

**PSY101 Midterm MCQS by MUHAMMAD (MAS All  
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# PSY101 Midterm MCQS by MUHAMMAD (MAS All Rounder)

Physics (PHY101)

Question: 1 (Marks: 1)

A horizontal shove of at least 200N is required to start moving a 800-N crate initially at rest on a horizontal floor. The coefficient of static friction is:

Choices:

0.25

0.125

0.50

4.00

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Physics (PHY101)

Question: 2 (Marks: 1)

A 50-N force is applied to a crate on a horizontal rough floor, causing it to move horizontally. If the coefficient of kinetic friction is 0.50, in what direction should the force be applied to obtain the greatest acceleration?

Choices:

Horizontal

60° above the horizontal

30° above the horizontal

27° above the horizontal

correct option

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Physics (PHY101)

Question: 3 (Marks: 1)

A good example of kinetic energy is provided by:

Choices:

a wound clock spring

the raised weights of a grandfather's clock

a tornado

a gallon of gasoline

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Physics (PHY101)

Question: 4 (Marks: 1)

A 6.0-kg block is released from rest 80m above the ground. When it has fallen 60m its kinetic energy is approximately:

Choices:

4800 J

3500 J

correct option

1200 J

120 J

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Physics (PHY101)

Question: **5** (Marks: 1)

An inelastic collision is one in which:

Choices:

momentum is not conserved but kinetic energy is conserved

total mass is not conserved but momentum is conserved

neither kinetic energy nor momentum is conserved

momentum is conserved but kinetic energy is not conserved

correct option

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Physics (PHY101)

Question: **6** (Marks: 1)

Ten seconds after an electric fan is turned on, the fan rotates at 300 rev/min. Its average angular acceleration is:

Choices:

3.14 rad/s<sup>2</sup>



30 rad/s<sup>2</sup>



30 rev/s<sup>2</sup>



50 rev/min<sup>2</sup>



1800 rev/s<sup>2</sup>



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Physics (PHY101)

Question: 7 (Marks: 1)

The center of mass of Earth's atmosphere is:

.....

Choices:

a little less than halfway between Earth's surface and the outer boundary of the atmosphere

.....

near the surface of Earth

.....

near the outer boundary of the atmosphere

.....

near the center of Earth

.....

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Physics (PHY101)

Question: **8** (Marks: 1)

A net torque applied to a rigid object always tends to produce:

Choices:

linear acceleration

rotational equilibrium

angular acceleration

rotational inertia

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Physics (PHY101)

Question: 9 (Marks: 1)

The center of gravity coincides with the center of mass:

Choices:

always

I think this one

never

if the center of mass is at the geometrical center of the body

if the acceleration due to gravity is uniform over the body

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Physics (PHY101)

Question: **10** (Marks: 1)

The speed of a sound wave is determined by:

Choices:

its amplitude

its intensity

correct option

the transmitting medium

number of harmonics present

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Physics (PHY101)

Question: **11** (Marks: 1)

In simple harmonic motion, the restoring force must be proportional to the:

Choices:

amplitude

frequency

velocity

displacement

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Physics (PHY101)

Question: **12** (Marks: 1)

In simple harmonic motion, the magnitude of the acceleration is:

Choices:

constant

proportional to the displacement

correct option

inversely proportional to the displacement

greatest when the velocity is greatest

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Physics (PHY101)

Question: **13** (Marks: 1)

An object moving in a circle at constant speed:

Choices:

must have only one force acting on it

is not accelerating

has no change in its direction

has an acceleration of constant magnitude

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## PSY101 Midterm MCQS by MUHAMMAD (MAS All Rounder)

Physics (PHY101)

Question: **14** (Marks: 1)

If the total momentum of a system is changing:

Choices:

particles of the system must be exerting forces on each other

the system must be under the influence of gravity

the center of mass must have constant velocity

a net external force must be acting on the system

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Physics (PHY101)

Question: **15** (Marks: 1)

A rifle of mass  $M$  is initially at rest but free to recoil. It fires a bullet of mass  $m$  and velocity  $v$  (relative to the ground). After firing, the velocity of the rifle (relative to the ground) is:

Choices:

$-mv$

$-Mv/m$

$-mv/M$

correct option

$-v$

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Physics (PHY101)

Question: **16** (Marks: 1)

One revolution is the same as:

Choices:

1 rad

57 rad

$\pi/2$  r

$2\pi$  rad

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# PSY101 Midterm MCQS by MUHAMMAD (MAS All Rounder)

Physics (PHY101)

Question: **17** (Marks: 1)

The unit  $\text{kg} \cdot \text{m}^2/\text{s}$  can be used for:

Choices:

angular momentum

rotational kinetic energy

rotational inertia

torque

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Physics (PHY101)

Question: **18** (Marks: 1)

In ..... object moves farther away from its original position if displaced slightly

Choices:

dynamic equilibrium

stable equilibrium

unstable equilibrium

rotational equilibrium

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Physics (PHY101)

Question: **19** (Marks: 1)

If the deforming force is applied along some linear dimension of a body, the corresponding stress is called

Choices:

all of these

longitudinal stress

tensile stress

compressive stress.

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## PSY101 Midterm MCQS by MUHAMMAD (MAS All Rounder)

Physics (PHY101)

Question: 20 (Marks: 1)

An object moving in a circle at constant speed:

Choices:

- must have only one force acting on it
- is not accelerating
- has no change in its direction
- has an acceleration of constant magnitude

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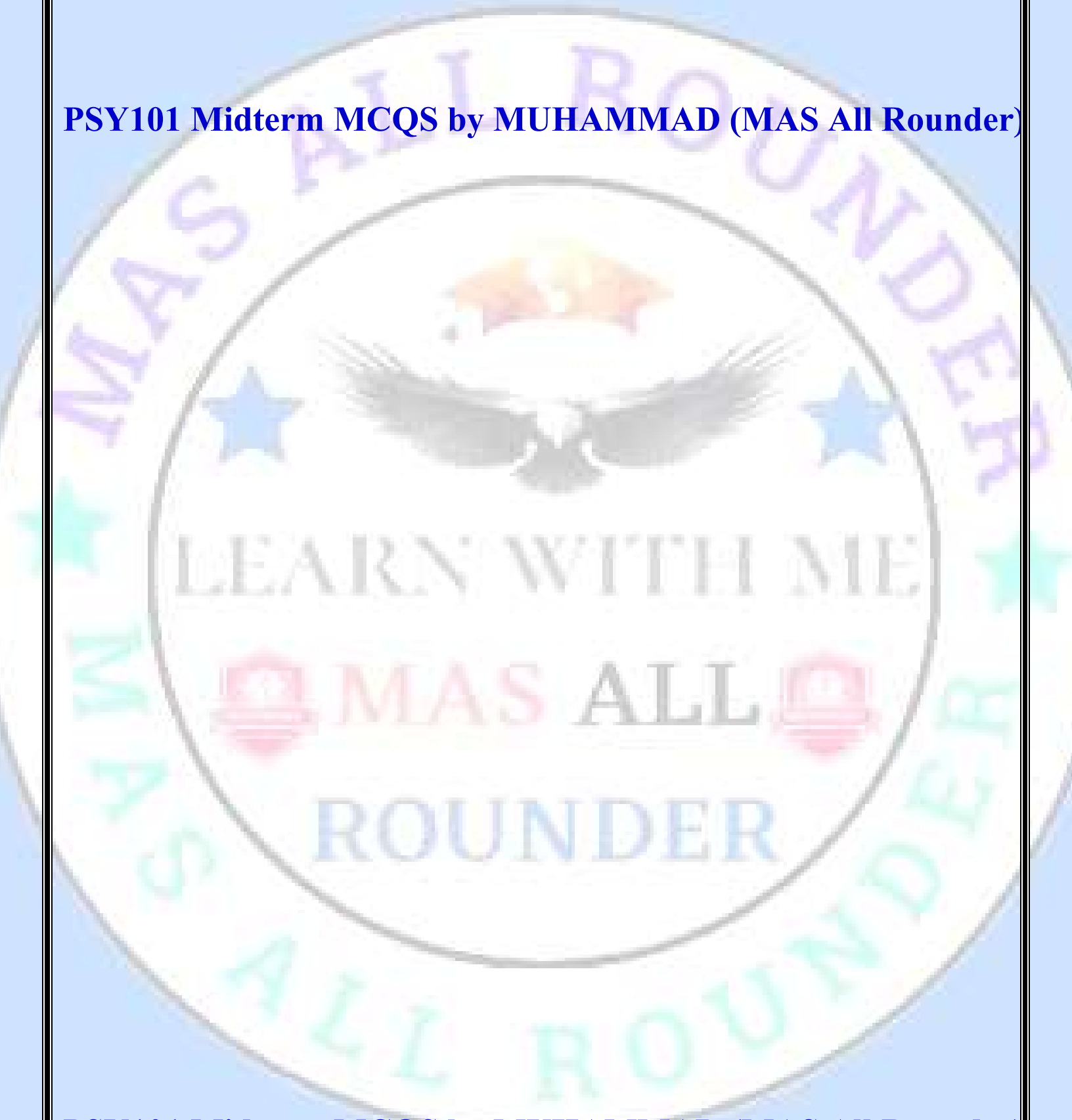
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# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 01

1. Wilhelm Wundt founded the first Psychological laboratory in America. (False)
2. Which of the following discipline/perspective of Psychology is NOT elementary? (Existential)
3. Critical Thinking refers to the curiosity which drives us to test ideas. (True)
4. A psychologist can accurately predict a person's future. (False)
5. Psychologists prescribe medications to their clients. (False)
6. Psychology is the scientific study of mind and soul. (False)
7. Anciently it was believed that mental illnesses are also caused by evil spirits. (True)
8. Prediction is one of the main goals of Psychology. (True)
9. Criminal behavior is studied in: (Clinical Psychology)
10. Psychologists study behaviors of animals to predict behaviors of humans. (True)

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# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 02

11. Greeks presented the concept of soul in Psychology. This concept was replaced by mind later on. (True)
12. Psychology is the study of conscious experiences. This was suggested by: (Structuralists)
13. Philosophy has emerged from Psychology. (False)
14. Plato gave the theory of four humors. (False)
15. According to \_\_\_\_\_, if the soul rules over the body, the individual remains mentally healthy. (Ibn-e-Muskavia)
16. According to Al-Ghazali, Qalb is the essence of man. (True)
17. Man is a part of God. This was suggested by Shah Wali Ullah. (False)
18. \_\_\_\_\_ model rejected psychology's early emphasis on inner working of mind. (Behavioristic)
19. Psychoanalysts believe that people will strive to reach their full potential if given the opportunity. (False)
20. Al-Razi suggested that a man should love others through God. (True)
21. Particular psychic functions are presented by particular parts of the brain. This was postulated by: (Franz Joseph Gall)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 03

22. The founder of scientific psychology is: (Wilhelm Wundt)
23. Wundtian psychologist studied immediate experiences. (True)
24. Emil Kraepelin gave the first: (Classification system of mental disorders)
25. Gestalt Psychology came forward as a reaction to Structuralist school of thought. (True)
26. The word Gestalt means introspection. (False)
27. Which of the following person is NOT associated with Gestalt school of thought? (John Locke)
28. In Gestalt Psychology, the concept of generalization of knowledge from one situation to another is known as 'Insight'. (True)
29. Interrupted tasks are remembered better by us. This is because the tension of the unfinished task helps us to remember it. This is known as Isomorphism. (True)
30. The method of introspection was used by Functionalists. (True)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 04

31. The biological approach/perspective is based on the assumption of Materialism. (True)
32. All behaviors have physiological causes. This is the assumption of which of the following perspective? (Biological)
33. Paul Broca discovered the speech center in the brain. (True)
34. Variations in a specie which helps them to survive long enough to breed is a concept known as 'Survival of the fittest'. (True)
35. Traits are influenced by genes and the environment. This is known as? (Diathesis-Stress theory)
36. Which of the following is NOT a type of neurotransmitter? (Corticoid)
37. Abnormal secretions of hormones may result in abnormality in behavior of a person. (True)
38. Narcoanalysis is a pharmacological somatic treatment. (False)
39. Cannabis is a \_\_\_\_\_. (Hallucinogen)
40. Who among the following discovered that consciousness is a function of the brain? (Cabanis)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 05

41. According to Freud, hysterical symptoms are a result of unchanged emotional energies with psychic traumas. (True)
42. Putting the patient in a state of unconscious and recalling and re-enacting the traumatic experience is known as: (Catharsis)
43. According to Freud, psychic determination means that all the behavior lies in the mind. (True)
44. Subconscious is the part of mind which is: (Below the level of conscious awareness)
45. The latent content of the dream is in symbolic form. (False)
46. According to Freud, in 'genital stage', the bodily and genital awareness occurs. (False)
47. In 'Latency Stage', sexual interests are displaced to substitute different activities. (True)
48. Sibling rivalry was a concept of: (Alfred Adler)
49. Ideas inherited from our ancestors and previous generations is known as 'Collective Unconsciousness'. (True)
50. According to Horney, if parents are strict and/or indifferent, \_\_\_\_\_ will occur. (Basic anxiety)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 06

51. Behaviorists are interested in the inner motivations of a person. (False)
52. Any response which is satisfying for the organism is likely to be repeated again. (True)
53. This law was given by: (Edwin Thorndike)
54. Thorndike's theory was criticized because it did not clearly explain what satisfaction meant. (True)
55. Which of the following is a psychotherapy from classical conditioning? (Aversive therapy)
56. Associating a model with the product is an example of operant conditioning. (False)
57. Banks give bonus credit points for every time a user uses their credit card. These points can be used for purchasing items. This is an example of: (Operant conditioning)
58. According to Skinner, extinction of a behavior occurs even if the reinforcement is being given continuously. (False)
59. Learning and performance are not the same. This was suggested by Albert Bandura. (True)
60. Social learning or Observation learning is a concept of Behavioral school of thought. (True)
61. Edward Tolman gave the concept of: (Cognitive maps)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 07

62. According to the Humanistic school of thought, people are in control of their lives. (True)
63. Existential psychology is included within: (Humanism)
64. Carl Rogers and Abraham Maslow DID NOT emphasize which of the following? (Physiological factors)
65. Freud was the most cited author and influenced other psychologists more than anyone else. (False)
66. Carl Roger in his theory focused on a single factor that he called the 'force of life.' (True)
67. According to Rogers, humans use defenses when: (There's a conflict between the real and ideal self.)
68. Maslow's theory was criticized because not all needs can be fulfilled in the order that Maslow suggested. (True)
69. Frankl's Logotherapy is an extension of Behaviorism. (False)
70. Humanistic approach is known as a 'Hybrid Science'. (False)
71. The focus of REBT is to alter the negative beliefs into more acceptable ways. (False)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 08

72. The researcher acts as a passive recorder in a non-manipulative experimental method. (True)
73. Disguised participant observation is a type of 'observation with intervention' research method. (True)
74. In \_\_\_\_\_, one or more independent variables are manipulated in the natural setting. (field observation)
75. Survey is NOT used when: (A predictive relationship is required between variables)
76. Surveys are a statistical concept (False)
77. Confederates are used in: (Field experiment)
78. In correlation research, there are four natures of co-relation. (False)
79. Archival data is an unobtrusive measure of behavior. (True)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 09

