

Chapter 1

ADJUSTING TO MODERN LIFE

LEARNING OBJECTIVES

The Paradox of Progress

1. Describe three examples of the paradox of progress.
2. Explain what is meant by the paradox of progress and how theorists have explained it.

The Search for Direction

3. Provide some examples of people's search for direction.
4. Describe four problems that are common in popular self-help books.
5. Summarize advice about what to look for in quality self-help books.
6. Summarize the philosophy underlying this textbook.

The Psychology of Adjustment

7. Describe the two key facets of psychology.
8. Explain the concept of adjustment.

The Scientific Approach to Behavior

9. Explain the nature of empiricism.
10. Explain two advantages of the scientific approach to understanding behavior.
11. Describe the experimental method, distinguishing between independent and dependent variables and between experimental and control groups.
12. Distinguish between positive and negative correlation, and explain what the size of a correlation coefficient means.
13. Describe three correlational research methods.
14. Compare the advantages and disadvantages of experimental versus correlational research.

The Roots of Happiness: An Empirical Analysis

15. Discuss the prevalence of reported happiness in modern society.
16. List the various factors that are surprisingly unrelated to happiness.
17. Explain how health, social activity, religion, and culture are related to happiness.
18. Discuss how love, work, genetics, and personality are related to happiness.
19. Summarize the conclusions drawn about the determinants of happiness.

APPLICATION: Improving Academic Performance

20. List three steps for developing sound study habits.
21. Discuss some strategies for improving reading comprehension.
22. Summarize advice on how to get more out of lectures.
23. Summarize how memory is influenced by practice, organization, and depth of processing.
24. Describe several mnemonic devices that can aid memory.

LEARNING OBJECTIVE	Item Number
1. Describe three examples of the paradox of progress.	1, 2, 3, 4, 5, SG1, TF1, SA1
2. Explain what is meant by the paradox of progress and how theorists have explained it.	6, 7, SA1
3. Provide some examples of people's search for direction.	8, 9, 10, SG2
4. Describe four problems that are common in popular self-help books.	11, 12, 13, TF2
5. Summarize advice about what to look for in quality self-help books.	14, 15, 16, 17, SA2
6. Summarize the philosophy underlying this textbook.	18, 19, 20, SG3, TF3
7. Describe the two key facets of psychology.	21, 22, 23, 24, 25, 26, 27, SG4, TF4
8. Explain the concept of adjustment.	28, 29
9. Explain the nature of empiricism.	30, 31, 32
10. Explain two advantages of the scientific approach to understanding behavior.	33, TF5, SA3
11. Describe the experimental method, distinguishing between independent and dependent variables and between experimental and control groups.	34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, SG5, SA4
12. Distinguish between positive and negative correlation, and explain what the size of a correlation coefficient means.	47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, SG6, TF6
13. Describe three correlational research methods.	60, 61, 62, 63, 64, SG7, SA5
14. Compare the advantages and disadvantages of experimental versus correlational research.	65, 66, 67, SA6
15. Discuss the prevalence of reported happiness in modern society.	68, SA7
16. List the various factors that are surprisingly unrelated to happiness.	69, 70, 71, SG8, TF7, TF8, SA8
17. Explain how health, social activity, religion, and culture are related to happiness.	72, 73, 74
18. Discuss how love, work, genetics, and personality are related to happiness.	75, 76, SG9, SA9
19. Summarize the conclusions drawn about the determinants of happiness.	77, 78, 79, 80
20. List three steps for developing sound study habits.	81, 82, 83, SG10, TF9, SA10
21. Discuss some strategies for improving reading comprehension.	84, 85, SA10
22. Summarize advice on how to get more out of lectures.	86, 87, 88, 89, 90, 91, 92, SA10
23. Summarize how memory is influenced by practice, organization, and depth of processing.	93, 94, 95, 96, 97, 98, 99, TF10, SA10
24. Describe several mnemonic devices that can aid memory.	100, 101, 102, SA10

Key: Multiple-Choice question numbers appear first, followed by Study Guide question numbers (SG), True/False (TF), and Short Answer (SA).

MULTIPLE CHOICE

1. Modern technology has provided us with many time-saving devices, but
- most of us don't use them.
 - they cost too much for most of us.
 - they never seem to work as advertised.
 - we still complain about not having enough time.

ANS: d REF: 1
OBJ: 1 KEY: Conceptual DIF: Easy

2. In spite of countless time-saving devices—automobiles, telephones, photocopiers, fax machines, and so on—most of us complain about a relative lack of
- time.
 - money.
 - information.
 - work.

ANS: a REF: 1
OBJ: 1 KEY: Conceptual DIF: Easy

3. Modern Western society has made extraordinary technological progress
- and therefore, has seen decreases in social problems.
 - but social and personal problems seem more prevalent and more prominent than ever before.
 - and therefore, has seen a boom in time spent engaging in leisure activities.
 - but social and personal problems are just as prevalent as they were in the past.

