

BOROUGH OF MANHATTAN COMMUNITY COLLEGE  
City University of New York  
Department of Social Sciences

General Psychology: Psy 100-918  
Prof. Zorn, Adjunct Instructor-FALL 2011  
Final on Chapter 5

Name: \_\_\_\_\_ ID Number (last four digits of SS #): \_\_\_\_\_  
Date: \_\_\_\_\_ E-mail (Optional): \_\_\_\_\_

**Directions:** This take home is due one week from today. There are 30 questions worth four points each, plus one more for good luck. **Circle** all your answers. Return it to me and begin to enjoy the next chapter. **Now relax and do your best. Remember to breathe. Trust your brain and try to approach each question calmly and thoughtfully.**

Now, play with your knowledge!

1. Your psychology professor wants to help students learn how to write a high-quality research paper, so she posts an example of an A paper on the course website. You use this example as a model when writing your own paper. Which of the following concepts best describes how you learned to write your research paper?
  - A. Classical conditioning
  - B. Operant conditioning
  - C. Observational learning
  - D. Insight learning
  
2. The phenomenon of latent learning provides support for \_\_\_\_\_.
  - A. discrimination learning
  - B. purposive learning
  - C. associative learning
  - D. operant learning
  
3. Watching TV, you can see how advertisers cunningly apply classical conditioning principles to consumers by showing ads that pair something pleasant with a product in hopes that you, the viewer, will experience those positive feelings toward the product. In this situation the product is the \_\_\_\_\_.
  - A. unconditioned response
  - B. conditioned response
  - C. unconditioned stimulus
  - D. conditioned stimulus
  
4. Some bears kept in captivity allow veterinarians to routinely give them total body checkups. These bears open their mouths for teeth cleaning and present their paws for nail clipping. Your friend wonders how anyone could ever get these dangerous animals to be so cooperative without anesthesia. You, however, a psychology student, quickly surmise that the bears had been through an extensive \_\_\_\_\_ program.
  - A. fear extinction
  - B. discrimination
  - C. secondary reinforcement
  - D. operant conditioning

5. A reinforcer that acquires its positive value through experience is a(n) \_\_\_\_\_ reinforcer.
- A. primary
  - B. secondary
  - C. conditioned
  - D. unconditioned
6. \_\_\_\_\_ is considered a secondary reinforcer.
- A. Food
  - B. Water
  - C. Money
  - D. Sexual satisfaction
7. The \_\_\_\_\_ schedule of reinforcement is the most resistant to extinction.
- A. variable-interval
  - B. fixed-interval
  - C. fixed-ratio
  - D. variable-ratio
8. Random pop quizzes occur on a \_\_\_\_\_ schedule.
- A. variable-ratio
  - B. fixed-interval
  - C. variable-interval
  - D. fixed-ratio
9. Applied behavior analysis (behavior modification) programs rely on what principles of learning to help people develop programs to change?
- A. Classical
  - B. Operant
  - C. Insight
  - D. Observational
10. According to Bandura's model of observational learning, what are the four primary processes involved in observational learning?
- A. Attention, retention, motor reproduction, and reinforcement
  - B. Attention, retention, generalization, and discrimination
  - C. Acquisition, extinction, generalization, and discrimination
  - D. Unconditioned stimulus, unconditioned response, conditioned stimulus, conditioned response
11. According to Bandura's model of observational learning, which process determines whether or not an imitated or modeled act will be repeated?
- A. Attention
  - B. Motor reproduction
  - C. Replication
  - D. Reinforcement
12. Which of the following is (are) associated with Bandura's model of observational learning?
- A. UCS, CS
  - B. Reward, punishment
  - C. Discrimination, extinction
  - D. Retention, motor reproduction