80. \_\_\_\_\_ is an interview conducted in a group setting. (Focus group)
81. Content analysis is a part of archival research. (True)
82. Meta-analysis is used to analyze focus group discussions. (False)
83. The variable which is manipulated in a study is known as the 'Control Variable'. (False)
84. In 'Between Subject Design', only one group of subjects is used. (False)
85. Twin studies are an example of a Quasi Experiment. (True)
86. In a Quasi Experiment, there are two groups - control and experimental. (False)
87. One of the problems associated with experimental research design is that it may be time-consuming and expensive. (True)
88. Quasi-experiment is planned and controlled by the experimenter. (False)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 10

89. Developmental Psychology is also known as 'Life Span Psychology'.  
(True)
90. Developmental psychologists are not concerned primarily with child psychology. (False)
91. 'Role of Inheritance' was a concept given by Darwin. (False)
92. Improving the racial qualities of future generations in a controlled environment is related to: (Eugenics)
93. Intelligence must be bred, not trained. Who suggested this idea?  
(Francis Galton)
94. Anxiety is a characteristic associated with intelligence. (False)
95. Studying as many blood relatives of a particular family is known as Consanguinity Studies. (True)
96. The observable characteristics are known as Phenotypes. (True)
97. Achondroplasia is disorder associated with: (Height)
98. Blood-clotting disorder is known as 'Hemophilia.': (True)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 11

99. Anthropologists are concerned with how cognition is acquired and used in different groups. (False)
100. Cognition refers to mental processes which we use to acquire knowledge. (True)
101. Cognitive ability, alone, cannot account for achievement. \_\_\_\_\_ is also required. (Motivation)
102. Social norms, cultural beliefs, and views develop as a result of the development of language. (True)
103. Piaget used a method of investigation which was known as the 'Clinical Approach. (True)
104. According to Piaget, assimilation, and accommodation are the two techniques through which children learn. (True)
105. Ahmed is 12 years old. His father has discussions with him regarding peace of mind. Although this is an abstract concept yet Ahmad doesn't have difficulty understanding it. According to Piaget, Ahmad is at \_\_\_\_\_ stage of development. (Formal operational)
106. Social environment combined with biological maturation results in a 'crisis', which must be resolved. This was suggested by Jean Piaget. (False)
107. Which of the following occurs in the 'Identity vs Role confusion' stage of development, according to Erickson? (Individual experiences problems resulting in impulsivity)
108. Theory of Moral Development was given by Eric Erickson. (False)

By **ASFAND YARR**

## PSY101\_Quizzes from Assessments [Lesson 1-22]

### Lesson 12

109. Cytoplasm is present in the 'Soma' of the neuron. (True)
110. The gap between two neurons is known as an 'Axon'. (False)
111. Efferent neurons carry messages away from the Brain and Spinal Cord. (True)
112. Functioning of \_\_\_\_\_ is associated with Autonomic Nervous System. (Heart)
113. Reticular formation is part of the hindbrain. (False)
114. \_\_\_\_\_ is not found in invertebrates. (Brain Stem)
115. Hypothalamus acts like a relay station, i.e., it directs messages to the sensory receiving areas and transmits replies. (False)
116. Amygdala deals with aggression and fear. (True)
117. White matter present in the cerebral cortex mostly consists of glial cells. (False)
118. Convulsions are present in the cerebral cortex. The larger grooves are known as Gyri. (True)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 13

119. Dura Matter is one of the layers which covers the brain and spinal cord. (True)
120. Cerebrospinal Fluid (CSF) is a fluid present in the subarachnoid space. (True)
121. Associated Areas in the Occipital Lobe help us to recognize faces. (False)
122. Damage to the Associated Areas in Frontal Lobe leads to: (Inability to plan)
123. Spinal Cord is longer than the vertebral column. (False)
124. Withdrawal responses are coordinated by the Spinal Cord. (True)
125. Sympathetic Nervous System is responsible for Flight or Fight reaction. (True)
126. Parasympathetic Nervous System is NOT responsible for which of the following? (Slow digestion)
127. In our daily lives, Sympathetic and Parasympathetic systems work individually. (False)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 14

128. There are eight major endocrine glands that are present in our body. (True)
129. Pineal gland is associated with the growth of a human. (False)
130. Iodine is required for the synthesis of thyroxin. (True)
131. Different embryonic tissues are responsible for the development of: (Parathyroid gland)
132. Aldosterone acts to store \_\_\_\_\_ ions. (Sodium)
133. Testosterone is a steroid hormone. (True)
134. Placenta serves as a temporary adrenal gland. (False)
135. Insulin is developed in Thyroid. (False)
136. Hashimoto Thyroiditis is a type of hypothyroidism. (True)
137. \_\_\_\_\_ hormone stimulates the ejection of milk. (Oxytocin)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 15

138. Aristotle suggested that there are nine different types of senses. (False)
139. Bodily balance is related to \_\_\_\_\_ sense. (Hearing)
140. Sclera covers 3/4th of the surface of the eye. (False)
141. \_\_\_\_\_ is the part of the eye that changes its size as the amount of light enters it. (Pupil)
142. The top layer of the retina is known as the plexiform layer. (True)
143. Reddish-purple substance in Rods is known as Rhodopsin. (True)
144. When we wake up in the morning, it takes some time for us to get used to the morning light. This is due to a concept known as: (Adaptation)
145. According to Hering's Opponent-Process Theory, colors are linked in pair and work opposite each other. (True)
146. Color blindness is best explained by the Parallel Processing Theory of Vision. (False)
147. In monochromatic color blindness, the individual suffers inability to perceive any color at all. (True)

## PSY101\_Quizzes from Assessments [Lesson 1-22]

### Lesson 16

148. Changes in the pressure cause the ears to pop at high altitudes, for example, mountains. (True)
149. Ear aches are related to the decrease in ear fluid. (False)
150. The direction of the sound is determined by the: (Outer Ear)
151. Ear Drum increases the strength of the vibrations when transmitted them. (False)
152. A dog whistle has a frequency of 35,000 Hz. Humans can hear the sound of this whistle as well. (False)
153. According to the Frequency Theory of Hearing, areas near the cochlea are more sensitive to low-frequency sounds. (False)
154. According to Frequency Theory of Hearing, Basal Membrane acts as a microphone. (True)
155. Stimulation Deafness is also known as prolonged exposure to loud noises. (True)
156. Ringing in the ear is likely to occur as a result of muscle spasms. (True)
157. If damage occurs to the auditory cortex \_\_\_\_\_ will occur. (Nerve Deafness)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 17

- 158.** Perception was studied extensively by \_\_\_\_\_ psychologists.  
(Gestalt)
- 159.** Gestalt means Perception. (False)
- 160.** We organize our experiences as simple as possible. This is known as the Phi Phenomenon. (False)
- 161.** Phi-phenomenon is a form of apparent motion which was discovered by Wertheimer. (True)
- 162.** When the stimuli are grouped in smooth patterns, this is due to the Law of Continuity. (True)
- 163.** According to Gestalt Psychology, which law of perception explains the following image?



## PSY101\_Quizzes from Assessments [Lesson 1-22]

### (Law of Continuation)

- 164.** Even though the following image is incomplete, yet we perceive it as a star. This is due to the law of:



### (Enclosure)

- 165.** According to the Principle of Similarity, the Letter 'Y' can be broken down into "V" and a small vertical line below it. (False)
- 166.** According to Feature Analysis, there are 36 fundamental concepts from which millions of objects can be made. (True)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 18

- 167.** A batsman perceives the size of an incoming ball correctly and hits it for a six. This is due to Depth Perception. (True)
- 168.** Railroad tracks seem to be converging at some distance. This is due to: (Linear Perspective)
- 169.** Binocular disparity exists because we have two eyes and the image received on each eye is slightly different from the other. (True)
- 170.** Binocular Disparity will be less when the object is \_\_\_\_\_. (Farther from the eyes)
- 171.** Pilots use selective attention when flying airplanes. (True)
- 172.** Ali is 6 ft tall. When I look at him from a distance, he appears shorter/smaller but I don't perceive him being smaller. This is due to: (Size constancy)
- 173.** Children learn depth perception when they are at the crawling age (True)
- 174.** When the image is two-dimensional but you perceive it as three-dimensional. This is due to depth perception. (True)

## PSY101\_Quizzes from Assessments [Lesson 1-22]

### Lesson 19

175. In the first half of the night, stage 1 of sleep is dominant. (False)
176. During which sleep do the eyes move back and forward? (Stage-4)
177. If stage-1 sleep is disturbed at night, a person may try to avail it during the day. (False)
178. Insomnia is a disorder of sleep. (True)
179. Dreams are source for processing important information. (Dreams for Survival Theory)
180. In Activation-Synthesis Theory, during REM sleep our brain generates random electric signals stimulating memories stored in different parts of the brain. (True)
181. During medication the use of oxygen is lessened. (True)
182. Information processing takes place at night instead of during the day. This was suggested in Dreams for Survival Theory. (True)
183. Alcohol is a hallucinogen. (False)
184. Morphine is likely to reduce anxiety and relieve pain. (True)

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 20

- 185.** Neurotic symptoms are behaviors that can be learned. (True)
- 186.** Two weeks ago, Ahmad was robbed on the highway. Two weeks later, he is travelling through the highway again but he is prepared to deal with the robbers this time. Ahmad used \_\_\_\_\_ process. (Verbal learning)
- 187.** Ayesha is making chemical compound. She tried multiple combination of elements before she finally found the right combination for the medicine. Ayesha has used \_\_\_\_\_ process. (Classical conditioning)
- 188.** Iftikhar's father slams the door when he enters the house. One day, heavy winds slammed the door and Iftikhar thought that his father has arrived. This is an example of: (Classical conditioning)
- 189.** According to Watson, psychology should only focus on observable behavior. (True)
- 190.** When the subject is not able to differentiate between stimuli and responds the same, this is known as Acquisition. (False)
- 191.** In higher order conditioning, the subject responds only when the stimulus is presented in front of them. (False)
- 192.** In order to treat phobia of a person, systematic desensitization can be used. (True)
- 193.** If the subject gives a conditioned response when a conditioned stimulus is introduced after 'Extinction' has taken place. This is known as Stimulus Generalization. (False)

## PSY101\_Quizzes from Assessments [Lesson 1-22]

### Lesson 21

- 194.** Afifa is behaving very rudely for the past few months. Her father has decided to cut off her pocket money completely until she starts behaving politely. This is an example of: **(Negative punishment)**
- 195.** Usama wants his son to be hygienic. For every hygiene-related task that his son performs at a given time, Usama gives his son 10 rupees. This is an example of the: **(Positive reinforcement)**
- 196.** According to Skinner, if the response is not reinforced the behavior will not be repeated. **(True)**
- 197.** Monthly salary is an example of a Variable Ratio Schedule. **(False)**
- 198.** Learning can only take place when the appropriate reinforcement is provided immediately. **(True)**
- 199.** Banks offer credit points every time a purchase is made through a credit card. After enough points have been accumulated, the user can exchange these points for different things. This is an example of which operant conditioning technique? **(Token economy)**
- 200.** In contingency contracting, the contract between the therapist and the client is terminated when the consequences of the behaviors are negative. **(False)**
- 201.** Companies use classical conditioning techniques in their advertisements. **(True)**
- 202.** Shaping is the best technique to use when learning a new language. **(True)**
- 203.** The Law of Effect was presented by Thorndike. **(True)**

**By ASFAND YARR**

# PSY101\_Quizzes from Assessments [Lesson 1-22]

## Lesson 22

204. In the Cognitive Approach, internal events are known as mediators. (True)
205. Cognitive Approach is called a hybrid science. (True)
206. 'Learning by insight' was a concept given by Tolman. (False)
207. According to the concept of Cognitive Maps, learning is not the same as performing. (True)
208. Ahmad has learned the table of 9 by himself. However, he will only read it in front of the family when monetary reinforcement is given. This is an example of: (Latent learning)
209. Several birds travel to Pakistan from Siberia in winter and when the temperature gets warm, they return back to their homes. This is because the birds use: (Cognitive maps)
210. Fariha's mother has an anxious personality. Fariha has watched her mother being anxious when experiencing stress. Fariha has also developed anxiety in her personality. This is due to: (observational learning)
211. Modeling is a technique of Latent Learning. (False)
212. \_\_\_\_\_ is NOT a cognitive theorist. (Skinner)
213. The locus of learning for the Cognitive perspective is the stimuli of the external environment. (False)

## PSY101 (Short Notes, Terms, MCQ's) - Midterm

### INTRODUCTION:

**German philosopher and physiologist Wilhelm Wundt** set the foundations of modern psychology in **1879**, by establishing the **first psychology laboratory in Leipzig, Germany**.

**“Psychology is the scientific study of behavior and mental processes .... Human or Animal”**

Psychologists study animals' behavior too; to better understand and predict human behavior, the study of animal behavior becomes essential at times, especially because some researches cannot be carried out with humans due to safety reasons or ethical issues

#### Main goals of psychology are:

- a) Observation,
- b) Description,
- c) Understanding,
- d) Explanation,
- e) Prediction, and
- f) Control of human behavior and mental processes.

**Psychology** is a science that uses scientific method for gathering knowledge and information.

**Scientific method** is a systematic and organized series of steps that scientists adopt for exploring any phenomenon in order to obtain accurate and consistent results.

**Steps involved in Scientific method:** observation, description, control, and replication

**“Psychology has a long past, but only a short history.”**(Hermann Ebbinghaus, 1908)

**Trephining** was a procedure whereby a hole was drilled into the skull of a mental patient. This was done in order to let the evil spirits or demons escape from the sufferer's body.

**In 1590, Rudolf Goeckel used the term “psychology”.**

This word is the combination of two Greek words “**psyche**” and “**logos**”, the former means the “**soul**” and the later “**discursive knowledge**”. Thus literally, **psychology means the science of soul**.

**Aristotle** gave a very important place to soul in human life. **Life has no meaning without soul**.

**Psychology** was also defined as the “**science of mind**”.

**Psychology** has also been defined as the **science of consciousness** defined by **Wilhelm Wundt**

Modern physiologists and **Watson**, the founder of the behaviorist school of thought, defined **psychology** as a **science of behavior, both of animals and humans**

The new scientific psychology is a fusion of two psychologies, i.e., **philosopher's psychology** and the **sensory psychology**. So basically **Psychology emerged from Philosophy**

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**POPULAR AREAS OF PSYCHOLOGY:**

**Clinical Psychology**

A branch of psychology concerned with the study, diagnosis, and treatment of abnormal behavior. It is the oldest as well as the most well known branch of psychology.

**Industrial / Organizational Psychology**

A branch of psychology that studies the psychology in action at the workplace, including productivity, job satisfaction, and decision-making

**Health Psychology**

The branch of psychology that explores the relationship of psychological factors and physical illness or disease

**Consumer Psychology**

A branch of psychology that studies and explains our buying habits and our effects of advertising a buying behavior. Mainly dealt with the likes and dislikes and preferences of people.