ANS: b REF: 1
OBJ: 1 KEY: Factual DIF: Moderate

4. According to Schwartz, increased freedom of choice available in modern societies
- has resulted in improved mental health.
 - has enhanced tranquility.
 - has led to fewer postdecision regrets.
 - has contributed to depression and anxiety.

ANS: d REF: 1
OBJ: 1 KEY: Conceptual DIF: Moderate NOT: New

5. Technology has enabled humankind to exercise unprecedented control over many aspects of the physical world but at the same time has also created serious
- environmental problems.
 - microscopic defects.
 - medical costs.
 - under-consumption.

ANS: a REF: 2
OBJ: 1 KEY: Factual DIF: Moderate

6. _____ refers to the idea that technological advances have NOT led to perceptible improvement in our collective health and happiness.
- a. Information anxiety
 - b. Technology overload
 - c. The paradox of progress
 - d. The point/counterpoint phenomenon

ANS: c REF: 2
OBJ: 2 KEY: Conceptual DIF: Moderate

7. Many theorists believe that the basic challenge of modern life has become the search for
- a. cultural significance.
 - b. a healthy leisure activity.
 - c. meaning or a sense of direction.
 - d. a significant other to share one's life.

ANS: c REF: 2 MSC: WWW
OBJ: 2 KEY: Factual DIF: Moderate

8. According to social critics, all of the following are examples of the search for direction gone awry except
- a. enrollment in "self-realization" programs.
 - b. the desire to spend more time with loved ones.
 - c. joining cults and unorthodox religious groups.
 - d. the popularity of media figures such as Dr. Laura.

ANS: b REF: 4-5
OBJ: 3 KEY: Factual DIF: Moderate

9. Most experts characterize "self-realization" programs (e.g., est training, Silva Mind Control) as
- a. intellectually stimulating.
 - b. intellectually bankrupt.
 - c. spiritually revitalizing.
 - d. spiritually self-defeating.

ANS: b REF: 4
OBJ: 3 KEY: Factual DIF: Moderate

10. While the famous radio talk show host Dr. Laura is a licensed Marriage, Family, and Child Counselor, she holds a doctoral degree in
- a. psychology.
 - b. social work.
 - c. physiology.
 - d. psychiatry.

ANS: c REF: 5
OBJ: 3 KEY: Factual DIF: Easy

11. Surveys exploring psychotherapists' opinions of self-help books suggest
- there are some excellent books that offer authentic insight and sound advice.
 - there are some good books that offer adequate insight and advice.
 - there are some excellent books that offer good general advice, but very few that offer good specific advice for particular problems.
 - psychotherapists don't endorse the use of self-help books because it's bad for business.

ANS: a REF: 6
OBJ: 4 KEY: Factual DIF: Easy

12. "Psychobabble" is best defined as
- professional psychological terminology.
 - textbook definitions.
 - ill-defined terminology.
 - technical terminology.

ANS: c REF: 7
OBJ: 4 KEY: Factual DIF: Easy NOT: New

13. Many self-help books
- encourage a narcissistic approach to life.
 - encourage a focus on other people.
 - place others first, over the reader.
 - encourage self-effacement.

ANS: a REF: 7
OBJ: 4 KEY: Conceptual DIF: Moderate NOT: New

14. In order to evaluate self-help books for ourselves, we may employ critical thinking. Which of the following is NOT a critical thinking guideline?
- Examine the evidence.
 - Analyze biases and assumptions.
 - Use emotional reasoning.
 - Tolerate uncertainty.

ANS: c REF: 10
OBJ: 5 KEY: Factual DIF: Moderate

15. A high-quality self-help book will
- give advice on a wide range of problems.
 - be based primarily on the author's speculations about human nature.
 - not promise too much in the way of immediate change.
 - always contain detailed summaries of research supporting the advice given.

ANS: c REF: 8
OBJ: 5 KEY: Conceptual DIF: Moderate

16. Which of the following should you look for in self-help books?
- Clarity in communication
 - Focus on a particular kind of problem
 - Some mention of the theoretical or research basis for the advice
 - All of these

ANS: d REF: 8
OBJ: 5 KEY: Conceptual DIF: Easy NOT: New

17. You can reasonably expect some assistance from a book that is intended to help you to
- lose 20 pounds every month.
 - learn to eat more healthily and gradually include more exercise in your weekly routine.
 - build muscle overnight.
 - find the thin person trapped inside of you.

ANS: b REF: 8-9
OBJ: 5 KEY: Conceptual DIF: Difficult

18. This text assumes the key to effective adjustment is to
- take charge of your own life.
 - meet problems head-on.
 - take an active role in improving the quality of your life.
 - all of these.

