Chapter 2: Clues to Personality: The Basic Sources of Data

MULTIPLE CHOICE

1. When gathering data or clues about personality, the best policy is to _____.
   a. gather only a very small number of clues and focus on the important ones
   b. gather only clues that are certain not to be misleading
   c. rely solely on self-report data
   d. collect as many clues as possible

   ANS: D   DIF: Easy   REF: Data Are Clues
   OBJ: Applied   MSC: I.A

2. Because each kind of data has limitations, personality psychologists should _____.
   a. not bother collecting data
   b. gather as much data as possible
   c. only use L data, which are the most reliable
   d. use only one source of data and control for its limitations

   ANS: B   DIF: Easy   REF: Data Are Clues
   OBJ: Applied   MSC: VII

3. According to the textbook, there are no perfect _____ of personality, only _____.
   a. measures; devices   c. theories; hypotheses
   b. indicators; clues   d. reliable measures; valid measures

   ANS: B   DIF: Medium   REF: Data Are Clues
   OBJ: Factual   MSC: I.A

4. Researchers must use clues to personality in their research because_____.
   a. personality is defined solely by biological factors that cannot be observed
   b. personality tests are unethical
   c. personality is something hidden that resides inside an individual
   d. personality is defined by responses to self-report questionnaires

   ANS: C   DIF: Medium   REF: Data Are Clues
   OBJ: Conceptual   MSC: VII

5. In order to examine the relationship between early life experiences and adult criminality, Dr. Robbins asks his research participants to fill out questionnaires describing their early life. He then obtains copies of their arrest records from the county courthouse. The questionnaires used in Dr. Robbins's study would be _____ data, whereas the arrest records would be _____ data.
   a. L; B   c. S; L
   b. S; I   d. B; L

   ANS: C   DIF: Easy   REF: Four Kinds of Clues
   OBJ: Factual   MSC: I.B

6. While completing the Acme Personality Inventory, you answer True to the item "I consider myself a nervous person." Your response to this item would be an example of _____ data.
   a. L   c. S
   b. I   d. B

ANS: C   DIF: Easy   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Factual   MSC: II

7. The "Find Your Love Style" quiz published in the local newspaper is an example of _____ data.
    a. B   c. L
    b. I   d. S

ANS: D   DIF: Easy   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Factual   MSC: II

8. To assess the personality traits of a group of 5-year-olds, researchers use puppets to illustrate different
    personality traits. Children are then asked to pick the puppet that best matches their personality. This is
    an example of _____ data.
    a. S   c. L
    b. I   d. B

ANS: A   DIF: Easy   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Factual   MSC: II

9. _____ data are the most frequently used basis for personality assessment.
    a. B   c. S
    b. L   d. I

ANS: C   DIF: Easy   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Factual   MSC: II.A.4

10. To obtain S data, a psychologist can _____.
    a. develop a questionnaire
    b. recruit informants
    c. observe the subject directly
    d. look up information in public records

ANS: A   DIF: Easy   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Applied   MSC: II

11. Which kind of data would be the easiest way to obtain information about the content of dreams?
    a. S   c. L
    b. B   d. I

ANS: A   DIF: Easy   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Applied   MSC: II.A.1

12. Dr. Garcia wants to measure the earliest autobiographical memories of the participants in her project.
    She would most likely obtain _____ data.
    a. L   c. S
    b. I   d. B

ANS: C   DIF: Easy   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Applied   MSC: II.A.1

13. Which kind of data are the most cost-effective to collect?
    a. L   c. I

b. S   d. B

ANS: B   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Factual   MSC: II.A.4

14. Sally has an exaggerated sense of the greatness of her attributes and abilities. A trained observer would
     say that Sally is high in what personality dimension?
     a. self-monitoring   c. narcissism
     b. self-esteem   d. neuroticism

ANS: C   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Factual   MSC: II.B.2

15. If Dr. O'Connell wants to learn about Laura, why might Dr. O'Connell want to use S data?
     a. S data have causal force.
     b. S data are relatively simple and easy to collect.
     c. The person providing S data might be the world's best expert about Laura.
     d. All of the above.