**Environmental Psychology**

A branch of psychology, that focuses upon the relationship between people and their physical environment.

**Sport Psychology**

The branch of psychology that studies the psychological variables that have an impact upon the sportspersons' performance; e.g. how stress can affect sport performance, how morale can be boosted, the impact of crowd behavior etc.

**Forensic Psychology**

The branch of psychology that investigates legal issues and psychological variables involved in criminal behavior.

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## **THE GREEK PHILOSOPHERS:**

### **HIPPOCRATES (460-377 B.C.)**

Hippocrates was a **physician**, Regarded as the "**Father of Medicine**"  
He postulated a theory of "**humors**" that account for the basic human activity.

### **PLATO (427-347 B.C.)**

He was the **first person in history to produce a great all- embracing system of philosophy**.  
He developed the **theory of knowledge, theory of conduct, theory of state, and the theory of universe**.  
According to **Plato**, the **soul has three parts or components**, which he calls **reason, spirit, and appetite**.  
According to **Plato**, when a person moves from **believing to thinking**, he moves from the **visible world to the intelligible world**, from the **realm of opinion to the realm of knowledge**.  
**Plato** believed that thinking gives us **knowledge of truth**.

### **ARISTOTLE (384-322 B.C.)**

He was not only a philosopher in the modern sense but he was a **man of universal learning**.  
There was no branch of knowledge, which did not receive his attention **except, mathematics**.  
It is to him that we owe the **first systematic treatment of psychology**.  
His **method was two- fold, both inductive and deductive**.

**He introduced:**

- The **first theory of learning**
- **Succession of ideas**
- The **theory that ideas are generated in consciousness based on four principles:**  
Contiguity, Similarity, Contrast, Succession

### **SOCRATES (469- 399)**

For him, soul was the essential man.  
For him, soul was the capacity for intelligence and character.  
It was man's conscious personality. The activity of soul is to know and to direct a person's daily conduct.  
The man's greatest concern should be the proper care of his soul so as to make the soul as good as possible.

### **ALCAMEON: (500 BC)**

A **physician**, who performed the **first dissection**

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He was interested in philosophy and directed his attention to understanding **perception**

He believed that **sensations and thoughts** occur in the **brain**.

**ALCAMEON** was known as "**father of Greek medicine**"

He **was the first** to take **anatomical dissection** for **research purposes** and also the **first vivisectionist**.

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## THE MUSLIM INFLUENCE:

The period which was called **Europe's Dark Age** was the period when Muslim philosophy, science, and knowledge flourished.

Muslims presented the **"humane concept"** of **mental treatment**. Muslim thinkers and philosophers established the **first mental hospital in Spain**

**Types of Soul:** Man is a compound of body and soul.

**Soul is of two types:**

**Rooh-e -Rabbani:** The part of the soul that makes it possible for man to make a connection with God.

**Rooh-e-Haewani:** Man possesses 'Nafs' or the soul. It is the force with the help of which man fulfills all his desires.

**Levels of 'Nafs':** Nafs is divided into three levels:

**Nafs-e- Mutmaina:** At this stage, the body and soul are in complete harmony. There is no conflict between good and bad and man is satisfied physically, mentally and spiritually.

**Nafs-e- Liwama/Nafs-e-Natiqua:** At this stage, the conflict between good and bad starts, both positive and negative forces clash with each other. Man is in a state of **"do" and "don't"**.

**Nafs-e- Ammaraa:** At this stage, negative forces have a complete control over the individual. It is the animal tendency of man. All bad habits and wrong doings are due to this Nafs e.g. greed, pride, anger, lust, hatred etc

### AL-FARABI (870-950 AD)

- Philosopher and poet
- According to him, **Man is composed of two elements; body and soul**
- Believed in **dualistic nature of Man**
- He was of the view that there exists **no relationship between body and soul**

### IBNE- MUSKAVIA (930-1030 AD)

- **"Man is a compound of body and soul"**
- '**Rooh**' is the main factor that **controls our actions** and maintains them
- If '**soul**' rules over the body then person remains mentally healthy but if body rules over the soul then the person becomes mentally ill

### IBN-E-SINA/AVICENNA (980-1037 AD)

- A **physician, scientist** and a **philosopher**
- Considered as the great **physicians of 'Middle Ages'**
- Gave importance to the '**sentiments**' of the individual
- He said, "**When man is away from God's love, he is also away from man's love"**

**According to him, there are three kinds of mind:**

- Vegetable Mind
- Animal Mind
- Human Mind

### IMAM-GHAZALI (1058-1111 AD)

- Believed that '**self**' which is called '**Qalb**' is the **essence of Man**.

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- It is **spiritual entity** residing in human body which **controls the organic & physical functions of an individual**
- '**Self**' is the **center of personality** from which all the **psychological phenomena originate**
- He classified the **behavioral mal-adjustments** into the **bodily and spiritual disorders**

According to IMAM-GHAZALI, there are *SIX* powers of "Self":

- Anger
- Impulse
- Apprehension
- Intellect
- Appetite
- Will

Anger is the '**bestly power**' and '**intellect**' is the '**Devine power**'.

His method of treatment is called "**contradictory treatment**" i.e., **illiteracy is treated with literacy**.

The **therapist** was named '**Sheikh**' and **patient** called '**Mureed**'.

---

**IBNE ARABI (1165-1240 AD)**

Believed in the idea of "**WAHDAT- UL WAJOOD**" which means that **Man is the part of God himself**  
Because **Man is created by God**, so **for mental health**, it is essential that he should **perish himself in the**  
"**ZAAT**" of God

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**MUJADAD ALFSANI (1564-1625 AD)**

- Supported the idea of "**WAHADT -UL-SHAHOOD**" means "**REFLECTION OF GOD**" which means that the God's reflection can be seen in the things, which have been created by God.
  - A person who is complete in his self and a follower of **Shariat** and **Tarequat** is **mentally healthy**.
- 

**SHAH WALI ULLAH (1703-1762 AD)**

• **Mentioned about two forces:**

- I. **Beastly Force** or **Baheemi**
- II. **Ar-Rabbani** or **Devine**.

- Both are contradictory forces and are always struggling. This struggle is called "**TAJAZUB**".
  - When there is no struggle between these forces, then the individual's condition is called "**ISTALLAH**" (mentally healthy and well balanced).
  - But when they are struggling and have conflict, then it is called "**ALLAHIE TAJAZUB**" (Tendency towards mental illness)
- 

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**RENE DESCARTES (1596-1650 AD)**

- His most important work was his attempt to resolve the **mind- body problem**, an issue that had been controversial for centuries.
  - He saw **human body** as a **piece of machinery**; difficult and complicated.
  - Mind-Body “**Interactive Dualism**”: mind and body are separate entities influencing each other
  - Nerves are hollow tubes through which “**Animal Spirits**” conduct “**Impulses**”
- 

**FRANZ JOSEPH GALL (1758-1828 AD)**

- Known for his work on **phrenology**
  - He postulated the idea that **particular psychic functions** are represented by **particular areas of the brain**.
  - Intelligence, moral character and other personality characteristics can be distinguished by the shape of, and the number of bumps on, a person’s skull.
- 

**JOHN LOCKE (1632-1704 AD)**

His **major contribution** to psychology was an **essay concerning human understanding**, which appeared in **1690** and was the conclusion of some 20 years of study and thought; it was later considered as the formal beginning of **English/British Empiricism**.

His **primary question** was how the mind acquires knowledge?

**Locke**, gave the concept of “**Tabula Rasa**”; People are born in this world with empty minds i.e. “**Tabula Rasa**” or a **blank slate**. The ideas and memories are imprinted on our minds as a result of experience.

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## SCHOOLS OF THOUGHT

### **STRUCTURALISM**

Focused on studying the conscious experience by looking into its individual parts or elements  
Analyze consciousness into basic elements and study how they are related.

A method used to study the 'structure of the mind' was called "**INTROSPECTION**" (Self-observation of one's own conscious experiences)

---

### **FUNCTIONALISM**

Focused on what the mind does and how it does.

Investigate the function, or purpose of consciousness rather than its structure.

This school founded by the American psychologist **William James**, became prominent in the **1900s**.

Emphasized "function" rather than "Structure" of human consciousness i.e., what the mind does

**John Dewey**: Famous American educator. One of the key founders of "Functionalism"

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### **GESTALT PSYCHOLOGY**

Focused on studying the whole experience of a person rather than breaking it into individual components

**'The whole is different than the sum of its parts'**

In contrast to the structuralist approach of breaking down conscious experience into elements, or focusing upon the structure, the Gestalt emphasized the significance of studying any phenomenon in its overall form.

The word gestalt means "**Configuration**"

**Three German psychologists** Max Wertheimer, Kurt Koffka and Wolfgang Kohler were regarded as the founders of gestalt school

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### **BIOLOGICAL MODEL**

The psychological model that views behavior from the **perspective of biological functioning**

The role of brain, genes, neurotransmitters, endocrine glands etc

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### **PSYCHODYNAMIC MODEL**

Focuses on the unconscious forces that drive/ motivate human behavior

This approach concentrates on belief that behavior is motivated by the inner forces over which individuals have little control. It was founded by the **Viennese physician Sigmund Freud** in **early 1900s**.

---

### **COGNITIVE MODEL**

The psychological model that focuses on how people know, understands, and thinks about the world.

**Cognition**: The mental processes involved in acquiring, processing, storing & using information

Cognition means "the known", "knowledge", or "the process of knowing"

---

### **BEHAVIORAL MODEL**

Focuses on studying the behavior that is observable and overt

The behaviorists relate overt behaviors (responses) to observable events in the environment (stimulus)

**John B. Watson was the first person to advocate the behavioral approach.**

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### **HUMANISTIC MODEL**

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**The psychological model that suggests that people are in control of their lives**

Humanistic perspective emphasizes the unique qualities of humans especially their freedom & their potential for personal growth. Humanists take an optimistic view of human nature

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**GENERAL INFORMATION ABOUT PSYCHOLOGIST:**

**James Mckeen Cattell:** Known for his work on individual differences and “**Mental Tests**”

**Emil Kraepelin:** Postulated a **physical cause of mental illness**, in **1883**, he gave **first classification system of mental disorders**

**Hugo Munsterberg:** First to apply psychology to **industry and law**

**Edward B. Tichener:**

Known as the formal founder of **Structuralism**

**American psychologist**, English by birth, which spent his most productive years in Cornell University, New York  
He believed that we can study perception, emotions and ideas through introspection, by reducing them to their elementary parts

There are **four elements** in the **sensation of taste**: sweet, sour, salty and bitter

Ideas and images are related.

**Max Wertheimer:** The founder of Gestalt psychology, born in Prague in 1880

**Phi phenomenon** = When two lights are in close proximity to each other, flashing alternately, they appear to be one light moving back and forth; therefore the whole was different from the separate parts; movement perceived whereas it never occurred

We perceive experiences in a way that calls for the simplest explanation, even though reality may be entirely different; this is **Gestalt Law of Minimum Principle**.

**Kurt Koffka**

Wrote the famous “**Principles of Gestalt Psychology**” (1935)

Talked about geographical versus behavioral environment

**Wolfgang Kohler**

Gave the concept of “**insight**” and “**transposition**”, as a result of his observations of a caged chimpanzee and experiments with chickens

- Insight = spontaneous restructuring of the situation
- Transposition = generalization of knowledge from one situation to another
- Kohler also talked about Isomorphism; changes in the brain structure yield changes in experiences

**Galen (129-199 A.D):** Born to Greek parents in Asia Minor. Known for anatomical studies on animals and observations of human body functions

**Julien Offroy De La Mettrie (1709-1751 Ad):** French priest turned physician

**Cabanis:** French physician

**Philippe Pinel (1745-1826 Ad):** French physician

**Wilhelm Griesinger (1817 – 1868 Ad):** German psychiatrist

**Paul Broca (1824-1880):** French surgeon and anthropologist, Discovered speech center in brain

**Emil Kraepelin (1856-1926 Ad):** German psychiatrist. Stressed the likely physical cause of mental illness

**Charles Darwin: (1809-1882 Ad):** British scientist, Author of the revolutionary “The Origin of Species” (1859), gave the concept of “**Survival of the Fittest**”

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## IMPORTANT TOPICS & TERMS

**Neurotransmitters:** The synapse of the neuron releases special chemicals called “**neurotransmitters**”

### **Neurotransmitters and Their Role:**

- **Acetylcholine:** Learning, Memory and Muscle control
  - **Dopamine:** Motor activity, Coordination, Emotion and Memory
  - **Epinephrine:** Emotion, Stress
  - **GABA (Gamma-Amino Butyric Acid):** Anxiety, Arousal, Learning
  - **Serotonin:** Sensory Processing, Sleep, Arousal
  - **Glutamate:** Anxiety, Mood
- 

“**Pharmacology** is the science of the study of drugs to treat a wide range of less severe psychological disorders”

1. **Narcosis:** The word “Narcosis” is derived from the Greek word meaning, “**be numb**”
2. **Chemotherapy:** It is the type of therapy that treats mental and behavioral disorders with drugs and chemicals

**Tranquilizers:** Drugs that produce soothing and calming effects

**Energizers:** They are used with the sufferers of depression who are not helped by sedatives

---

**THE PSYCHODYNAMIC APPROACH/ MODEL:** The approach that concentrated on the unconscious forces that drive our behavior; belief that the inner forces over which individuals have little control motivate behavior.

Founded by **Sigmund Freud**

- He was founder of psychoanalysis.
- Austrian physician, neurologist, psychologist.
- In 1895: wrote “**Studies on Hysteria**”

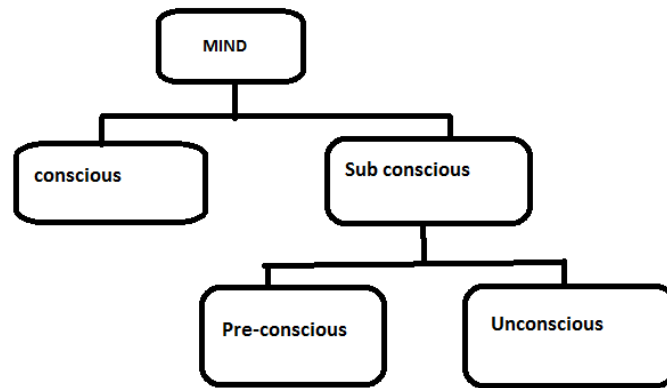
### **Structure of Consciousness**

**Conscious:** Contains thoughts and feelings of which one is immediately aware

**Subconscious:** Mind level below the level of conscious awareness

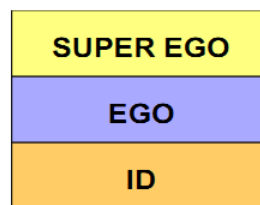
**Preconscious:** Part of the sub conscious that can be accessed by deliberate choice

**Unconscious:** Part of the sub conscious that cannot be accessed directly although impulses, ideas, and feelings may permeate out through other sources e.g. dreams, slips of tongue etc.