ANS: d REF: 10
OBJ: 6 KEY: Factual DIF: Moderate NOT: New

19. Which of the following is NOT one of the underlying assumptions of this textbook?
- You can only change your behavior by consulting a professional psychologist.
 - The key to effective adjustment is to take charge of your own life.
 - Critical thinking involves a skeptical attitude.
 - Knowledge of psychological principles may be of value in everyday life.

ANS: a REF: 9-10
OBJ: 6 KEY: Conceptual DIF: Moderate NOT: New

20. Which of the following are essential guidelines for thinking critically?
- Define the problem.
 - Avoid emotional reasoning.
 - Analyze biases and assumptions.
 - Use either-or thinking.

- 1 only
- 1 and 3 only
- 1, 2, and 3 only
- 1, 2, 3, and 4

ANS: c REF: 10
OBJ: 6 KEY: Conceptual DIF: Easy

21. Which of the following is the best definition of psychology?
- a. The study of consciousness
 - b. The study of behavior and the profession that applies knowledge from these studies to solving practical problems
 - c. The study of abnormal behavior and the profession that applies knowledge from these studies to diagnosing and treating people with mental illness
 - d. The study of motivation, emotion, and memory

ANS: b REF: 10 MSC: WWW
OBJ: 7 KEY: Factual DIF: Moderate

22. Which of the following is the best example of "overt" activity?
- a. Eating
 - b. Thinking
 - c. Dreaming
 - d. Reasoning

ANS: a REF: 10
OBJ: 7 KEY: Conceptual DIF: Moderate

23. "Any overt response or activity by an organism" defines the term
- a. behavior.
 - b. empiricism.
 - c. psychology.
 - d. mental process.

ANS: a REF: 10 MSC: WWW
OBJ: 7 KEY: Factual DIF: Easy

24. Some psychologists prefer to study animals rather than humans mainly because
- a. animal subjects tend to be more cooperative than humans.
 - b. it's easier to control the factors influencing animals' behavior.
 - c. researchers do not have to worry about causing discomfort to animals.
 - d. most animals are unable to figure out the hypotheses for a particular study.

ANS: b REF: 10-11
OBJ: 7 KEY: Conceptual DIF: Moderate

25. Until the 1950s, psychologists were found almost exclusively in
- a. private industry.
 - b. academic institutions.
 - c. mental health facilities.
 - d. the psychiatric wards of hospitals.

ANS: b REF: 11
OBJ: 7 KEY: Factual DIF: Difficult

26. Clinical psychology is primarily concerned with
- a. discovering the mechanisms of learning.
 - b. the physiological processes involved in behavior.
 - c. research dealing with the structure of consciousness.
 - d. the diagnosis and treatment of psychological problems.

ANS: d REF: 11 MSW: WWW
OBJ: 7 KEY: Factual DIF: Easy

27. The rapid growth of clinical psychology was stimulated mainly by
- a. the demands of World War II.
 - b. growing interest in self-help approaches.
 - c. the inability of physicians to cure most psychological disorders.
 - d. psychological problems resulting from the Great Depression of the 1930s.

ANS: a REF: 11
OBJ: 7 KEY: Factual DIF: Moderate

28. The term _____ refers to the psychological processes through which people manage or cope with the demands and challenges of everyday life.
- a. adaptation
 - b. adjustment
 - c. personality
 - d. mental health

ANS: b REF: 11
OBJ: 8 KEY: Factual DIF: Easy

29. The process of adjustment relates to
- a. how people deal with stress.
 - b. behavior in groups.
 - c. friendship and love.
 - d. all of these.

ANS: d REF: 11
OBJ: 8 KEY: Factual DIF: Moderate NOT: New

30. _____ is the premise that knowledge should be acquired through observation.
- a. Self-help
 - b. Codependence
 - c. Empiricism
 - d. Subjectivism

ANS: c REF: 12
OBJ: 9 KEY: Factual DIF: Easy

31. Which of the following does NOT represent an empirical technique?
- a. Watching people engage in a learning activity
 - b. Weighing rats after two months of a special diet
 - c. Gauging the speed with which a patient performs a fine motor activity
 - d. Speculating about the factors that are related to human happiness

ANS: d REF: 12
OBJ: 9 KEY: Conceptual DIF: Moderate

32. Which of the following is the basis of empiricism?
- a. Correlation
 - b. Logic
 - c. Systematic observation
 - d. Common sense

ANS: c REF: 12 MSC: WWW
OBJ: 9 KEY: Conceptual DIF: Easy

33. Compared to other methods of drawing conclusions about behavior, the major advantages of the scientific approach are
- a. emphasis on empiricism; subjectivity.
 - b. bias; ability to generalize the findings.
 - c. clarity and precision; relative intolerance of error.
 - d. freedom to make value judgments; use of statistics.

