MULTIPLE CHOICE. Choose the one alternative that best completes the statement or answers the question.

1) Which statement about motivation is true?
   A) Two people motivated by the same factor will satisfy that motive through similar means.
   B) Different motives always lead to different behaviors.
   C) We are always aware of motivational processes.
   D) A motive energizes and directs behavior.

2) In the early 20th century, psychologists were inclined to explain motivated behavior by attributing it to ________.
   A) learned responses
   B) instincts
   C) incentives
   D) emotions

3) A famed psychologist claims that motivated behaviors result from an effort to reduce tension caused by bodily needs such as hunger or thirst. This psychologist's philosophy most closely matches ________ theory.
   A) drive-reduction
   B) homeostasis
   C) needs
   D) reciprocity

4) Primary drives are ________.
   A) learned
   B) exceptions to the drive-reduction principle
   C) influenced by stimuli outside the body
   D) based on a physiological state

5) Physiologically-based drives that are unlearned are called ________ drives.
   A) secondary
   B) primary
   C) tertiary
   D) reflexive

6) Primary drives are found in ________.
   A) only reptiles and fish
   B) all animals
   C) only mammals
   D) most animals except primates

7) The drive to become famous and accumulate great power is a ________ drive.
   A) tertiary
   B) reflexive
   C) primary
   D) secondary

8) Which of the following is likely to be significantly affected by emotional level according to the Yerkes-Dodson Law?
   A) boiling water for tea
   B) taking the college board exams
   C) taking your dog for a walk
   D) raking the leaves
9) Behavior such as skydiving is best explained by _______.
   A) arousal theory       B) a motive for homeostasis
   C) a motive for sensation seeking       D) drive reduction theory

10) The student who completes a project in school hoping to get first prize in a competition is responding to _______ motivation.
    A) intrinsic       B) secondary       C) primary       D) extrinsic

11) Which of the following statements is NOT true?
    A) Organisms generally seek to maintain an optimum state of arousal.
    B) Objects in the environment can motivate behavior.
    C) Drive reduction does not explain all motivated behavior.
    D) All behaviors seem to be triggered by internal states.

12) According to Maslow’s theory, higher motives emerge _______.
    A) before any other needs emerge
    B) simultaneously with more basic needs
    C) only after more basic ones have been satisfied
    D) unpredictably, depending on the situation

13) The brain measures satiety by measuring the level of _______ in the blood.
    A) lipoproteins       B) insulin       C) cholesterol       D) glucose

14) Eating which of the following violates both Islamic and Jewish dietary laws?
    A) lamb       B) horse meat       C) pork       D) dog meat

15) Chemicals that stimulate sexual readiness through the sense of smell are _______.
    A) globulins       B) androgens       C) antigens       D) pheromones

16) Which of the following choices represents an important conclusion that was drawn from Harlow’s classic experiments with monkeys and surrogate mothers?
    A) When stressed, newborn primates are powerfully drawn towards their peers.
    B) When stressed, newborn primates are most powerfully drawn to their source of nourishment.
    C) When stressed, newborn primates are most powerfully drawn to a source of “contact comfort” and warmth.
    D) Newborn primates cannot survive without their real mothers; newborns given surrogate mothers refuse to eat and subsequently die.

17) In Harlow’s classic experiments, frightened infant monkeys ran to a surrogate “mother” that offered _______.
    A) warmth and closeness       B) warmth only
    C) food and warmth       D) food only
18) Researchers have found that ______ linked to aggression.
   A) neither pain nor frustration is  
   B) both pain and frustration are  
   C) pain, but not frustration is  
   D) frustration, but not pain is

19) According to Helmreich and Spence's (1978) findings, having a high degree of ______ may 
   interfere with achievement. 
   A) competitiveness  
   B) socialization  
   C) mastery  
   D) work orientation

20) Bea has just broken up with her boyfriend. She has a test in school on Friday, but try as she 
   might, she cannot concentrate on her studies. In this example, Bea's performance is being 
   interfered with by an intense ______.
   A) emotion  
   B) secondary drive  
   C) motivation  
   D) primary drive

21) The most reliable and universally recognized emotional indicators are ______. 
   A) facial expressions  
   B) body postures  
   C) words  
   D) vocal intonations

22) When men and women are angered, men tend to turn their anger ______, while women tend 
   to turn their anger ______. 
   A) outward; inward  
   B) inward; inward  
   C) inward; outward  
   D) outward; outward

23) Culture-specific standards that govern how, when, and why facial expressions of emotion are 
   shown are known as ______. 
   A) display rules  
   B) emotion work  
   C) empathy rules  
   D) social mores
Answer Key
Testname: CH 8 EMOTION BASIC

1) D
2) B
3) A
4) D
5) B
6) B
7) D
8) B
9) C
10) D
11) D
12) C
13) D
14) C
15) D
16) C
17) A
18) B
19) A
20) A
21) A
22) A
23) A