### Sources of motivation

**Psychodynamic Model of Personality** Is a three-part structure of the mind; Id, ego and super ego.



### Id

At birth, the entire mind consists of only id. It consists of pure, unadulterated, instinctual energy and exists entirely on the unconscious level. It is the source of basic drives; operates under the 'pleasure principle' i.e., it wants immediate gratification of needs.

The id has two means of satisfying bodily needs, reflex action and wish fulfillment.

**Reflex action** is responding automatically to a source of irritation .e.g. an infant may sneeze in response to an irritant in the nose. In such case, reflex action is effective in reducing tension. Coughing and blinking are other examples of reflex action.

**Wish- fulfillment** is more complicated. It is the illusion of an image of an object or event that is capable of satisfying a biological need e.g. a hungry person thinks of food- related objects.

### Ego

Mediates the link of the self with the outside world, "Real World", as well as between the id and superego; operates under the demands of the environment. The ego comes into existence in order to bring the person into contact with experiences that will truly satisfy his/ her needs. When the person is hungry, the ego finds food, when the person is thirsty, the ego finds liquid. The ego goes through reality testing to find appropriate objects.

### Super Ego

There is a third component of personality that makes things much more complicated, i.e. super ego. It is governed by the moral constraints. It develops from the internalized patterns of reward and punishment that the young child experiences i.e. Depending on the values of the parents, certain things the child does or says are rewarded and encouraged and others not liked are punished or discouraged.

---

### Anxiety

- An emotional state experienced as a result of felt threat to the self
  - Anxiety arises when ego cannot cope too much of:
    - i. Demands of the id
    - ii. Demands of the ego
    - iii. External danger
  - In order to protect itself against anxiety and threat, ego uses **defense mechanism**
-

## **DEFENSE MECHANISMS**

- i. **Repression**: Blocking unpleasant/unacceptable thoughts by pushing them into the unconscious e.g. forgetting events of the painful childhood.
- ii. **Regression**: Reverting back to a stage that was satisfying e.g. a boss showing temper tantrums like a child; or acting like a baby.
- iii. **Displacement**: Redirecting the expression of unwanted desires or impulses to a substitute rather than the actual target e.g. beating children when a wife cannot express anger toward husband.
- iv. **Rationalization**: In order to justify one's behavior, one develops a socially acceptable explanation or reasoning e.g. going for a second marriage saying that the first wife was quarrelsome.
- v. **Denial**: Refusing to acknowledge or accept anxiety provoking thoughts or impulses e.g. being a heavy smoker but saying 'I am an occasional smoker'.
- vi. **Projection**: Attributing unwanted thoughts and impulses to others e.g. a person takes bribe and blames the organization for paying him not enough salary.
- vii. **Sublimation**: Converting unwanted impulses into socially approved thoughts, feelings and actions e.g. disliking the in-laws but behaving in a very friendly manner.

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## **Psychotherapy: Psychoanalysis**

- An intensive, long-term psychotherapeutic procedure.
- Requires long sessions over extended periods----- may be years.
- Better suited to intelligent individuals.
- Involves a special relationship between the therapist and the patient.
- **Target**: To explore unconscious motivation, conflicts, desires.
- **Goal**: Establishing intra psychic harmony by developing awareness of the role of the id, reducing over compliance with super ego, and by strengthening the ego.
- **Understanding of 'repression'**: The therapy gives central importance to the understanding of the manner in which the person uses repression for handling conflict.

---

**Stimulus**: A physical energy source that has an effect on a sense organ, thus producing a response

**Response**: The action, behavior, or reaction triggered by a stimulus.

**Environment**: External factors, variables, conditions, influences, or circumstance affecting one's development or behavior.

**Variable**: A behavior, factor, setting, or event that can change / vary in amount or kind.

**Learning**: A relatively permanent change in behavior that takes place as a result of practice and/or experience.

---

**Shaping**: Successive approximations of a required/desired response are reinforced until that response is fully learnt

### **Stages in Shaping:**

1. **Acquisition**: Initially the response rate following reinforcement may be slow but at one stage it increases to the maximum.
2. **Extinction**: If reinforcement is withheld the response rate decreases and finally no response is shown.

### **Shaping Can Best Be Used For:**

- Learning alphabets, vocabulary, mathematical tables, or a new language.
- Learning to play a musical Instrument.
- Appropriate classroom behavior.

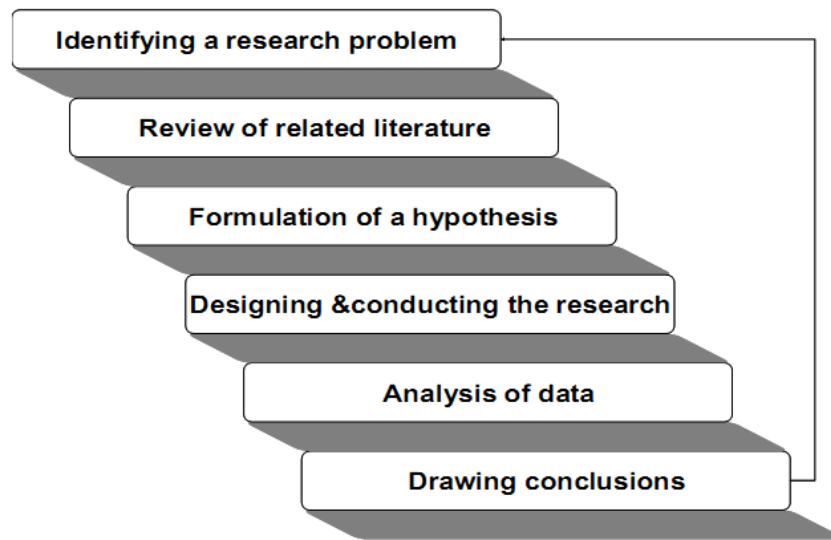
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- Training mentally handicapped children.
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**STEPS OF SCIENTIFIC METHOD IN PSYCHOLOGY**

- 1. Identifying the research problem:** The research problem can be identified in many ways, including personal interest, brainstorming, scientific developments, knowledge etc.
- 2. Review of the related literature:** In order to see how others approached the same or similar issues.
- 3. Formulation of hypotheses:** A hypothesis is a speculative statement about the relationship between two or more variables. Reviewing the related research articles helps one formulate various hypotheses.
- 4. Designing and conducting the research:** After reviewing the related literature and making hypotheses, the research is conducted by using different strategies such as Questionnaires, mail interviews, telephonic interviews, face to face interviews etc.
- 5. Analysis of data:** After collecting information, the data will be tabulated with the help of statistical methods and computation in order to see whether the finding prove or disprove the hypotheses.
- 6. Drawing conclusions:** Conclusions are drawn after the statistical analysis of data. On the basis of this, a decision is made about the rejection or acceptance of the hypothesis.



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## **RESEARCH METHODS IN PSYCHOLOGY:**

1. **Observation:** Systematic observation is used. Phenomenon of interest is observed, studied, and the observations are recorded. The recorded observations are analyzed. Conclusions are drawn on the basis of analysis. **Types of observation:** Observation without Intervention, Observation with Intervention

2. **Correlation Research:** A method used for identifying predictive relationships among naturally occurring variables

3. **Surveys:** Surveys are used when quick information is required in limited time e.g. opinion polls, product preference

### **Sources of data/information in Surveys**

- **Questionnaires:** in person, mailed, internet
- **Interviews:** personal, telephonic
- **Newspaper Surveys**

### **Five Steps involve in conducting the Survey:**

**Conceiving the problem:** The purpose of the study. How is the information to be used? What kind of information to be gathered etc

**Designing the instrument:** There are numerous ways by which information can be gathered from the general public such as mailed questionnaires, telephonic interviews, through internet etc

**Sampling the population:** With this procedure, each age, sex, income, religious and ethnic group in the population will be proportionately represented in the sample

**Conducting interviews:** Experiments have shown that females are the best interviewers: at least 21 years of age, who like people, who are unbiased, who are good listeners, who have some college education, and who are fairly familiar with the section they are working in.

**Interpreting the results:** When all the findings are carried out properly, there is always a chance of misinterpreting the results. Errors in questionnaires, statistical methods, and investigator's own subjectivity can easily bias the results. So be careful about that.

4. **Unobtrusive Measures of Behavior:** Indirect ways of data collection, The person/s who are the focus of interest may not be present at the time of investigation.

5. **Content Analysis:** The analysis may cover contents of live human behavior, books, journals, magazines, poetry, drama, movies, folktales, TV programs, school textbooks and curricula, advertisements etc

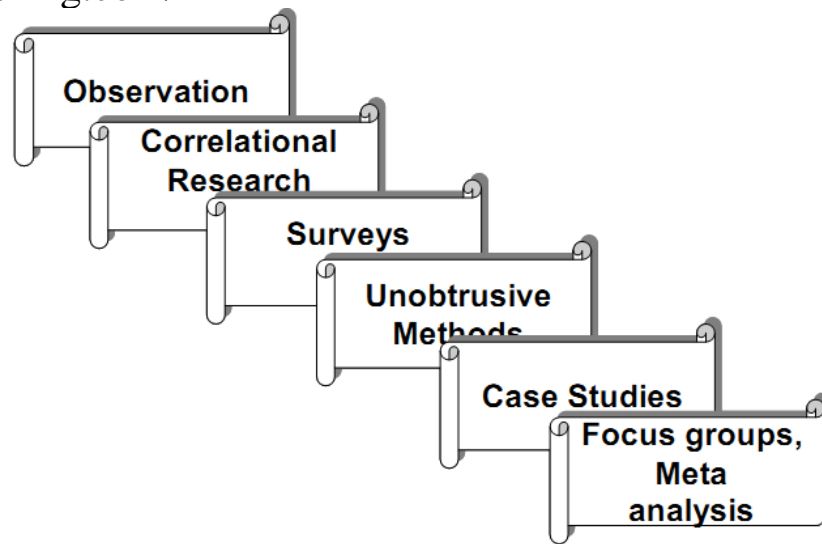
6. **Focus Groups:** A variety of interviews conducted in a group setting

7. **Meta Analysis:** A statistics based method

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**Development:** “The process of growth and differentiation”

**Developmental Psychology:** The branch of psychology that studies how growth and physiological/ psychological/ social changes take place over the life span

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### **Nature versus Nurture**

- Nature means hereditary influences.
- Nurture refers to environmental influences, in child development.

### **Limitations of Nature-Nurture Research:**

- Ethical considerations in research with humans
  - Not all animal research can be applied to humans
- 

**Genes:** parts of chromosome that are the transmitters of inheritance.

Genes may be **dominant or recessive**; a dominant gene means that its characteristics will dominate those of the recessive one e.g. if father has brown eyes and mother has black eyes, and if the father’s genes dominate then the baby will have brown eyes.

- The **zygote** contains **23 pairs of chromosomes**
- Deoxyribonucleic Acid (**DNA**)

### **Prenatal Stages:**

**Embryo:** A developed zygote with a heart, a brain and other organs.

**Fetus:** A developing child; 9 weeks after conception till birth.

**Genotype:** genetic composition of a person.

**Phenotype:** observable characteristics.

**Alleles:** This difference in color is due to the fact that genes come in alternative forms called “Alleles” (alternative forms of a gene).

When alleles are identical, a person is **homozygous** for a trait;

When alleles are dissimilar the person is **heterozygous**.

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**Anthropologists:** Focus on, and measure, how cognition develops in different cultures.

**Sociologists:** study how cognitions are acquired and used in various groups and institutional settings.

**Computer scientists:** Target to create ‘artificial intelligence’.

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### **Biological Bases of Behavior**

**The Nervous system:** The system that controls and regulates the structure and function of the brain, spinal cord, nerves, and the nerve cells; it maintains coordination between the nervous system and the rest of the bodily systems

**Endocrine Glands:** These glands form the body’s “slow” chemical communication system; a set of ductless glands that secrete hormones (special chemicals) into the bloodstream”

**Central Nervous System (CNS):** The system that controls and regulates the structure and function of the brain, spinal cord, nerves, and the nerve cells; it maintains coordination between the nervous system and the rest of the bodily systems.

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**Peripheral Nervous System (PNS):** Consists of the spinal and cranial nerves; these connect the CNS to the rest of the body. PNS connects the body's sensory receptors to the CNS, and the CNS to the muscles and glands.

**Neuron:** A nervous system cell is constituted in such a way that it is specialized in receiving, processing, and/or transmitting information to other cells.

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### **The Brain**

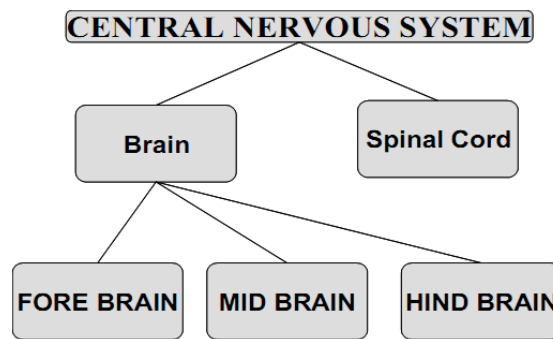
- The center of the nervous system.
- The vital organ that is responsible for the functions of seeing, hearing, smelling, tasting, thinking, feeling, remembering, speaking, dreaming, information processing, and a lot more.

### **Structure of Brain**

- The deeply grooved structure lies safely and securely in our skull.
- The average adult human brain weighs 1.3 to 1.4 kg (approx. 3 pounds).
- If you look at it from the outside the brain is pinkish gray in color; soft, spongy, and mottled.
- The brain contains billions of nerve cells (neurons) and trillions of "support cells".

### **The brain is made of three main parts:**

- a. Fore brain
- b. Mid brain
- c. Hind brain



**Electroencephalogram (EEG):** An apparatus/machine that measure records and displays electrical activity within the brain of a person.

**Magnetic Resonance Imaging (MRI):** The scan produces a powerful magnetic field to provide a computer generated, detailed image of the structure of the brain.

**Super Conducting Quantum Interference Device (SQUID):** a scan sensitive to minute changes in the magnetic field occurring when neurons are firing.

**Positron Emission Tomography (PET):** a scan showing biochemical activity within the brain at any given moment.

---

### **Cerebellum:**

- "Cerebellum" comes from the Latin word for "little brain". The cerebellum is located behind the brain stem.
- It carries 10% of the weight of the brain.
- It contains as many neurons as in the rest of the brain.

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- Its function is to coordinate body movements i.e. coordination, maintenance of posture & balance.

**Cerebrum:** Largest part of the human brain, associated with higher brain functions such as thought and action.

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**Cerebrospinal Fluid (CSF):**

A clear, colorless fluid covering the entire surface of central nervous system

---

**Endocrine system** is a collection of glands that produce hormones that regulate body's growth, metabolism, and sexual development and function. The hormones are released into the bloodstream and transported to tissues and organs throughout the body.

Endocrine glands are known as the **“Managers of Human Body”**

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**Sensation:** Sensation is a process that makes possible, and facilitates our contact with reality. 'To sense' means to become aware of something.