ANS: c REF: 12
OBJ: 10 KEY: Factual DIF: Moderate

34. According to your text, the two main types of research methods in psychology are _____ research methods and _____ research methods.
- a. biased; unbiased
 - b. experimental; control
 - c. dependent; independent
 - d. experimental; correlational

ANS: d REF: 12
OBJ: 11 KEY: Factual DIF: Easy

35. An experiment is a research method in which the investigator manipulates the _____ variable and observes whether any changes occur in a(n) _____ variable as a result.
- a. control; experimental
 - b. experimental; control
 - c. independent; dependent
 - d. dependent; independent

ANS: c REF: 12
OBJ: 11 KEY: Factual DIF: Moderate

36. Social psychologist Stanley Schachter hypothesized that increases in anxiety would cause increases in desire to be with others. In this study, the independent variable was
- level of anxiety.
 - desire to be with others.
 - anxious subjects.
 - affiliation.

ANS: a REF: 12
OBJ: 11 KEY: Factual DIF: Moderate

37. A condition or event that an experimenter varies to see its impact on another variable is called a(n) _____ variable.
- control
 - dependent
 - independent
 - experimental

ANS: c REF: 12 MSC: WWW
OBJ: 11 KEY: Factual DIF: Moderate

38. A measurement of some aspect of the subject's behavior after the experimental manipulation is called a(n) _____ variable.
- control
 - dependent
 - independent
 - experimental

ANS: b REF: 12
OBJ: 11 KEY: Factual DIF: Moderate

39. A researcher wants to determine whether diet causes children to learn better in school. In this study, the independent variable is
- the children.
 - the type of diet.
 - the age of the children.
 - a measure of learning.

ANS: b REF: 12
OBJ: 11 KEY: Conceptual DIF: Moderate

40. A researcher wants to examine the effects of caffeine consumption on memory ability. In this study, the dependent variable is
- the children.
 - memory ability.
 - caffeine consumption.
 - the grade level of the children.

ANS: b REF: 12
OBJ: 11 KEY: Conceptual DIF: Moderate

41. An experimental group consists of subjects who
- are unaware of the purpose of the study.
 - merely act as if they are unaware of the purpose.
 - receive some special treatment in regard to the dependent variable.
 - receive some special treatment in regard to the independent variable.

ANS: d REF: 13 MSC: WWW
OBJ: 11 KEY: Factual DIF: Easy

42. A control group consists of subjects who
- are controlled by the experimenter.
 - are allowed to control the manipulation of the variables.
 - do not receive the special treatment given to the experimental group.
 - receive some special treatment in regard to the independent variable.

ANS: c REF: 13
OBJ: 11 KEY: Factual DIF: Easy

43. The experimental and control groups should be the same in every respect except for
- the number of subjects in each group.
 - the variation created by the manipulation of the independent variable.
 - the assumptions underlying the research question.
 - the method of measuring the dependent variable.

ANS: b REF: 13
OBJ: 11 KEY: Factual DIF: Moderate

44. Suppose a researcher wants to know whether a high-protein diet causes children to learn better in school. Half of the children in the study eat a high-protein diet while the other half eats their normal diet. The control group consists of the
- male children.
 - older children.
 - children who eat their normal diet.
 - children who eat the high protein diet.

ANS: c REF: 13
OBJ: 11 KEY: Conceptual DIF: Moderate

45. The logic of the experimental method rests heavily on the assumption that
- two variables are positively correlated.
 - experimental and control groups are alike in all important matters except for the independent variable.
 - experimental and control groups are alike in all important matters except for the dependent variable.
 - the independent variable is quantifiable and measurable.

ANS: b REF: 13
OBJ: 11 KEY: Conceptual DIF: Moderate

46. Which of the following is the primary advantage of the experimental method?
- a. It lacks the ethical concerns of other methods.
 - b. It lacks the practical concerns of other methods.
 - c. It broadens the scope of what psychologists can study scientifically.
 - d. It allows scientists to draw cause-and-effect conclusions.

ANS: d REF: 14 MSC: WWW
OBJ: 11 KEY: Conceptual DIF: Moderate

47. Dr. Brill randomly assigns 100 test-anxious student volunteers to either a group that will receive therapeutic touch treatment or a group that will receive a sham version of the treatment. Based on her results, Dr. Brill will have evidence of
- a. how well therapeutic touch works in the treatment of various mood disorders.
 - b. how test-anxious students behave in a classroom setting.
 - c. how effective the sham version of the treatment is.
 - d. whether or not therapeutic touch may cause an alleviation of symptoms of test anxiety.