ANS: D   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Applied   MSC: II.A

16. A major advantage of S data is that _____.
     a. only a trained personality psychologist can interpret S data
     b. the best information about personality is obtainable from real-life social outcomes
     c. you are the world's best expert about your own personality
     d. to assess personality, you must observe what the person actually does

ANS: C   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Applied   MSC: II.A.1

17. What you do may be influenced by how you see yourself and how you are seen by others. This means
     that your self-perceptions and others' perceptions have _____.
     a. definitional truth   c. phenomenological force
     b. causal truth   d. causal force

ANS: D   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Applied   MSC: II.A.3

18. What is the best way for a researcher to judge the face validity of items on a measure?
     a. Conduct an exploratory factor analysis on the items.
     b. Conduct a confirmatory factor analysis on the items.
     c. Conduct an internal consistency analysis on the items.
     d. Read and consider the content of the items.

ANS: D   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Applied   MSC: II.A.4

19. If Dr. O'Connell wants to learn about Laura, why might Dr. O'Connell want to avoid using S data?
     a. The person supplying the S data may not want to or be able to provide accurate reports
         about Laura.
     b. The S data often do not have psychological relevance.
     c. The S data are influenced by too many factors to reveal much about a person's personality.

d. The S data have definitional truth.

ANS: A   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Applied   MSC: II.B

20. When someone is high in narcissism, what type of data about this person might be the least trustworthy?
a. B   c. L
b. I   d. S

ANS: D   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Applied   MSC: II.B.2

21. There is a possibility that individuals are so accustomed to certain aspects of their personality that they might not be aware of those traits. This is called the _____ effect.
a. fish-and-water   c. self-expectancy
b. self-verification   d. narcissism

ANS: A   DIF: Difficult   REF: Four Kinds of Clues: Ask the Person Directly
OBJ: Factual   MSC: II.B.2

22. I data are _____.
a. self-judgments
b. judgments made by knowledgeable observers
c. easily observable, real-life outcomes
d. direct observations of the subject in some predefined context

ANS: B   DIF: Easy   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Factual   MSC: III

23. A personality description of a client by his or her therapist is an example of _____ data.
a. S   c. I
b. L   d. B

ANS: C   DIF: Easy   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Factual   MSC: III

24. A researcher asks parents to report on the personality characteristics of their children. This is an example of _____ data.
a. B   c. L
b. I   d. S

ANS: B   DIF: Easy   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Factual   MSC: III

25. Which of the following is NOT an advantage of I data?
a. They have causal force.
b. They include common sense.
c. They are based on large amounts of information.
d. They come from carefully controlled experimental situations.

ANS: D   DIF: Easy   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Factual   MSC: III.A

26. According to the text, which of the following is another term for behavioral confirmation?
   a. action verification
   b. causal force
   c. expectancy effect
   d. narcissistic reflection

   ANS: C   DIF: Easy   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Factual   MSC: III.A.4

27. The judgments that others make of your personality affect your opportunities and expectancies. Thus, these judgments have _____.
   a. generalizability
   b. validity
   c. causal force
   d. reliability

   ANS: C   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Factual   MSC: III.A.4

28. I data essentially measure _____.
   a. your internal states or emotions
   b. your level of self-awareness
   c. your reputation
   d. work productivity (in industrial psychology)

   ANS: C   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Factual   MSC: III.A.4

29. Because Jesse's teacher believes that he is intelligent, she challenges him with extra assignments and generally encourages his curiosity. At the end of the school year, Jesse performs better on the school's achievement test than any other student. Jesse's enhanced performance is likely due to the _____.
   a. recency effect
   b. expectancy effect
   c. self-serving bias
   d. judgment bias

   ANS: B   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Factual   MSC: III.A.4

30. The tendency for us to become what other people believe us to be is called a(n) _____ effect.
   a. confirmation
   b. expectancy
   c. fish-and-water
   d. self-monitoring

   ANS: B   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Factual   MSC: III.A.4

31. Which type of data is likely to be the most subjective and judgmental?
   a. I
   b. B
   c. L
   d. S

   ANS: A   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Factual   MSC: III.B

32. According to the text, accidental mistakes in judging personality are considered _____, whereas inaccurate judgments that are influenced by prejudices are considered _____.
   a. biases; stereotypes
   b. heuristic errors; formal errors
   c. errors; biases
   d. trivial; serious