**The five senses:**

- Vision
  - Hearing/ Auditory sense or Audition; also associated with maintenance of bodily balance
  - Smell/ Olfaction
  - Taste
  - The skin sensations/ Kinesthetic sense; touch, pressure, temperature, and pain
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## VISION:

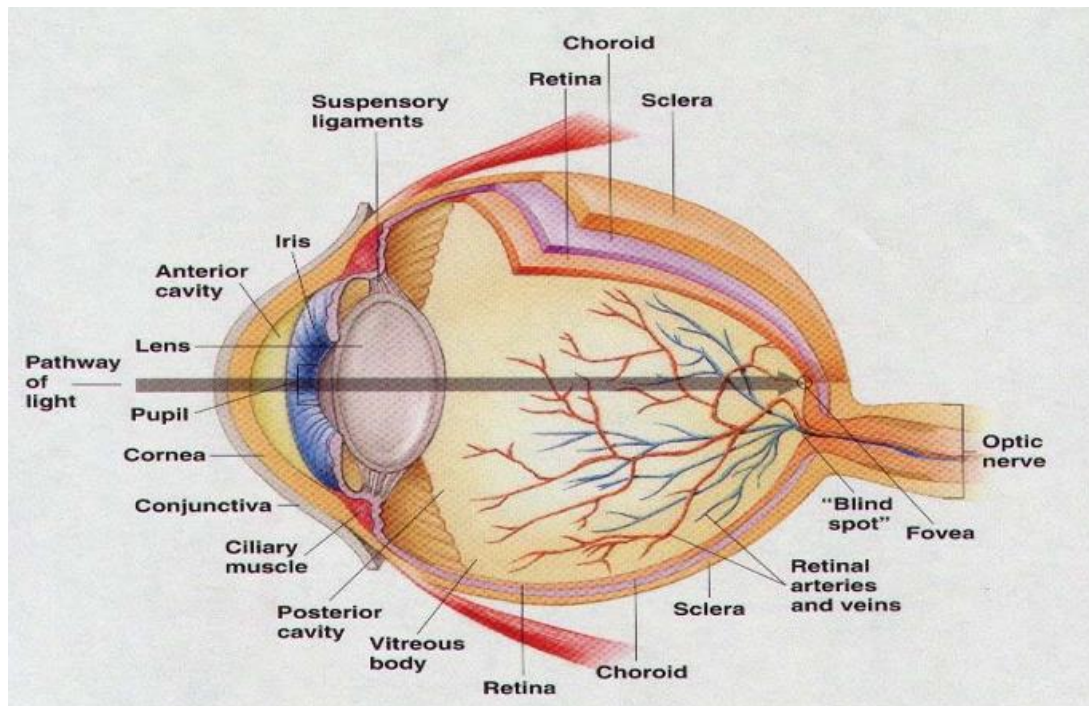
### The Human Eye:

**Cornea:** A transparent external surface, five-layered membrane that covers both the pupil and the iris.

**Sclera:** Outer walls of the eye are formed by a hard, white substance called 'sclera', hence sclerotic coat that covers 5/6th of the surface of the eye.

**Pupil:** A dark, adjustable opening in the center of the eye through which the light enters. It changes its size as the amount of light entering the eye varies

**Iris:** Around the pupil of the eye, there is a ring of muscle tissue that controls the size of the pupil opening, through its contraction and expansion



**Lens:** The transparent part of the eye that is located behind the pupil that changes its shape in order to focus images on the retina. The lens changes its own thickness in order to focus image properly on retina\_\_ this ability of the lens is called "**accommodation**"

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**Eye has three important layers or chambers:**

- i. Anterior layer that lies between the cornea and iris
  - ii. Posterior layer that lies between iris and lens
  - iii. Vitreous layer that lies between the lens and the retina
- 

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## **HEARING:**

Ear is regarded as the organ of hearing.

### **Some Interesting Facts about Hearing:**

- Animals have the capability of hearing more sounds than humans
- Dolphins have the best sense of hearing among all animals
- When people go up high in the mountains, the changes in pressure cause the ear to pop
- Babies can get ear aches because of the milk deposit in the Eustachian tube, which helps the bacteria to grow there and may cause problems later in life
- Children can hear more noises than adults, as their ears are more sensitive than that of adults
- Ear aches result when too much fluid causes pressure in the eardrum\_\_ often occur due to allergies, virus or some sort of infection

### **The Human Ear: Anatomy/ Structure:**

The primary apparatus of hearing i.e., the ear is divided into three parts

**1. The outer ear:** The outer ear serves the function of collecting the sound waves from the environment to the internal portions of the ear. It is shaped like a reverse megaphone

**Auditory Canal:** When sound waves originate from the vibrating object, they then pass through the auditory canal, which is a tube like passage through which the sound travels to the inner part of the ear or “ the eardrum”.

#### **Eardrum:**

- The part of the ear that starts vibrating when sound waves strike/ hit it.
- Its intensity of vibration is dependent on how intense the sound waves are\_\_ the more intense the sound, the more intensely it vibrates.
- These vibrations are then transmitted to the “middle ear”.

#### **2. The middle ear:**

- A tiny chamber between the eardrum and cochlea containing three bones---- the hammer, the anvil, and the stirrup, which transmit vibrations to the oval window
- These three bones have only one function, i.e. to convey/ transmit the message to the inner ear.

Hammer            Anvil            Stirrup            Oval window

#### **Oval Window:**

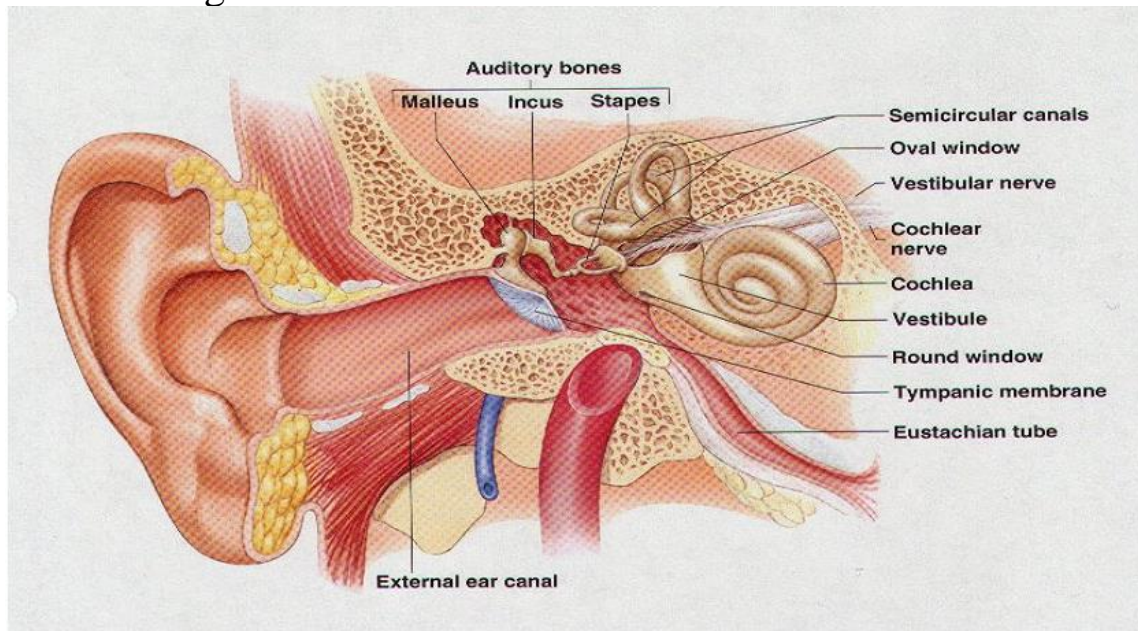
- A membrane between the middle and the inner ear that increases the strength of the stimulus (vibration) while transmitting them.
- Serves as the amplifier so that tiny or hiss voices could be heard, which otherwise may remain unnoticed.

#### **3. The inner ear:**

The innermost region/ part of the ear that contains important structures such as cochlea, semi circular canals and vestibular sacs, and that changes/ transforms the sound waves into the neural impulse.

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**Frequency:** Is the prominent feature/ characteristic of sound and refers to the number of complete wave lengths that occur or pass a point in each second.

**Pitch:** Primarily related with the frequency and refers to the quality of sound that is being produced by the frequency of the sound wave; expressed in cycles per second.

**Timbre:** Quality of sound determined by the complexity of sound waves

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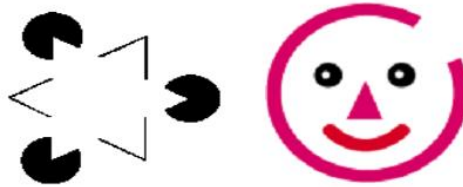
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**PERCEPTION**

**Perception:** The ability to process or use information coming/received from the senses.

**Gestalt Laws of Perceptual Organization**

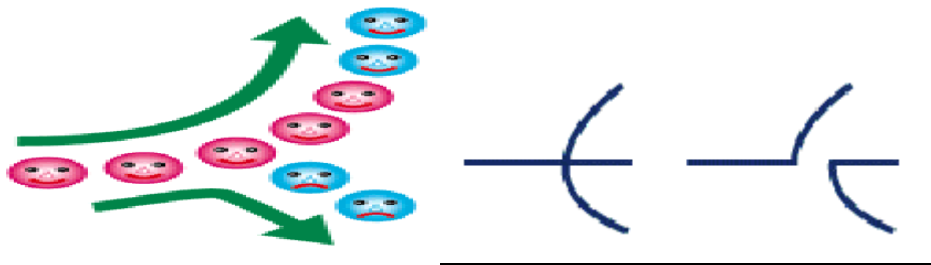
**The Law of Closure:** It is the perceptual tendency to fill in the gaps and completing the line; enables us to perceive the disconnected parts as the whole object.



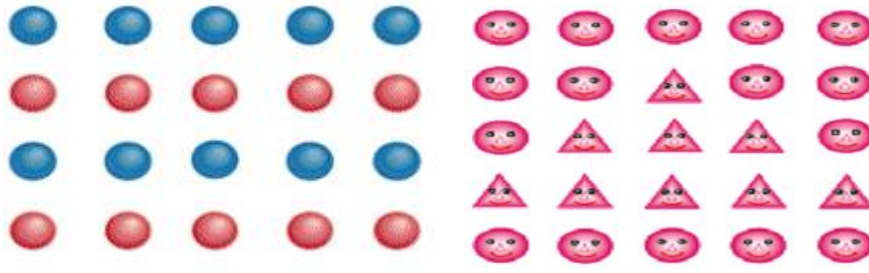
**The Law of Proximity:** Close or nearer objects are perceived as coherent and related.



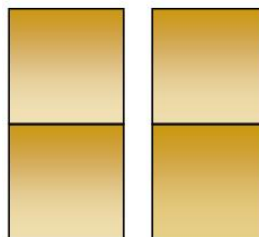
**Law of Continuity/Good Continuation:** Tendency to group the stimuli into smooth and continuous patterns or parts.



**Law of Similarity:** Tendency to perceive objects, patterns or stimuli as groups, which are similar in appearance



**Law of Simplicity:** People intuitively prefer the simplest, most stable, straightforward, and basic form of possible organizations.

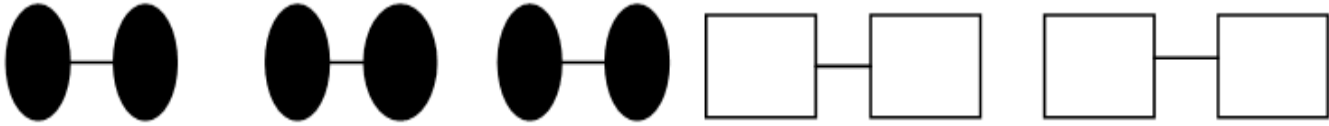


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**Law of Common Fate:** It is the tendency to group together the objects that move together, or seem to move together, and in the same direction.



**Law of Enclosure/ Connectivity:** It is our perceptual tendency to perceive features/ patterns, such as dots or objects as a single unit when uniform and link; lines, dots, areas, objects etc are perceived as single or same unit when combined or linked.



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**Feature Analysis:** The process of perceiving a shape, pattern, object, or scene by attending to the individual elements making it up.

**Steps in Feature Analysis:**

- Identify the feature, shape of any object, of which the image falls on the retina.
- Combine/ gather object in some form/pattern so that some sort of representation can be formed.
- In the final stage, we identify/ compare each component/element/ object with the help of past experiences or memories.

**Depth Perception:**

Depth perception is the perceptual tendency/ ability to see objects in three dimensions, although the image that falls on the retina of the eye is two-dimensional; thus enabling us to perceive distance.

**“Depth Perception”** is the skill to perceive depth and distance e.g. we are able to judge the distance of the incoming car, height of the cliff or of a roof top, size of an object, weight of a sand bag etc, in a glance, just by having a look at it.

This sort of perception is largely due to the fact that we have two eyes which are slightly distant from each other, so the brain integrates the two slightly different images and combines them into one consolidated view; However the differences in images or ‘Binocular Disparity’ is not ignored by the brain. Eleanor Gibson and Richard Walk discovered these phenomena in 1960 by using the miniature cliff with a drop-off covered by sturdy glass.

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**Motion Parallax:** The change in the position of the retinal image with the side-to-side movement of the head; providing a cue to the distance.

Occurs when objects are at different distances and we are also moving at different rates when in motion.

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A **binocular cue** for depth perception that illustrates, that when we assume that the two objects are of same size, the one that produces a relatively smaller image will be perceived as distant

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**Selective Attention:**

Perceptual process in which the person chooses the stimulus which he is interested in; paying attention to only the stimulus of interest

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**Dichotic Listening:**

- A procedure in which individual wears earphones in which different messages are sent to each ear at the same time.
  - After hearing the stimuli, the individual is asked to reproduce them aloud as it comes to one ear: “shadowing”.
  - In this process, individual can easily identify the talking person as man or woman and whether change in voices takes place during the message or not.
- 

**Form-Perception:**

- A perceptual phenomenon in which we perceive the shape, form or pattern of any object\_\_\_ give name to objects as house, tree, table, chair etc

**Mainly it involves two important principles:**

- Figure- ground relationship
- Contours

**Figure- Ground Relationship:**

Our perceptual tendency to see objects with the foreground as well as the background\_\_\_ the object is being recognized with respect to its back ground e.g. Black board and chalk, painting against the wall etc. It is a vise-versa relationship i.e., figure cannot be observed without a ground and ground cannot be recognized without having a figure.

**Contours:**

Perceptual phenomenon in which we are able to maintain a difference of the form from its background due to the perception of contours e.g. In observing the paper, which has two colors, white and black\_\_\_ there is no contour at all. But as it becomes lighter rather than becoming dark, a person can simply identify the difference. And when the difference is much apparent, we simply divide into two parts as light and dark and skip different shades as lighter or darker\_\_\_ where brightness changes suddenly, we perceive contours.

---

**Motion Perception:** Motion simply means the relative/ progressive change in the position of the person in space with time. Objects cannot be perceived fully when in motion. It is also difficult due to the fact that our eyes cannot follow the moving object with great precision and efficiency all the time.