ANS: d REF: 14
OBJ: 12 KEY: Conceptual DIF: Difficult

48. Which of the following best describes correlational research?
- a. Exerting experimental control
 - b. Manipulating an independent variable
 - c. Manipulating a dependent variable
 - d. Making systematic observations

ANS: d REF: 14
OBJ: 12 KEY: Conceptual DIF: Easy

49. A correlation exists when
- a. two variables are related to each other.
 - b. two variables have the same underlying cause.
 - c. two variables are affected by a third variable.
 - d. a cause-and-effect relationship exists between two variables.

ANS: a REF: 14
OBJ: 12 KEY: Factual DIF: Easy

50. A(n) _____ is a numerical index of the degree of relationship between two variables.
- a. independent variable
 - b. correlation coefficient
 - c. survey coefficient
 - d. experimental coefficient

ANS: b REF: 14
OBJ: 12 KEY: Factual DIF: Easy

51. A correlation coefficient indicates the _____ and the _____ of the relationship between two variables.
- a. cause; effect
 - b. control; manipulation
 - c. strength; direction
 - d. positive; negative

ANS: c REF: 14
OBJ: 12 KEY: Factual DIF: Moderate

52. The definitive aspect of correlational studies is that
- a. a causal relationship exists between the variables.
 - b. researchers cannot control the variables under study.
 - c. the subjects must constitute a representative sample.
 - d. control of one variable interferes with control of another variable.

ANS: b REF: 14
OBJ: 12 KEY: Conceptual DIF: Moderate

53. A positive correlation coefficient indicates the two variables covary in the _____ and a negative coefficient indicates that the variables covary _____.
- a. same direction; in the opposite direction
 - b. opposite direction; directly
 - c. same direction; directly
 - d. opposite direction; in the same direction

ANS: a REF: 14 NOT: New
OBJ: 12 KEY: Factual DIF: Difficult

54. Mario found a +0.80 correlation coefficient between height and diet. He was able to conclude:
- a. A particular diet causes people to grow.
 - b. People who are taller eat more.
 - c. There is a strong relationship between height and diet.
 - d. People should be careful what they feed their children because it could stunt their growth.

ANS: c REF: 14
OBJ: 12 KEY: Conceptual DIF: Moderate

55. The textbook author writes, "Those who perform poorly in high school tend to perform poorly in college" as an example of a
- a. positive correlation.
 - b. negative correlation.
 - c. inverse correlation.
 - d. indirect correlation.

ANS: a REF: 14
OBJ: 12 KEY: Conceptual DIF: Moderate

56. A correlation coefficient of $-.80$ indicates a
- a. mild, inverse correlation.
 - b. strong, inverse correlation.
 - c. strong, direct correlation.
 - d. nonexistent correlation.

ANS: b REF: 14
OBJ: 12 KEY: Factual DIF: Moderate

57. Which of the following correlation coefficients indicates the weakest relationship between two variables?
- a. $-.36$
 - b. $-.97$
 - c. $+.75$
 - d. $+.15$

ANS: d REF: 14 NOT: New
OBJ: 12 KEY: Conceptual DIF: Moderate

58. When temperatures rise during summer in the desert, the amount of outdoor activities declines. This relationship is an example of
- a. a positive correlation.
 - b. a negative correlation.
 - c. cause and effect.
 - d. an experiment.

ANS: b REF: 14 NOT: New
OBJ: 12 KEY: Conceptual DIF: Moderate

59. When temperatures increase during summer, ice cream sales increase. This relationship is an example of
- a. a positive correlation.
 - b. a negative correlation.
 - c. cause and effect.
 - d. an experiment.

ANS: a REF: 14 NOT: New
OBJ: 12 KEY: Conceptual DIF: Easy

60. A teacher takes notes while watching students on the playground to see if differences in play behavior are associated with discipline problems in class. The teacher is using which of the following research methods?
- a. Survey
 - b. Case study
 - c. Experimentation
 - d. Naturalistic observation

ANS: d REF: 15
OBJ: 13 KEY: Conceptual DIF: Moderate

61. In a case study,
- an individual participant is studied in depth.
 - systematic observation is used to see if a link exists between variables.
 - behavior is carefully observed without intervening directly with subjects.
 - a variable is manipulated while another variable is observed for changes.

ANS: a REF: 16 MSC: WWW
OBJ: 13 KEY: Conceptual DIF: Easy

62. Case studies
- provide strong bases for developing laws of behavior.
 - can provide general conclusions through consistencies between cases.
 - are of little use when treating and diagnosing psychological problems.
 - all of these.

ANS: b REF: 16
OBJ: 13 KEY: Factual DIF: Moderate NOT: New

63. Suppose a researcher gave you a questionnaire to fill out about your attitudes on abortion, school prayer, and drug legalization. This researcher is using which of the following research methods?
- Experiment
 - Case study
 - Survey
 - Naturalistic observation

ANS: c REF: 16
OBJ: 13 KEY: Conceptual DIF: Easy

64. Survey studies show a positive correlation between marital satisfaction and sexual satisfaction. This indicates that
- a healthy marriage causes good sex.
 - good sex promotes healthy marriages.
 - couples who have a high marital satisfaction are more likely to have high sexual satisfaction than couples who have a low marital satisfaction.
 - marital satisfaction is not related to sexual satisfaction.