ANS: C   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Factual   MSC: III.B

33. A teacher is mistakenly told that one of his students is intellectually gifted. However, by the end of the year, this student has actually made substantial gains in her standardized test scores. This is an example of what psychological phenomenon?
   a. action verification
   b. behavioral confirmation
   c. self-serving biases
   d. positive illusions

   ANS: B   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Applied   MSC: III.A.4

34. Different informants may not agree about the personality of a common target individual because _____.
   a. each judge may see the target person in only a limited number of social contexts
   b. judges may form a mistaken impression based on the recollection of a single, uncharacteristic behavior
   c. some informants may have biases that affect the accuracy of their judgments
   d. all of the above

   ANS: D   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Applied   MSC: III.B

35. What kinds of behaviors by an acquaintance would most likely be remembered?
   a. an atypical behavior that was emotionally evocative
   b. only behaviors consistent with the acquaintance's personality
   c. the most recently observed typical behavior
   d. behaviors that are observed every day

   ANS: A   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Applied   MSC: III.B.3

36. What is the minimum number of informants that Funder recommends for each person in a study?
   a. one
   b. two
   c. three
   d. five

   ANS: B   DIF: Difficult   REF: Four Kinds of Clues: Ask Somebody Who Knows
   OBJ: Factual   MSC: III.B.4

37. _____ data are fairly easily verifiable, concrete, real-life outcomes of possible psychological significance.
   a. S
   b. B
   c. I
   d. L

   ANS: D   DIF: Easy   REF: Four Kinds of Clues: Life Outcomes
   OBJ: Factual   MSC: IV.A.1

38. The main disadvantage of using L data is that _____.
   a. they may be affected by too many factors to tell us much about a person
   b. they are descriptions based on hundreds of behaviors in many situations
   c. informants may be biased about the person they are judging
   d. longitudinal data are often very expensive to collect

39. A major disadvantage of L data is _____.
    a. that they provide too much information
    b. that informants may have access to only a narrow range of the target's behavior
    c. that the data are influenced by multiple factors besides just personality
    d. that judges may be biased about the person they are describing

40. The fact that behavior is frequently determined by multiple causes presents the most significant
    disadvantage for _____ data.
    a. B   c. I
    b. L   d. S

41. Which of the following is an example of L data?
    a. a description of Terry's personality provided by her mother
    b. an observer's count of the number of times Terry laughs during a videotaped laboratory
        interaction
    c. the number of times Terry has been hospitalized
    d. Terry's response of "True" to the questionnaire item "I enjoy interacting with other
        people"

42. Records of employee absenteeism are what type of data?
    a. S   c. I
    b. B   d. L

43. Which of the following types of personality data is the most objective and verifiable?
    a. S   c. I
    b. B   d. L

44. According to the text, what simple example of L data is considered by clinical psychologists to be a
    potential indicator of psychopathology?
    a. an arrest record by age 21
    b. an annual income below the poverty line
    c. being fired from a job by age 30
    d. never being married by age 40

45. _____ data derive from the researcher's direct observation of what the subject does.
a. L   c. S
b. I   d. B

ANS: D   DIF: Easy   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V

46. As part of a research project, a participant uses a smart phone application that signals her at random times throughout the day. At those times, the application presents a series of questions for her to answer regarding her current activities. This is an example of _____ data.
a. experience sampling   c. L
b. experimental B   d. projective

ANS: A   DIF: Easy   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.A

47. In a priming study, participants solved puzzles that included words such as *gray*, *wise*, *retired*, and *Florida*. After solving these puzzles, participants were observed as they walked down a hallway. The observation of participants' speed of walking would be considered _____ data.
a. experience sampling   c. L
b. experimental B   d. projective

ANS: B   DIF: Easy   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.B.1

48. Which of the following is LEAST likely to be considered B data?
a. measures of heart rate
b. observation of how many times a participant spoke during a five-minute conversation
c. a psychologist's interpretation of how a participant's responses to an unstructured clinical interview reflect his or her personality
d. a participant records his or her daily activities in a research "diary" at the end of a day