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**Relative Motion:** While looking at moving automobiles, the ones that are nearer seem to be moving more rapidly than those at a moderate distance, and those that are more distant seem to be moving along. Relative motion can also be interpreted through experience, when one can fairly tell the speed of a train or a bus by noticing outside the window as to how rapidly the nearby objects are passing.

---

**Radical Motion:** A movement directly towards or away from the observer. Continuous and radical motion is being perceived when the retinal image continuously changes. The change in size of the retinal image gives the perception of motion.

---

**Perceptual Constancy:** A perceptual tendency to perceive object as unchanging in size, shape, color, lightness etc., even though changes in illumination and retinal image do take place

**Lightness Constancy:** object’s lightness or brightness remains the same in spite of changes in illumination.

**Color Constancy:** color of the object remains the same in spite of changes in lighting conditions

**Shape Constancy:** Means the shape of the object remains the same in spite of some changes in its orientation.

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**Size Constancy:** refers to our ability or tendency to perceive objects as remaining of the same size despite having distance from the observer

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### **Visual Illusion**

Also known as optical illusion. Illusion is misperception, or false perception.

It is when the physical stimulus constantly and persistently produces error in perception

**Muller- Lyer Illusion:** The visual illusion in which the two lines of the same lengths appear different because of the change in position of arrows at each end of two lines\_\_ arrows pointing out appear shorter than the arrows pointing inwards.

### **Causes of Illusions**

- Sensory deficits and defects
- Readiness and expectation
- Atmospheric variables
- Effect of drugs
- Artistic manipulation

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**Consciousness:** The awareness of the sensations, thoughts, feelings and emotions, events, and surroundings that are experienced by a person.

### **Varied States of Consciousness**

- Sleep
- Dreaming
- Hypnosis and Meditation
- Drug induced states

### **Sleep**

- A state of total or partial unawareness ranging from slight wakefulness to light tranquility, to nearly total detachment from the external world.
- Sleep is the time of rest and rejuvenation for the body.
- The muscles and the nerves relax.
- The body recharges its energy for the hours of work to come the next day.
- Sleep Stages: Stage-1, Stage-2, Stage-3, Stage-4

### **REM: Rapid Eye Movement Sleep**

- Occurs during stage-1 sleep
- Eyes move back and forth
- Sleep is very deep and the major muscles seem as if paralyzed
- Difficult to wake up the person during REM sleep.
- Usually people dream during REM.
- It is thought that eyes move back and forth during REM because they are following the action-taking place in dreams.
- REM sleep plays an important part in a person's life, both physical and psychological, as the body needs a certain amount of REM sleep.
- Experiments have shown that people whose REM sleep was interrupted and disturbed by being awakened, exhibit a rebound effect.

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### **Sleep Deprivation Effects:**

- Sleep deprivation in humans as well as animals has adverse effects although temporary
- Sleep deprivation affects all faculties, mental and physical: causes fatigue, and irritability; concentration and logical thinking are adversely affected.
- Reaction time is slowed.
- Sleep Deprivation may have serious consequences in case of academic performance, automobile driving, and certain professions requiring sharp alertness of mind and body.

### **Sleep Disorders**

Sleep related problems ranging from inability to sleep, to difficulty falling to sleep, to interrupted sleep, to feeling sleepy even when one has had enough hours of deep sleep; Generally known by the name of Insomnia, sleep disorders include sleep walking and sleep talking as well.

### **Causes of Sleep Disorders**

- Stress
- Preoccupation (concern or fear etc.)
- Mental illness
- Noise pollution
- Digestive problems
- Physical illness
- Drug abuse and medication
- High caffeine intake and many other

### **Practical Steps for Getting Rid of Most Sleep Problems**

- Avoid taking sleeping pills.
- Fix a place/room where you will go to sleep every night, and do not do anything else over there.
- Keep television away from your sleeping place, and if it is there NEVER EVER watch an interesting movie or program at sleep time.
- Develop a habit of reading at bedtime, but NEVER EVER read an interesting or exciting book.
- If you are in your bed and still can't go to sleep, then get out of the bed and take a round around the house and come back. Develop a habit of rising early in the morning every day, at the same time.
- Do not change your sleep time.
- Learn some relaxation exercises.
- Avoid caffeine.
- Avoid heavy meals at night, and eat your dinner about two hours before bedtime.
- A glass of warm milk helps quite often.

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### **Dreams** and Sleeping

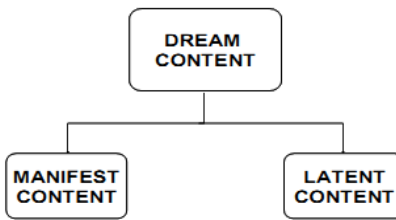
- Dreams are mental experiences during sleep.
- Every body dreams though they may forget the contents.

**Dreams in Freudian Approach:** Dreams reflect unconscious needs, desires, and impulses.

**Dreams have two levels of dream content:** manifest and latent.

**Manifest content:** The obvious, apparent part: what a dream appears to be to the dreamer.

**Latent content:** The dream's true meaning, which is usually disguised or distorted by dream work.



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### **Hypnosis**

- A condition in which the person is in a highly suggestible state.
- Following a number of instructions by the hypnotist, the person enters a trance and follows the suggestions or further instructions without resistance.
- The instructions are followed even after the person is out of the trance.
- However, a hypnotic state does not mean total loss of will; people may not follow instructions that clash with their moral/ethical ideology.
- It is primarily a varied state of consciousness in which one is not fully awake.

### **Why Do People Go For Hypnosis?**

People may choose hypnosis as a therapy for various reasons:, e.g. for:

- Quitting smoking
- Quitting alcohol
- Pain management
- Assertiveness training/overcoming shyness
- Improving sport performance
- Treatment of psychological problems (fears/ phobias)
- Eating Disorders
- Recalling events

**How Effective Is Hypnosis?** There is no conclusive evidence available in this regard.

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### **Meditation**

- The person learns (after instruction) to refocus attention and to concentrate in such a way that he/she is totally detached from all the unwanted stimulation for as long as he/she desires.
- For focusing attention a word, syllable, or sound may be repeated e.g. the way we do in transcendental meditation (TM).
- In some forms of meditation some object e.g. a marble, crystal, candle flame, or picture may be used
- The main idea is to concentrate.

### **Physiological changes due to meditation**

- Decreased heart rate
- Lowered blood pressure
- Lessened oxygen usage
- Changed brainwave pattern

### **How does meditation affect?**

- It gives a heightened feeling of relief and relaxation.
- Concentration is sharper.
- Insight is improved and problem solving better.
- It has a positive effect on health, and in some studies longevity has been found to be associated with prolonged practice of TM.

---

**Drug Induced States:** Changes in consciousness due to use/abuse of different drugs.

### **Psychoactive drugs:**

- Drugs that affect behavior and mental processes including cognitions, emotions and perceptions.
- More deep rooted and adverse effects are caused by the addictive drugs; drugs causing dependence.

### **Effects of Drugs**

- Withdrawal effects
- Overdose effects

### **Categories of Drugs**

- Stimulants
- Depressants
- Narcotics
- Hallucinogens

### **Why do people take drugs?**

- Addiction
  - Role modeling
  - Peer pressure
  - Stress/ Relaxation
  - Thrill/Excitement/Experimenting
- 

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**Learning:** A relatively permanent change in behavior that takes place as a result of practice and/or experience. Learning usually refers to improved performance, acquisition of skills, and a positive change in behavior; however the change may also be negative in nature

**There are varieties of learning:**

- i. Verbal learning:** Basically man is a verbal learner who learns about the environment through experiences
  - ii. Motor learning:** It involves the practical application of the learned phenomena. e.g. learning the skills like playing football, tennis, cricket etc; or the training of technicians whose motor skills need to be highly efficient.
  - iii. Problem solving:** Problem solving tasks usually involves trial and error and primarily includes verbal processes. While doing the problem-solving task, individual learns many responses that can be helpful for him in different situations
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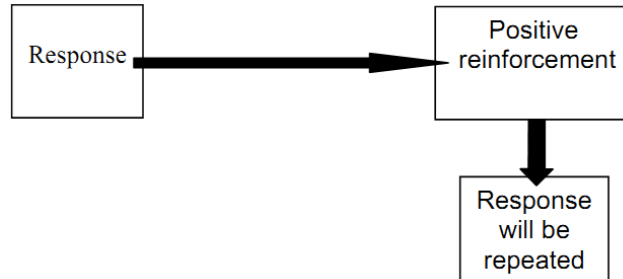
**OPERANT CONDITIONING:**

Operant conditioning forms an association between a behavior and a consequence

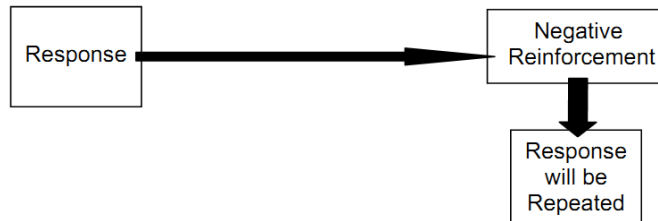
**Consequences of Behavior:**

**Reinforcement:** Increasing the probability that preceding behavior will be repeated through a stimulus.

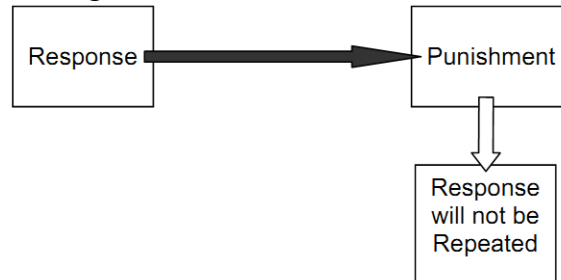
**Positive Reinforcer:** A stimulus whose introduction brings about an increase in the preceding response.



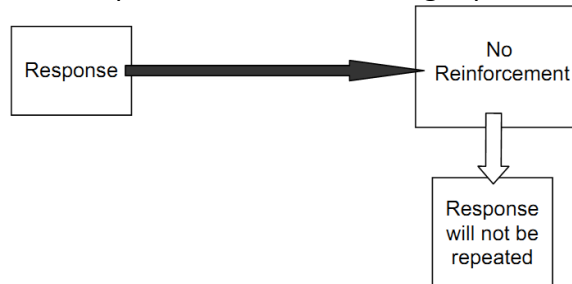
**Negative Reinforcer:** A stimulus whose removal reinforces and leads to a higher chance that the response bringing about this removal will be repeated.



**Punishment:** An unpleasant or painful stimulus whose introduction following a certain behavior decreases likelihood that the behavior will occur again.



**No reinforcement:** This also deters or stops a behavior from being repeated.



**Applications of Operant Conditioning in Everyday Life**

- Child rearing
- Classroom management
- Teaching of skills

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- Animal taming
  - Advertising
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## PSY101- Introduction to Psychology (Midterm MCQ's)

Laws of perceptual organization were proposed by which of the following school of thought?

- ▶ Functionalism
- ▶ Structuralism
- ▶ **Gestalt school**
- ▶ Behaviorism

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Today psychology is considered as the scientific study of which of the followings?

- ▶ Mind
- ▶ Conscious experiences
- ▶ **Behavior and mental processes**
- ▶ Soul

Who among the followings is known as “father of Greek medicines”?

- ▶ Socrates
- ▶ Plato
- ▶ Aristotle
- ▶ **Alcameon**

Who among the followings gave the concept of Insight?

- ▶ Max Wertheimer
- ▶ **Wolfgang Kohler**
- ▶ James Rowland Angell
- ▶ James Mckeen Cattell

Who among the followings regarded as the “Father of Medicine”?

- ▶ Hippocrates
- ▶ **Kraepelin**
- ▶ Plato
- ▶ Socrates

Who among the followings is the author of the book “The Origin of Species”?

- ▶ Emil Kraepelin
- ▶ Paul Broca
- ▶ Wilhelm Griesinger
- ▶ **Charles Darwin**

Which of the following is incorrect about insulin-shock therapy?

- ▶ In this therapy the coma is caused because of a reduction in blood sugar level.
- ▶ **It has found to be effective with schizophrenics, addicts etc., if used with psychotherapy.**
- ▶ It was developed by Paul Broca who was a French surgeon and anthropologist
- ▶ It is used to cure psychological disorders by administrating insulin.

Which of the following can increase the likelihood of occurrence of a behavior?

- ▶ Extinction

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▶ **Reinforcement**

- ▶ Punishment
- ▶ Insight

Identify where we stop reinforcement and behavior extinguishes.

- ▶ Generalization
- ▶ Extinction
- ▶ Spontaneous recovery

▶ **Shaping**

Which of the following law is given by Thorndike that all responses followed by satisfaction are stamped into an individual and he learns those responses?

- ▶ Law of exercise
- ▶ **Law of effect**
- ▶ Law of insight
- ▶ Law of belongingness

Which perspective of psychology emerged out of a desire to understand the conscious mind, free will, human dignity, and the capacity for self-reflection and growth?

- ▶ **Humanistic**
- ▶ Behavioral
- ▶ Gestalt
- ▶ Psychodynamic

Which of the following process is suggested by Bandura that help human behavior to learn?

- ▶ Intention
- ▶ **Observation**
- ▶ Insight
- ▶ Reinforcement

Fatima is using newspaper records to study the rate of crime during the past 20 years. Which type of method is she utilizing?

- ▶ Participant Observation
- ▶ Structured Observation
- ▶ Field experiments
- ▶ **Archival data**

Gene that only influences the expression of a trait when paired with an identical gene is known as what?

- ▶ **Dominant**
- ▶ Mutated
- ▶ Recombinant
- ▶ Recessive

Which of the following is the correct order for Piaget's four stages of development?

- ▶ Preoperational, sensory-motor, concrete operations, formal operation
- ▶ Concrete operations, preoperational, sensory-motor, formal operation
- ▶ **Sensory-motor, preoperational, concrete operations, formal operation**
- ▶ Preoperational, concrete operations, sensory-motor, formal operation

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Which of the following is a scan showing biochemical activity within the brain at any given moment?

- ▶ CAT
- ▶ MRI
- ▶ EEG
- ▶ **PET**

Which of the following statement best describes “Hormones”?

- ▶ The male gonads
- ▶ Chemicals found in the synaptic vesicles, which when released have an effect on the next cell
- ▶ **Chemicals released into the bloodstream by the endocrine glands**
- ▶ The female gonads

What do we call thyroid enlargement?

- ▶ Vitamin deficiency goiter
- ▶ Calcium deficiency goiter
- ▶ Protein deficiency goiter
- ▶ **Iodine deficiency goiter**

Which part of the eye is a muscle that regulates the size of the pupil?

- ▶ **Retina**
- ▶ Sclera
- ▶ Iris
- ▶ Lens

Which type of hearing problem can be reduced with ordinary hearing aids?

- ▶ Central deafness
- ▶ **Auditory pathway deafness**
- ▶ Conduction deafness
- ▶ Sensory-neural deafness

In Watson’s experiment, when little Albet was being conditioned to the fear of a rat, afterwards he used to be afraid of cotton balls as well. This concept is known as what?