ANS: c REF: 16
OBJ: 13 KEY: Conceptual DIF: Moderate

65. Correlational research broadens the scope of phenomena beyond experimental research because it
- allows investigators to do research outside a laboratory setting.
 - provides a way to investigate variables that cannot be manipulated.
 - does not require that the variables be causally related to each other.
 - involves research that does not intrude into the subjects' natural settings.

ANS: b REF: 15 NOT: New
OBJ: 14 KEY: Conceptual DIF: Moderate

66. The major disadvantage of correlational research is that it
- a. is costly to carry out.
 - b. is artificial, and it is hard to apply the results to real-life settings.
 - c. is time-consuming and impractical to manipulate variables.
 - d. cannot demonstrate conclusively that two variables are causally related.

ANS: d REF: 16 MSC: WWW
OBJ: 14 KEY: Factual DIF: Easy

67. The “third variable” problem is associated with
- a. the experimental method.
 - b. the correlational method.
 - c. the multivariate model.
 - d. the placebo effect.

ANS: b REF: 17
OBJ: 14 KEY: Factual DIF: Moderate

68. Empirical surveys consistently find that the vast majority of respondents characterize themselves as
- a. fairly happy.
 - b. very unhappy.
 - c. moderately unhappy.
 - d. unconcerned about their personal happiness.

ANS: a REF: 18
OBJ: 15 KEY: Factual DIF: Easy

69. Research results suggest that which of the following is NOT very important in determining one's happiness?
- a. Parenthood
 - c. Money
 - b. Age
 - d. None of these is very important

ANS: d REF: 18-19 NOT: New
OBJ: 16 KEY: Factual DIF: Easy

70. Which of the following best characterizes the correlation between income and subjective feelings of happiness?
- a. Negligible
 - b. Negative, but weak
 - c. Positive, but weak
 - d. Positive and strong

ANS: c REF: 18 MSC: WWW
OBJ: 16 KEY: Factual DIF: Easy

71. Research indicates that
- a. people with high IQs are happier than people with low IQs.
 - b. people with low IQs are happier than people with high IQs.
 - c. there is no association between IQ and happiness.
 - d. people with really high IQs and really low IQs are not as happy as people with average IQs.

ANS: c REF: 20
OBJ: 16 KEY: Factual DIF: Moderate

72. Research indicates that people who have heartfelt religious convictions
- a. are more likely to be happy than people who are non-religious.
 - b. are less happy than people who are non-religious.
 - c. are neither more nor less happy than people who are non-religious.
 - d. are less happy than people who are non-religious because they have less community support.

ANS: a REF: 20 NOT: New
OBJ: 17 KEY: Factual DIF: Moderate

73. Which of the following is the best description of the relationship between health and happiness?
- a. Good health may not, by itself, produce happiness, because people tend to take good health for granted.
 - b. Good health is one of the best predictors of happiness.
 - c. Individuals who develop serious health problems have difficulty adjusting and therefore are less happy than those who are healthy.
 - d. People born with serious health problems are happier than others because they do not take their health for granted.

ANS: a REF: 20
OBJ: 17 KEY: Factual DIF: Moderate

74. All of the following appear to have a moderate impact on subjective feelings of well-being except
- a. health.
 - b. physical attractiveness.
 - c. religious belief.
 - d. social activity.

ANS: b REF: 20
OBJ: 17 KEY: Factual DIF: Easy

75. Which of the following has been found to be strongly related to overall happiness?
- a. Culture
 - b. Marriage
 - c. Income
 - d. Physical attractiveness

ANS: b REF: 21
OBJ: 18 KEY: Factual DIF: Easy

76. Research indicates that
- married men are happier than married women.
 - married women are happier than married men.
 - both married men and women are happier than unmarried men and women.
 - both unmarried men and women are happier than married men and women.

ANS: c REF: 21 MSC: WWW
OBJ: 18 KEY: Factual DIF: Easy

77. The authors suggest that we should be careful about drawing conclusions about causes of happiness because
- they would not be based on empirical evidence.
 - they would be based on experimental data.
 - they would be based on correlational data.
 - they have been found to be invalid by some researchers.

ANS: c REF: 22
OBJ: 19 KEY: Conceptual DIF: Moderate

78. An important insight that can be drawn from the research on happiness is that
- money can buy happiness.
 - attractive people are generally happy people.
 - objective realities are not as important as subjective feelings.
 - collectivist cultures are happier than individualistic cultures.

