation for why people seek to put on warmer clothing when they start to feel cold?

- A. Set-point theory
- B. Homeostasis
- C. Self-serving bias
- D. Assimilation
- E. Accommodation

Question 14

What is the hunger hormone produced by an empty stomach?

- A. Orexin
- B. Leptin
- C. Ghrelin
- D. Insulin

Question 15

Which of the following is NOT an example of an incentive?

- A. \$1000
- B. dehydration
- C. electric shock
- D. smell of popcorn

Question 16

What is the theory of motivation that assumes behavior arises from physiological needs that cause internal drives to push the organism to satisfy the need and reduce tension and arousal?

- A. Drive Reduction theory
- B. James-Lange theory
- C. 2 factor theory
- D. Evolutionary theory

Question 17

What is the second phase of general adaptation syndrome?

- A. Alarm reaction
- B. Plateau
- C. Resistance

D. Resolution

Question 18

What theory of motivation best explains thrill-seeking or playful behavior?

- A. Drive-Reduction Theory
- B. Maslow's Hierarchy of Needs
- C. Optimum Arousal
- D. Instincts

Question 19

Which of the following best defines set point?

- A. It refers to how efficiently the body breaks food down.
- B. It refers to how quickly the body turns food into energy.
- C. It refers to a certain level of body fat that the body maintains.
- D. It controls the body's metabolism.

Question 20

Which of the following best illustrates an intrinsic motivation?

- A. Running a marathon to support breast cancer research.
- B. Rock climbing to win first prize.
- C. Graduating with honors.
- D. Trying out for the high school basketball team.

Answer Key

1. D

2. B
3. A
4. C
5. A
6. A
7. A
8. C
9. C
10. D
11. E
12. E
13. B
14. C
15. B
16. A
17. C
18. C
19. C
20. A