- ▶ **Stimulus generalization**
- ▶ Extinction
- ▶ Spontaneous recovery
- ▶ Higher order conditioning

When Pavlov presented the bell (CS) continuously without the presentation of the meat powder (US), the dog's salivation decreased. This process is known as what?

- ▶ Stimulus generalization
- ▶ Spontaneous recovery
- ▶ Extinction
- ▶ **Reinforcement**

A child overcomes her fear of snakes by observing another child repeatedly handle snakes. This is an example of which of the followings?

- ▶ Cognition therapy

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- ▶ Systematic desensitization
- ▶ **Modeling**

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- ▶ Contingency contracting

Cognitive approach emphasizes on all of the followings EXCEPT:

- ▶ Feelings
- ▶ Thoughts
- ▶ Thinking

---

- ▶ **Genetic makeup**

A child learns that whenever he eats all of his dinner; he will get a cookie for dessert. This type of learning is best example of which of the following?

- ▶ Operant conditioning

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- ▶ **Classical conditioning**
- ▶ Biofeedback theory
- ▶ Social learning theory

After every third wicket taken by an individual of the Pakistan cricket team, the coach rewards the player. What schedule of reinforcement is being used?

- ▶ **Fixed ratio schedule**

---

- ▶ Variable ratio schedule
- ▶ Variable interval schedule
- ▶ Fixed interval schedule

An employee receives a reward every 45 minutes. In which type of reinforcement schedule organism is reinforced after pre fixed time of intervals?

- ▶ Fixed Ratio Schedule
- ▶ Variable Ratio Schedule

---

- ▶ **Variable Interval Schedule**
- ▶ Fixed Interval Schedule

The brain and the spinal cord comprise which of the following nervous systems?

- a) Central nervous system**
- b) Peripheral nervous system
- c) Autonomic nervous system
- d) Sympathetic nervous system

The lobe of the cerebral cortex responsible for motor control and higher mental processes is known as the \_\_\_\_\_.

- a) Occipital lobe
- b) Temporal lobe
- c) Parietal lobe

---

- d) Frontal lobe**

The band of muscles behind the cornea that gives the eye its color and controls the size of the pupil is known as the \_\_\_\_\_.

- a) Sclera

---

- b) Iris**

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- c) Pupil
- d) Cornea

The \_\_\_\_\_ theory suggests color vision depends on red-green, blue-yellow, and black-white processes in the brain. It suggests that the receptor cells are linked in pairs and they work in opposition to each other.

- a) Figure-ground
- b) Trichromatic
- c) Photopigment
- d) Opponent-process**

Which of the following glands abnormal secretion result in a condition called “cretinism”?

- a) Parathyroid gland
- b) Thyroid gland**
- c) Pancreas
- d) Gonads

What is conduction deafness?

- a) Hearing loss due to failure of the auditory nerve
- b) Hearing loss due to problems with the bones of the middle ear**
- c) Hearing loss due to failure of the visual nerve
- d) Hearing loss due to problems with the bones of the outer ear

Who will be interested to study how cognitions are acquired and used in various groups and institutional settings?

- a) Anthropologists
- b) Computer scientist
- c) Sociologists**
- d) Geeks

\_\_\_\_\_ refers to the degree of stability or change across the life span.

- a) Temporal aspects**
- b) Situational aspects
- c) Environmental aspects
- d) Spatial aspects

Who developed REBT (Rational Emotive Behavior Therapy)?

- a) George Kelly
- b) John Dollard
- c) Albert Ellis**
- d) Neal Miller

In which of the following stage, OEDIPUS COMPLEX is observed?

- a) Oral stage
- b) Anal stage
- c) Phallic stage**
- d) Genital stage

A child who gives many answers in response to a question resorts to the process of \_\_\_\_\_.

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- a. Convergent thinking
- b. Latent thinking
- c. Divergent thinking**
- d. Critical thinking

**A type of thinking which is aimed at solving problems or creating something new is called:**

- a. Creative thinking**
- b. Autistic thinking
- c. Directed thinking
- d. Symbolic thinking

**Which one of the following best supports the heuristic approach of problem solving?**

- a. Trying different responses until one works
- b. Following a rule that guarantees a solution to a specific type of problem
- c. Applying solutions that were previously successful with other problems similar in underlying structure
- d. Employing rules of thumb suggested by our experience that are often used to solve problems**

**Which one of the following is not a secondary/learnt motive?**

- a. Achievement
- b. Power
- c. Hunger**
- d. Curiosity

**\_\_\_\_\_ are enduring dimensions of personality characteristics that differentiate a person from others**

- a. Behaviour
- b. Personality
- c. Traits**
- d. All of the given options

**In \_\_\_\_\_ defense mechanism, a person reverts back to a stage that was satisfying.**

- a. Sublimation
- b. Repression
- c. Denial
- d. Regression**

**Hunger, thirst and sleep are the\_\_\_\_\_.**

- a. Learnt motives
- b. Primary motives**           hunger, thirst, need for sleep, air, excretion
- c. Social motives
- d. None of the given options

**A correlation is a numerical measure of the\_\_\_\_\_.**

- a) Unintended changes in participant's behavior due to cues from the experimenter.
- b) Behaviors of participants of different ages compared at a given time.
- c) Behaviors of participants followed and periodically assessed over time.
- d) Strength of relationship between two variables.**

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An adjustment in the lens shape in order to keep images in sharp focus is called:

- a) lens-image inversion
- b) top-down processing
- c) Accommodation**
- d) Optical adaptation

A researcher stops people at the mall and asks them questions about their attitude toward gun control. Which research technique is being used?

- a) Survey**
- b) Experiment
- c) Naturalistic observation
- d) Case study

As Saadia is walking across the campus, a car swerves toward her. Her heart beat races and sweat breaks out as she jumps out of harm's way. This mobilization of energy is due to the action of Saadia's \_\_\_\_\_ system:

- a) Sympathetic**
- b) Para sympathetic
- c) Somatic nervous
- d) Skeleton nervous

What two categories of dream content did Sigmund Freud described?

- a) Latent and manifest**
- b) Poetic and realistic
- c) Delusional and hallucinatory
- d) Literal and symbolic

In survey research method:

- a) Existing data are examined
- b) A control group is necessary
- c) New data is generated
- d) A sample of people are asked questions**

A psychologist with a \_\_\_\_\_ perspective focuses on how people know, understand, and think about the world:

- a) Psychodynamic
- b) Behavioral
- c) Humanistic
- d) Cognitive**

The change that an experimenter deliberately produces in a situation is called:

- a) The experimental manipulation**
- b) Randomization
- c) Replication
- d) The control group

The proper sequence of structures that sound passes when it enters the ear is the following:

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- a) Oval window, eardrum, stirrup, cochlea
- b) Cochlea, stirrup, eardrum, oval window
- c) Stirrup, eardrum, oval window, cochlea
- d) Eardrum, stirrup, oval window, cochlea**

The endocrine system is a \_\_\_\_\_ communication network that sends messages throughout the nervous system via the bloodstream:

- a) Photo
- b) Neural
- c) Electrical
- d) Chemical**

Which memory system provides us with a very brief representation of all the stimuli present at a particular moment?

- Sensory memory**
- Short-term memory
- Long-term memory
- Primary memory

\_\_\_\_\_ of the following perspectives would be associated with free will.

- Behavioral
- Psychodynamic
- Biological
- Humanistic**

In the statement “Critical thinking requires reasoned judgments,” the word reasoned means \_\_\_\_\_

- Giving it a lot of thought
- Seeing one side of an argument very clearly
- Focusing on opinion
- Logical and well thought out**

Critical thinking means making judgments based on \_\_\_\_\_.

- Emotion
- Authority and expertise
- Keeping a closed mind
- Reason and logical evaluation**

The behavioral treatment approaches assume that abnormal behavior is \_\_\_\_\_.

- Learned**
- A function of dysfunctional cognitions
- A consequence of restricted growth potential
- The result of a biological dysfunction

What is one similarity shared by clinical psychologists and psychiatrists?

- They diagnose and treat people experiencing behavioral and emotional problems.**
- They have the same training experiences after college
- They view abnormal behaviors as arising from the same causes.
- They obtain the same graduate degree

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Galton considered intelligence to be \_\_\_\_\_.

a. Not heritable

**b. Similar between most people**

c. A property of our nervous system or hereditary

d. The product of social differences

If a man experiences chest pains while at a department store, and later experiences anxiety attacks when visiting department stores, this can be explained by what type of learning?

a. Operant

**b. Classical conditioning**

c. Observational

d. Vicarious

Social phobia is characterized by \_\_\_\_\_.

**a. A fear of people**

b. A fear of rejection

c. A fear of social situations

d. A fear of social isolation

Who was the founder of REBT?

**a. Allbert Ellis**

b. Aron beck

c. Albert Einstein

d. Aron Feldr

Which one is NOT a type of schizophrenia?

a. Disorganized type

b. Catatonic type

c. Paranoid type

**d. Differentiated type**

Name the concept when there is a feeling of integration between the self and ideal self.

a. Empathy

b. Respect

**c. Congruence**

d. Genuineness

\_\_\_\_\_ Is a defense mechanism which refuses to acknowledge or accept anxiety provoking thoughts or impulses.

i) Displacement

**ii) Denial**

iii) Projection

iv) None of the above

Structures of consciousness, according to psychodynamic approach, are conscious, subconscious, \_\_\_\_\_ and unconscious.

i) Super conscious

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- ii) Hyperconscious
- iii) Non conscious
- iv) None of the above**

The therapy based upon \_\_\_\_\_ theory is too time consuming and therefore expensive.

**i. Psychodynamic**

- ii. Psycho social
- iii. Trait
- iv. None of the above

\_\_\_\_\_ described personality in terms of two major dimensions.

- i. Cattell
- ii. Eysenik**
- iii. Adler
- iv. None of the above

TAT is a \_\_\_\_\_.

- i) Self Report Inventory
- ii) Projection Test**
- iii) Perception Test
- iv) None of the above

\_\_\_\_\_ was the first to use the term “Mental Test” for devices used to measure intelligence.

- i) Galton
- ii) Cattell**
- iii) Thorndike
- iv) None of the above

Binet and Simon were \_\_\_\_\_ scientists. They were the first to measure intelligence formally.

- i) German
- ii) American
- iii) French**
- iv) None of the above

Cole and Hass gave the idea of \_\_\_\_\_.

- i) Social Intelligence
- ii) Moral Intelligence**
- iii) Emotional Intelligence
- iv) None of the above

\_\_\_\_\_ has a dual function. Its functions are both arousing and alarming.

- v) S.N.S
- vi) P.N.S
- vii) A.N.S (Automatic Nervous System)**
- viii) None of the above

J.B. Watson talked about three main emotions anger, love and \_\_\_\_\_.

- v) Disgust

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vi) **Fear**

- vii) Sadness
- viii) None of the above

**According to Piaget, children's thinking develops through two simultaneous processes. Identify them.**

**a. Assimilation and accommodation**

- b. Assimilation and mental representation
- c. Mental representation and equilibrium
- d. Equilibrium and accommodation

**Which of the following statement best describe Erik Erikson?**

- a. He was an id psychologist
- b. He developed a theory based on social rather than sexual relationships**
- c. He described archetypes
- d. He gave the concept of basic anxiety

**Which of the followings are the branch-like structures that receive messages from other neurons?**

- a. Nerve bundles
- b. Axons
- c. Dendrites**
- d. Synapses

**The peripheral nervous system consists of \_\_\_\_\_.**

- a. The spinal cord and autonomic system
- b. All nerves in the brain and the spinal cord
- c. The brain and the autonomic system
- d. All the nerve cells that are not in the brain and spinal cord**

**The fovea is made up of what?**

- a. All cones and no rods**      Fovea: The very sensitive and important part of the retina that aids in focusing; it is the area of best vision
- b. Mostly cones with some rods
- c. All rods and no cones
- d. Mostly rods with some cones

**What are the hammer, anvil, and stirrup?**

- a. Types of sound that most people can detect
- b. Tiny bones located in the middle ear**
- c. Types of cones on the retina
- d. Words often used by audiologists in testing for hearing difficulties

**Which of the following is not one of the Gestalt principles?**

- a. Figure and ground
- b. Proximity
- c. Synchronicity**
- d. Closure

**Which of the following statement best describes the concept of an illusion?**

- a. It is due to the action of the rods versus the cones in the retina
- b. Corresponds directly to something that you dreamed

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c. It is the same thing as a vision

**d. It is a perception that does not correspond to reality**

**All of the following statements concern with the concept of learning EXCEPT:**

a. Learning is relatively permanent

b. Learning involves experiences

**c. Learning is another word for physical growth**

d. Learning involves changes in behavior

**Drugs that speed up the functioning of the nervous system are called \_\_\_\_\_.**

**Stimulants**

Psychogenics

Narcotics - Create a feeling of relaxation, and alleviate anxiety and pain

Depressants - Slowed down nervous system

**According to Sigmund Freud, the important underlying meaning of our dreams is found in the \_\_\_\_\_.**

Manifest content

Deep content

**Latent content**

Subliminal content

**Freud's psychoanalytic theory of dreaming states that \_\_\_\_\_.**

**The purpose of dreaming is to express unconscious wishes, thoughts, and conflicts**

Dreaming is a by-product of a process of eliminating or strengthening neural connections

The purpose of dreaming is to resolve current concerns and problems

There is no purpose to dreaming; dreams occur because of random brain stem signals

**4. Daydreaming, meditation, intoxication, sleep, and hypnosis are all types of \_\_\_\_\_.**

**Altered states of consciousness**

Waking consciousness

Self-awareness

Self-absorption

**5. The branchlike structures that receive messages from other neurons are called \_\_\_\_\_.**

Nerve bundles

**Dendrites**

Axons

Synapses

**The idea that learning occurs and is stored up, even when behaviors are not reinforced, is called \_\_\_\_\_.**

Innate learning

Insight

Placebo learning

**Latent learning**

**In operant conditioning, \_\_\_\_\_ is necessary to create the association between the stimulus and the voluntary response.**

The law of negative effect

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A long time delay

Conditional emotional linkages

### **Reinforcement**

Receptor cells in the retina responsible for color vision are \_\_\_\_\_.

**Cones** - Retinal receptors, cone-shaped and light sensitive, concentrated near the center of retina.

Concerned with sharp focusing, fine details and color sensation;

Rods - Retinal receptors which are long, cylindrical, and light sensitive; that can only detect black, white and gray; they function well in dim light, and are largely insensitive to color and small details\_\_ functions when cones do not respond

Bipolar cells

Ganglion cells

The branch of psychology that studies cognition, and related areas issues are called\_\_\_\_\_.

1. Forensic psychology
- 2. Cognitive psychology**
3. Counseling psychology
4. Clinical psychology

Dr. Usman studies the diagnosis, causes, treatments, and prevention of mental illnesses. Which type of psychologist is Dr. Usman?

- a) Clinical psychologist**
- b) Developmental psychologist
- c) Forensic psychologist
- d) Health psychologist

Which one of the following models believes that behavior is motivated by inner forces over which individuals have little control?

- a) Cognitive model
- b) Psychodynamic model**
- c) Humanistic model
- d) Behavioral model

Which one of the following schools of thought focused on what the mind does and how it does?