ANS: c REF: 22
OBJ: 19 KEY: Conceptual DIF: Moderate

79. _____ occurs when people shift their own mental scale and change the baseline for comparisons of their own circumstances with those of other people.
- Codependency
 - Empiricism
 - Subjectivism
 - Hedonic adaptation

ANS: d REF: 23
OBJ: 19 KEY: Conceptual DIF: Moderate

80. Research indicates that hedonic adaptation
- probably helps protect mental and physical health.
 - hinders mental health but does not affect physical health.
 - is detrimental to physical but not mental health.
 - has a negative effect on both mental and physical health.

ANS: a REF: 23
OBJ: 19 KEY: Factual DIF: Difficult

81. A good place to study is one
- a. where you can listen to music while studying.
 - b. that changes occasionally, to provide variety.
 - c. that is associated with pleasant activities, like eating.
 - d. that minimizes demands on your willpower to avoid distractions.

ANS: d REF: 25
OBJ: 20 KEY: Conceptual DIF: Easy

82. When you reward yourself for meeting realistic study goals, you're using the principles of
- a. hedonic adaptation.
 - b. classical conditioning.
 - c. behavior modification.
 - d. systematic desensitization.

ANS: c REF: 25 NOT: New
OBJ: 20 KEY: Factual DIF: Moderate

83. In setting up a schedule for studying, you should
- a. allow time for study breaks.
 - b. develop a new set of priorities each day.
 - c. try to get the simple, routine tasks out of the way first.
 - d. avoid the temptation to break up major assignments into smaller parts.

ANS: a REF: 25 MSC: WWW
OBJ: 20 KEY: Factual DIF: Easy

84. In order for your reading to be effective, it must be done
- a. with a lot of highlighting.
 - b. by active processing.
 - c. by ignoring the chapter outline.
 - d. by skipping over the textbook learning aids.

ANS: b REF: 25-26 NOT: New
OBJ: 21 KEY: Factual DIF: Easy

85. Which of the following is NOT involved in improving your reading?
- a. Read the chapter straight through repeatedly.
 - b. Consult the chapter outline or summary.
 - c. Look over the topic headings in a chapter.
 - d. Highlight the main ideas and technical terms.

ANS: a REF: 25-26 MSC: WWW NOT: New
OBJ: 21 KEY: Factual DIF: Moderate

86. Which of the following is consistent with the information presented in the textbook regarding class attendance?
- a. Among successful students (grade average B or better), class attendance did not seem to matter.
 - b. Among unsuccessful students (grade average C- or below), class attendance did not seem to matter.
 - c. Even when an instructor delivers hard-to-follow lectures, it is important for all students to go to class.
 - d. It is only important for all students to go to class when instructors provide well-organized lectures.

ANS: c REF: 26
OBJ: 22 KEY: Factual DIF: Moderate

87. Most students record _____ of the crucial ideas in a lecture.
- a. less than 90%
 - b. less than 70%
 - c. less than 40%
 - d. less than 10%

ANS: c REF: 26 NOT: New
OBJ: 22 KEY: Factual DIF: Moderate

88. Which one of the following is NOT included in active listening?
- a. Focusing attention on the speaker
 - b. Asking those around you for clarification
 - c. Anticipating what is coming next in the lecture
 - d. Paying attention to the speaker's nonverbal signals

ANS: b REF: 26
OBJ: 22 KEY: Conceptual DIF: Easy

89. When course material is especially difficult, it is a good idea to prepare for lectures by
- a. reading ahead on the subject of the lecture.
 - b. asking fellow classmates to explain the material to you.
 - c. writing down questions that you can ask the instructor later.
 - d. writing down exact words the instructor says.

ANS: a REF: 26 NOT: New
OBJ: 22 KEY: Conceptual DIF: Easy

90. A good reason for taking notes in your own words, rather than verbatim, is that
- a. most lecturers are quite wordy.
 - b. "translating" on the spot is a helpful mental exercise.
 - c. this reduces the likelihood that you will later engage in plagiarism.
 - d. this forces you to organize the information in a way that makes sense to you.

ANS: d REF: 26
OBJ: 22 KEY: Conceptual DIF: Easy

91. When a question occurs to you during a lecture, you should
- ask it during class.
 - ask a classmate about it after class.
 - write it down and ask the instructor after class.
 - not ask it, since this would interrupt the lecturer.

ANS: a REF: 26-27
OBJ: 22 KEY: Conceptual DIF: Easy

92. Which of the following is NOT one of the tips for getting more out of lectures?
- Ask questions in class.
 - Listen actively to the lecture.
 - Pay attention to the instructor's nonverbal signals.
 - Try to use the instructor's words when taking notes in class.