ANS: C   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V

49. Which of the following would be an example of natural B data?
a. observations of the number of times a subject told a joke in a day
b. the number of seconds a subject waits before seeking help during an experimental emergency situation
c. a subject's verbal responses to a Rorschach test
d. the number of times a subject interrupts others during a videotaped laboratory situation

ANS: A   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.A

50. According to the textbook, daily diary reports can be considered _____ data.
a. L   c. S
b. I   d. B

ANS: D   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.A

51. The Thematic Apperception Test and the Rorschach test elicit _____ data.
    a. L   c. S
    b. I   d. B

    ANS: D   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
    OBJ: Factual   MSC: V.B.2

52. Which of the following is NOT an advantage of B data?
    a. Direct observations require little in the way of psychological interpretation.
    b. Direct observations are easily quantifiable.
    c. Direct observations can be made with extreme precision, as in the case of reaction times.
    d. Psychologists can construct situations to elicit particular behaviors.

    ANS: A   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
    OBJ: Factual   MSC: V.D

53. A researcher asks participants to imagine that they have been excluded from their circle of friends and then takes images of their brains using functional magnetic resonance imaging (fMRI) scanning technology. The images generated in this study would be considered _____ data.
    a. experience sampling   c. L
    b. experimental B   d. projective

    ANS: B   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
    OBJ: Applied   MSC: V.B.3

54. The most important advantage of B data is that they are based on _____.
    a. common sense, so they have greater psychological relevance
    b. a report by the best expert, so they are more accurate
    c. direct psychological tests, so they have greater causal force and scientific value
    d. direct observations of behavior, so they are more objective and quantifiable

    ANS: D   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
    OBJ: Applied   MSC: V.C.2

55. One concern with items on measures like the Minnesota Multiphasic Personality Inventory (MMPI) is that they often lack face validity. What kind of problem does this create?
    a. Participants can easily fake responses on the items.
    b. Such items raise concerns with social desirability.
    c. Responses are difficult to interpret in psychological terms.
    d. Such items tend to make participants very anxious.

    ANS: C   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
    OBJ: Applied   MSC: V.D

56. What term describes computer-assisted methods to measure thoughts and feelings that occur during normal daily activities?
    a. experiential assessment
    b. ambulatory assessment
    c. projective assessment
    d. digitally assisted experimental assessment

    ANS: B   DIF: Difficult   REF: Four Kinds of Clues: Watch What the Person Does

57. The typical experimental social psychologist collects _____ data.
    a. B   c. L
    b. I   d. S

    ANS: A   DIF: Difficult   REF: Four Kinds of Clues: Watch What the Person Does
    OBJ: Factual   MSC: V.B.1

58. What term is sometimes used to describe instruments like the Rorschach and Thematic Apperception Test (TAT)?
    a. S instruments
    b. omnibus personality test batteries
    c. objective tests
    d. performance-based personality tests

    ANS: D   DIF: Difficult   REF: Four Kinds of Clues: Watch What the Person Does
    OBJ: Factual   MSC: V.B.2

59. When a psychologist asks a question because he or she wants to know the answer, the question elicits _____. When a psychologist asks a question because he or she wants to see how the individual will respond to that stimulus, the test elicits _____.
    a. B data; I data   c. S data; B data
    b. S data; I data   d. laboratory B data; natural B data

    ANS: C   DIF: Medium
    REF: Four Kinds of Clues: Watch What the Person Does: (Certain) Personality Tests
    OBJ: Applied   MSC: V.B.2

60. A behavioroid measure is a combination of which two types of data?
    a. S and B   c. I and B
    b. L and B   d. S and L

    ANS: A   DIF: Difficult   REF: Four Kinds of Clues: Mixed Types of Data
    OBJ: Factual   MSC: VI

TRUE/FALSE

1. S data most often have face validity.

    ANS: T   DIF: Easy   REF: Four Kinds of Clues: Ask the Person Directly
    OBJ: Factual   MSC: II

2. The process whereby an individual seeks out completely objective information about herself/himself is called self-verification.