- a) Structuralism
- b) Functionalism**
- c) Gestalt
- d) Behaviorist

Which one of the following drugs is a stimulant?

- a) Nicotine**
- b) Lorazepam
- c) Barbiturates
- d) LSD

Tahir often experiences intense feelings of anger and frustration. In order to cope with these feelings, he enrolls in a kickboxing class as an outlet for his emotions. Tahir's actions are an example of which type of defense mechanism?

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- a) Projection
- b) Displacement
- c) Repression
- d) Sublimation**

**Which type of learning process did Burrhus Frederic Skinner describe?**

- a) Classical Conditioning
- b) Modeling
- c) Observational Learning
- d) Operant Conditioning**

\_\_\_\_\_ refers to genetic composition of a person.

- a) Genotype**
- b) Phenotype
- c) Monotype
- d) None of the given options

**In a correlational study, when one variable goes up as another goes down is known as a \_\_\_\_\_.**

- a) Positive Correlation
- b) No Correlation
- c) Negative Correlation**
- d) Illusory Correlation

**A researcher accessed information on the Internet from a series of surveys of women that was conducted during the 1970s and 1980s. The data were analyzed to examine changes in attitudes and behaviors over time. Which of the following method was used?**

- a) Participant observation
- b) Case study
- c) Archival data**
- d) Field experiments

**A researcher wants to study the effects of violence displayed in movies on children behavior. In this research violence displayed in movies is the \_\_\_\_\_ variable as it is manipulated by the experimenter.**

- a) Independent**
- b) Dependent
- c) Confounding
- d) All of the given options

**John B. Watson believed that psychology should involve the study of \_\_\_\_\_.**

- a. Consciousness
- b. The brain
- c. The mind
- d. Behavior**

**A(n) \_\_\_\_\_ is a measure of how strongly two variables are related to one another.**

- a. Independent variable
- c. Correlation**
- b. Experimental effect

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c. Dependent variable

A variable that the experimenter manipulates is called a(n) \_\_\_\_\_.

a. Control condition

**a. Independent variable**

b. Coefficient of correlation

c. Dependent variable

Observing behavior as it happens in real-life natural settings without imposing laboratory controls is known as the \_\_\_\_\_.

**a. Naturalistic observation method**

b. Experimental method

c. Psychometric approach

d. Survey method

Who claimed that behavior is affected by positive reinforcement?

**a. B. F. Skinner**

b. Sigmund Freud

c. William James

d. Wilhelm Wundt

A detailed description of a particular individual being studied or treated is called \_\_\_\_\_

a. A single-blind study

b. A representative sample

c. A naturalistic observation

**d. A case study**

The psychodynamic perspective was based on the work of \_\_\_\_\_.

**a. Freud**

b. Watson

c. Gestalt

d. Wundt

Who was an early proponent of functionalism?

a. Wilhelm Wundt

b. Ivan Pavlov

**c. William James**

d. Max Wertheimer

Which of the following terms do NOT belong together?

a. Natural selection; functionalism

b. Psychoanalysis; unconscious conflict

**c. Structuralism; observable behavior**

d. Gestalt; whole

“The whole is greater than the sum of the parts” is a statement associated with the perspective of \_\_\_\_\_

a. Introspection

**b. Gestalt psychologists**

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- c. Psychoanalysis
- d. Functionalism

**A branch of psychology that studies the psychology in action at the workplace is known as which of the following?**

- Clinical psychology
- Forensic psychology
- Health psychology

**Industrial / Organizational Psychology**

**Which of the followings model focuses on how people know, understand and think about the world?**

**Cognitive model**

- Behavioral model
- Humanistic model
- Psychodynamic model

**Which of the following school of thought gave emphasis on the structure of consciousness?**

- Behaviorism
- Functionalism

**Structuralism**

- Gestalt school of thought

**Which of the following system is a chemical communication network that sends messages through out the nervous system via the bloodstream?**

**Endocrine**

- Neuron
- Electrical
- Central

**During which stage of development, the Oedipal and Electra complex takes place?**

- The Latency Period
- The Anal Stage
- The Oral Stage

**The Phallic Stage**

**Which of the following will happen where we stop the reinforcement and the behavior will be extinguished?**

- Generalization

**Extinction**

- Spontaneous recovery
- Shaping

**Identify who among the following developed his system of psychotherapy called Client Centered Therapy**

- Alfred Adler
- William. H. Sheldon
- Albert Ellis

**Carl Rogers**

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The recording of the behavior of people or animals in their natural environments, with little or no intervention by the researcher is known as what?

Experimental research

**Naturalistic observation**

Manipulative research

Laboratory observation

When a detailed description of a particular individual is gathered, this sort of data collection is known as

A single-blind study

A representative sample

A naturalistic observation

**A case study**

The branch of psychology that studies how physiological and social changes take place over the lifespan is known as what?

Forensic Psychology

**Developmental Psychology**

Clinical Psychology

Social Psychology

\_\_\_\_\_ focuses on the unconscious forces that drive or motivate human behavior.

- **Psychodynamic model**
- Functionalism
- Structuralism
- Gestalt psychology

The process of constructing comparable, exposure and comparison groups is called \_\_\_\_\_

- Time series design
- Prospective design
- Retrospective design
- **Matching**

\_\_\_\_\_ gave the concept that human capacity for learning the language is innate.

- Jean Piaget
- **Noam chomsky**
- Stanley schacter
- Tolman

\_\_\_\_\_, a French surgeon and anthropologist, discovered speech centre in brain.

- **Paul Broca**
- Philippe Pinel
- Galen
- Cabanis

Psychology is defined as the science of:

- Sensation and perception.
- Experience and mental illness.

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- Culture and group dynamics.
- **Behavior and mental processes.**

**Who is considered the "father of psychology" by his establishment of the first psychology lab?**

**Wilhelm Wundt**

William James  
Sigmund Freud  
E. B. Tichener

**Which of the following is considered the founder of the psychodynamic perspective in psychology?**

Wilhelm Wundt  
William James  
**Sigmund Freud**  
E. B. Tichener

**The behaviorists believed:**

Psychology should emphasize the study of healthy people.

**Psychology should only study observable and objectively described acts**

Psychology should study the self examination of inner ideas and experiences.

All of the above.

**The psychological school of thought that stressed the whole or complete view of a situation was:**

Structuralism.  
Functionalism  
Behaviorism  
**Gestalt**

**According to this Psychological school of thought, to understand human behavior and thought, one must understand the unconscious mind and the key events that happened early in life that influence the unconscious mind. What is this school of thought?**

**Psychoanalysis.**

Functionalism  
Behaviorism  
Gestalt

**Manifest content of a dream is:**

**The obvious and apparent part**

Hidden content.  
Conscious part of dream.  
Overt part of dream.

**Who established the first psychology lab in the United States?**

**G. Stanley Hall**

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William James

Francis Cecil Sumner

Mary Whiton Calkins

**Edward Titchener used a method for studying the mind that became very popular during the Structuralist period. The method, called \_\_\_\_\_ required trained participants to report their conscious mental experiences to the investigator. For example, if a person was angry, they would report all of their experiences during the time they were angry.**

Empiricism

Functionalism

Contemplation

**Introspection.**

\_\_\_\_\_ is the school of thought in where psychology is defined as the study of the structure of the mind.

Functionalism.

Behaviorism.

**Structuralism.**

All of the above.

Which of the following is the ability to use logic, past experience, and learn information for mental processing?

Reasoning

Research

Thinking

**Perception**

Who suggested that most human behavior is learned by Observation?

**Albert Bandura**

Gordon Allport

George Alexander Kelly

William H. Sheldon

Which of the following is NOT a type of learning?

Verbal learning

Problem solving

Motor learning

**Synchronicity**

In which of the following type of learning; person's own association, experiences and relations with the phenomenon has been involved?

**Verbal learning**

Problem solving

Motor learning

Audio learning

Cognitive approach emphasizes on all of the followings EXCEPT:

Thoughts

Feelings

Thinking

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[Genetic makeup](#)

Which of the following is a rule; if it is applied, ensures the solution to the problem?

Heuristics

[Algorithms](#)

Both heuristics and algorithms

Logrithm

Which component has been called the outward expression of our emotions?

[Behavioral](#) - Behavioral Component

Physiological

Cognitive

None of the given options

Which one of the following processes is not the part of cognition?

Imagery

Thinking

Problem solving

[Motivation](#)

Critical thinking means making judgments about world based on which of the following?

Emotion

Authority and expertise

[Keeping a close mind](#)

Reason and logical evaluation

Which one of the following is not the primary motive?

Hunger                      hunger, thirst, need for sleep, air, excretion (Primary Motives)

Air

Warmth and cold

[Achievement](#)

In the theory of classical conditioning the acronym CR stands for which of the following?

Conditional reinforcement

[Conditioned response](#)

Contingent reflex

Contingent reflection

Which of the following is not one of the types of concepts?

Artificial concepts      *Concepts that have a unique set of traits and features*

Natural concepts      *Known, familiar and relatively simple concepts that have rather loose features to define and explain them*

[Prolonged concepts](#)

Prototype concepts      *Prototypes are used to define and explain objects and ideas that cannot be defined in a clear-cut and straightforward manner*

If reinforcement is withheld the response rate of the child declines and finally no response is shown by the child, this will be an example of which of the following?

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Reward

Shaping

**Extinction**

Acquisition

Who among the following gave the Cognitive Appraisal Theory of emotions?

Richard Solomon and John Corbit

**Richard Lazarus**

Albert Ellis

Cannon-Bard

All of the following statements concern with the concept of learning EXCEPT:

Learning is relatively permanent

Learning involves experiences

**Learning is another word for physical growth**

Learning involves changes in behavior

Which of the following is a desire, instinct or need that speeds up our behavior towards some goal?

**Motivation**

Learning

Vulnerability

Tendency

Human behavior is determined by the environment. This was proposed by which of the followings?

**Behaviorists**

Humanists

Psychoanalysts

Cognitivists

Which of the following is a rule; if it is applied, ensures the solution to the problem?

Heuristics

**Algorithms**

Both heuristics and algorithms

Logrithm

A Skinner box is most likely to be used in research on \_\_\_\_\_.

Classical conditioning

Cognitive learning

**Operant conditioning**

Vicarious learning

Who amongst the following used apes in his experiments for knowing the use of insight by animals in problem solving?

J. B. Watson

B. F. Skinners

**Wolfgang Kohler**

Jean Piaget

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Skinner used which of the following technique that means start reinforcing a behavior that is the first toward final behavior and then gradually reinforce successively closer approximations to the final behavior.

Shaping

Assertion

**Modeling**

Aversive

Learning to play a Piano is an example of which of the following?

Shaping

Classical conditioning

**Learning by insight**

Generalization

A child overcomes her fear of snakes by observing another child repeatedly handle snakes. This is an example of which of the followings?

Cognition therapy

Systematic desensitization

**Modeling**

Contingency contracting

In which of the following type of learning, an association is formed between a behavior and a consequence?

Classical conditioning

**Operant conditioning**

Modeling

Observational learning

Which of the following psychologist would argue that a criminal engages in unlawful behavior because he grew up around older boys who engaged in criminal activities?

**Behaviorist**

Psychoanalytic

Functionalist

Structuralist

The rate at which food converts into energy and then is expended by the body is known as what?

**Metabolism**

Deuteranopia

Calcitonin

Oxytocin

Secondary motives are also known as which of the following?

**Psycho-social motives**

Biological motives

Psychological motives

Emotional motives

Who among the following talked about the “cognitive maps”?

**Tolman**

Skinner

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Thorndike

Maslow

Which of the following is the main contribution of Kohler in the Gestalt School?

**Learning by Insight**

Learning by Imitation

Learning by Trial and Error

Learning by Conditioning

Organized bodies of information stored in memory are called what?

Norms

**Cognitions**

Schema

Traits

A German psychologist Wolfgang Kohler was one of the first psychologists who observed which of the following phenomenon?

**Insight**

Deductive reasoning

Inductive Thinking

Trial and error

All of the followings are the features of Unconscious EXCEPT:

Instinctual drives

**Perception**

Desires

Infantile wishes

Which part of brain controls positive emotions?

**The left hemisphere** - Positive emotion

Limbic system

The right hemisphere - Negative emotion

Cerebrum

With regard to the types of concepts; which of the following concept is known, familiar and relatively simple concept?

Artificial

**Natural**

Prototypes

Prolonged

The mind level below the level of conscious awareness is known as\_\_\_\_\_.

Pre conscious - *Part of the sub conscious that can be accessed by deliberate choice*

**Sub conscious**

Unconscious - *Part of the sub conscious that cannot be accessed directly, although impulses, ideas, and feelings may permeate out through other sources e.g. dreams, slips of tongue etc.*

Conscious - *Contains thoughts and feelings which one is immediately aware of*

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Which one of the following is not a secondary/learned motive?

Achievement

Power

**Hunger**                      *Primary Motive*

Curiosity

Which branch of psychology studies cognition, related areas and issues?

Thinking psychology

Experimental psychology

Developmental psychology

**Cognitive psychology**

According to Jung, which of the following is the energy for personal growth and development?

Archetypes

Superiority complex

**Libido**

Neurotic needs

A rectangle has two opposite sides equal, if it is not the case, then it is not a rectangle. This is an example of which of the following type of concept?

**Artificial**

Prototypes

Natural

Prolonged

All of the followings are the features of Unconscious EXCEPT:

Instinctual drives

**Perception**

Desires

Infantile wishes

Hunger, thirst and sleep are what?

Learned motives

**Primary motives**

Social motives

None of the given options

The ABC model suggests that an attitude has three components. Which of the following is not one of them?

Affect

**Perception**

Behavior

Cognition

According to "Theory of Emotions" given by Albert Ellis, emotions do not result from a single cause but originate from different ways. In this regard, all of the followings were identified by Albert Ellis EXCEPT:

Sensory-motor

Bio-chemical stimulation

**Reflex action**

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Cognitive and thinking processes

All of the followings are the methods of assessing personality EXCEPT:

Interview

Observation and behavioral assessment

Psychological tests

**Positron Emission Tomography (PET)** *a scan showing biochemical activity within the brain at any given moment*

In which of the following need a person has a tendency to seek impact, control, or influence over others?

Arousal

Achievement

Affiliation

**Power**

Learning approaches are primarily based upon the principles of all of the followings EXCEPT:

Classical Conditioning

Operant Conditioning

**Gestalt Principle**

Cognitive Learning

Which part of brain helps in expression through tone of voice and by controlling facial expression?

The left hemisphere

Limbic system

**The right hemisphere**

Cerebrum

Which of the following approach's main assumption is that "Human beings are capable of shaping their own destiny"?

Psychoanalytic

Behavioral

**Humanistic**

Existential

Who gave the theory of "humors"?

**Hippocrates**

Plato

Socrates

Kraepelin

Concepts that have unique sets of traits and features, easy to define and elaborate are known as what?

Artificial concepts

Natural concepts

**Prolonged concepts**

Prototype concepts

Relaxation exercises and meditation are the examples of what?

**Mental images**

Schema

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Concepts

Ideas

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