13. According to Tolman's views on purposive learning, \_\_\_\_\_.  
A. Peter was afraid of the rabbit, because fear of rabbits was a high-probability reaction.  
B. you failed high school algebra because you didn't understand the S-R relationships.  
C. you work hard all week because you expect to get paid on Friday.  
D. Skinner's view on learning was too restrictive.
14. Tolman demonstrated that rats can learn to run a maze correctly even though they were never reinforced for successfully running through it. This demonstrated the phenomenon of \_\_\_\_\_.  
A. latent learning  
B. vicarious reinforcement  
C. insight learning  
D. trial and error learning
15. \_\_\_\_\_ is the species-specific biological predisposition to learn in certain ways but not others.  
A. Instinctive drift  
B. Instinctive learning  
C. Preparedness  
D. Conceptualization
16. When instinctive biological tendencies overwhelm the strength of reinforcement, \_\_\_\_\_ has occurred.  
A. insight learning  
B. instinctive drift  
C. expectancy learning  
D. latent learning
17. In Germany and Sweden, it is illegal for parents to spank their children. However, parents in the United States and Canada are among those who are the most favorably disposed toward corporal punishment. This finding illustrates how sociocultural influences \_\_\_\_\_.  
A. can affect the degree to which specific learning processes are used  
B. can affect the content of learning programs  
C. can prevent learning of cultural-specific contingencies  
D. affect the development of psychological preparedness
18. According to Dweck's research, what can you do to develop a growth mindset?  
A. Understand that intelligence and thinking skills are not fixed but can change.  
B. Become passionate about learning and challenging your mind.  
C. Think about the growth mindsets of people you admire.  
D. All of these
19. \_\_\_\_\_ is a theory of learning that focuses solely on observable behaviors, discounting the importance of such mental activity as thinking, wishing, and hoping.  
A. Psychoanalysis  
B. Behaviorism  
C. Humanism  
D. A mindset

20. \_\_\_\_\_ involves teaching a person to distinguish the difference between the original conditioned stimulus and other stimuli that are similar to the conditioned stimulus.
- A. Generalization
  - B. Discrimination
  - C. Spontaneous recovery
  - D. Latent learning
21. Little Albert was conditioned by John Watson to fear a white rat. Eventually, however, Albert became fearful of any stimulus that looked white and furry. He became scared not only of rats, but also of rabbits, and even Santa Claus's beard. This phenomenon is called \_\_\_\_\_.
- A. extinction
  - B. acquisition
  - C. generalization
  - D. spontaneous recovery
22. \_\_\_\_\_ occurs when the conditioned response dissipates after the anticipated reward is withheld.
- A. Spontaneous recovery
  - B. Generalization
  - C. Insight learning
  - D. Extinction
23. In John Watson's little Albert experiment, the white rat was the \_\_\_\_\_ and the loud noise was the \_\_\_\_\_.
- A. conditioned stimulus / unconditioned stimulus
  - B. unconditioned stimulus / conditioned response
  - C. conditioned response / conditioned stimulus
  - D. unconditioned response / unconditioned stimulus
24. \_\_\_\_\_ is one type of counterconditioning.
- A. Insight learning
  - B. Latent learning
  - C. Systematic desensitization
  - D. Expectancy learning
25. Taste aversion is a real-life example of which of the following types of learning?
- A. Insight learning
  - B. Classical conditioning
  - C. Observational learning
  - D. Latent learning
26. in operant conditioning \_\_\_\_\_.
- A. the consequences of behavior produce change in the probability of the occurrence of the behavior
  - B. the consequences of behavior is the CR to environmental stimuli
  - C. behavior is controlled by the environment
  - D. behavior is a consequence of the CS
27. According to Thorndike's law of effect \_\_\_\_\_.
- A. species-specific biological predispositions favor some learning styles over others
  - B. behaviors followed by desirable outcomes are strengthened and behaviors followed by undesirable outcomes are weakened
  - C. negative behaviors can be easily extinguished through classical conditioning
  - D. an organism will recover a previously conditioned response when placed in a novel

28. \_\_\_\_\_ refers to rewarding approximations of a desired behavior.

- A. Generalization
- B. Extinction
- C. Contiguity
- D. Shaping

29. In \_\_\_\_\_, the frequency of a behavior increases because it is followed by the removal of something unpleasant

- A. positive reinforcement
- B. negative reinforcement
- C. punishment
- D. classical conditioning

30. A reinforcer that is innately satisfying and does not require any learning to be perceived of as pleasurable is a \_\_\_\_\_ reinforcer.

- A. primary
- B. secondary
- C. conditioned
- D. classical

And one more for good luck...

31. Although behaviorists maintain that the principles of learning are the same for all species, \_\_\_\_\_.

- A. secondary reinforcers are likely to be more effective with animals than with humans.
- B. secondary reinforcers are likely to be more effective with humans than with animals.
- C. primary reinforcers are likely to be more effective with humans than with animals.
- D. primary reinforcers are likely to be less effective with animals.

Thanks for studying so hard, thinking together and sharing a great semester!

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