    ANS: F   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly
    OBJ: Factual   MSC: II.A.3

3. I data are superior to S data when considering reports of self-esteem.

    ANS: F   DIF: Medium   REF: Four Kinds of Clues: Ask the Person Directly

OBJ: Applied   MSC: II.A.3

4. The terms *expectancy effect* and *behavioral confirmation* refer to the same psychological phenomenon.

ANS: T   DIF: Easy   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Factual   MSC: III.A.4

5. According to the textbook, people seldom behave in different ways with different people.

ANS: F   DIF: Easy   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Factual   MSC: III.B.2

6. Judgments by informants are seldom distorted by biases in memory.

ANS: F   DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Factual   MSC: III.B.3

7. Biases in judgment essentially occur at random.

ANS: F   DIF: Difficult   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Factual   MSC: III.B.4

8. Facebook profiles and tweets on Twitter are examples of B data.

ANS: F   DIF: Easy   REF: Four Kinds of Clues: Life Outcomes
OBJ: Factual   MSC: IV

9. The fact that life outcomes are multidetermined is the biggest disadvantage of L data.

ANS: T   DIF: Easy   REF: Four Kinds of Clues: Life Outcomes
OBJ: Factual   MSC: IV.B.1

10. Psychologists typically can predict L data quite easily.

ANS: F   DIF: Easy   REF: Four Kinds of Clues: Life Outcomes
OBJ: Factual   MSC: IV.B.2

11. An academic transcript is an example of L data.

ANS: T   DIF: Easy   REF: Four Kinds of Clues: Life Outcomes
OBJ: Applied   MSC: IV.A.1

12. Psychologists who try to predict age at first marriage from personality information typically have limited success.

ANS: T   DIF: Easy   REF: Four Kinds of Clues: Life Outcomes
OBJ: Applied   MSC: IV.B.2

13. Physiological measures are considered L data.

ANS: F   DIF: Easy   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.B.3

14. An advantage of B data is that they have a straightforward interpretation.

ANS: F   DIF: Easy   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.D

15. Observing how fast someone walks after an experimental prime is an example of L data.

ANS: F   DIF: Easy   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Applied   MSC: V.B.1

16. Answers to the questions on the Minnesota Multiphasic Personality Inventory are considered S data.

ANS: F   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.B.2

17. Answers to projective tests such as the Rorschach ink blots are considered B data.

ANS: T   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.B.2

18. If a personality psychologist is interested in the actual answer to a personality test question, then the participant's response is considered S data.

ANS: T   DIF: Medium   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.B.2

19. The EAR (Electronically Activated Recorder) collects video data from participants.

ANS: F   DIF: Difficult   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Factual   MSC: V.A

20. Many research projects involve data that are blends of the S, I, B, and L types.

ANS: T   DIF: Easy   REF: Four Kinds of Clues: Mixed Types of Data
OBJ: Factual   MSC: VI

SHORT ANSWER

1. Consider the construct of delay of gratification. Explain how you could obtain S, I, B, and L data for measuring delay of gratification. Identify and describe one advantage and one disadvantage for each of your examples of S, I, B, and L data.

ANS:

Answers will vary

DIF: Medium   REF: Four Kinds of Clues   OBJ: Applied
MSC: II | III | IV | V

2. What is face validity, and how does it apply to S and B data? What is a limitation of face validity for evaluating the quality of B data? Do you think this concern also applies to S data?

ANS:

Answers will vary

DIF: Difficult
REF: Four Kinds of Clues: Ask the Person Directly | Four Kinds of Clues: Watch What the Person Does   OBJ: Conceptual   MSC: II.A | V.D

3. Consider the trait of courage. Describe the advantages and limitations of obtaining informant report data for this trait.

ANS:

Answers will vary

DIF: Medium   REF: Four Kinds of Clues: Ask Somebody Who Knows
OBJ: Conceptual   MSC: III

4. Explain why Funder considers answers to the items on the Minnesota Multiphasic Personality Inventory (MMPI) to be an example of B data.

ANS:

Answers will vary

DIF: Difficult   REF: Four Kinds of Clues: Watch What the Person Does
OBJ: Conceptual   MSC: V.B.2

5. Why does Funder believe there are no perfect indicators of personality? What strategies can researchers use to deal with this concern?

ANS:

Answers will vary

DIF: Medium   REF: No Infallible Indicators of Personality
OBJ: Applied   MSC: VII