ANS: d REF: 26
OBJ: 22 KEY: Conceptual DIF: Easy

93. Overlearning refers to continued practice of material after you
- have completed your study plan.
 - have already passed the relevant test.
 - have apparently mastered the material.
 - have become exhausted from studying.

ANS: c REF: 27
OBJ: 23 KEY: Factual DIF: Easy

94. Cramming before a test will most likely
- be the only way to accomplish deep processing.
 - be less effective than spaced practice.
 - be more effective than taking practice tests.
 - increase the efficiency of your memory.

ANS: b REF: 28
OBJ: 23 KEY: Factual DIF: Easy NOT: New

95. On the day before a test in a particular course, it is probably best
- to study even if you think you know the topic really well.
 - not to overlearn the material.
 - to avoid studying that material.
 - to take advantage of the massed practice effect.

ANS: a REF: 28
OBJ: 23 KEY: Conceptual DIF: Easy

96. A useful study technique that helps to organize information is
- outlining reading assignments.
 - studying with a group of students.
 - underlining important points in textbooks.
 - memorizing the order of chapter headings.

ANS: a REF: 28 MSC: WWW
OBJ: 23 KEY: Conceptual DIF: Easy

97. _____ refers to learning by emphasizing the personal meaningfulness of material that one has learned in a course.
- Mnemonics
 - Deep processing
 - Distributed practice
 - Cramming

ANS: b REF: 28
OBJ: 23 KEY: Conceptual DIF: Moderate

98. Exercising deep processing means
- devoting effort to analyzing the meaning of the reading assignments.
 - engaging in maintenance rehearsal to establish rote memory.
 - using mnemonic devices.
 - rereading the assignments over the course of several different sessions.

ANS: a REF: 28
OBJ: 23 KEY: Factual DIF: Moderate

99. Mnemonic devices are techniques for
- enhancing memory.
 - improving class attendance.
 - developing a study plan.
 - becoming an active listener.

ANS: a REF: 29 MSC: WWW
OBJ: 24 KEY: Factual DIF: Easy

100. Using "Roy G Biv" to remember the order of colors in the light spectrum is an example of how _____ can help us remember information.
- acrostics
 - acronyms
 - overlearning
 - visual imagery

ANS: b REF: 29
OBJ: 24 KEY: Conceptual DIF: Easy

101. Using "Every good boy does fine" to remember the order of musical notes is an example of how _____ can help us remember information.
- a. acrostics
 - b. acronyms
 - c. overlearning
 - d. visual imagery

ANS: a REF: 29
OBJ: 24 KEY: Conceptual DIF: Moderate

102. The loci method is a mnemonic device that involves
- a. making up a logical story.
 - b. inventing a useful acronym.
 - c. memorizing a simple poem.
 - d. taking a make-believe walk.

ANS: d REF: 29
OBJ: 24 KEY: Factual DIF: Moderate

MULTIPLE CHOICE QUESTIONS FROM STUDY GUIDE

1. The technological advances of the past century, impressive though they may be, have not led to perceptible improvement in our collective health and happiness. This issue is known as the
- a. approach-avoidance conflict.
 - b. paradox of progress.
 - c. self-realization dilemma.
 - d. correlation limitation.

ANS: b REF: 2 NOT: New
OBJ: 1 KEY: Factual DIF: Easy

2. Which of the following statements about cults is NOT true?
- a. Cults have attracted countless converts.
 - b. Most cults flourish in obscurity, unless bizarre incidents attract public attention.
 - c. Cults generally use brainwashing and mind control to seduce lonely outsiders.
 - d. People join cults because these groups appear to provide simple solutions to complex problems.

ANS: c REF: 5 NOT: New
OBJ: 3 KEY: Factual DIF: Moderate

3. "Subjecting ideas to systematic, skeptical scrutiny" best describes which of the following processes?
- a. Self-realization
 - b. Critical thinking
 - c. Self-actualization
 - d. Psychological adjustment

ANS: b REF: 9 NOT: New
OBJ: 6 KEY: Conceptual DIF: Moderate

4. The branch of psychology concerned with the diagnosis and treatment of psychological problems and disorders is called _____ psychology.
- a. social
 - b. clinical
 - c. cognitive
 - d. physiological

ANS: b REF: 11 NOT: New
OBJ: 7 KEY: Factual DIF: Easy

5. A psychological researcher is best able to draw conclusions about cause-and-effect relationships by using which of the following research methods?
- a. Survey
 - b. Case study
 - c. Experiment
 - d. Naturalistic observation

ANS: c REF: 14 NOT: New
OBJ: 11 KEY: Factual DIF: Easy

6. Which of the following correlation coefficients indicates the strongest relationship between two variables?
- a. -0.75
 - b. -3.28
 - c. +0.16
 - d. +0.50

ANS: a REF: 14-15 NOT: New
OBJ: 12 KEY: Conceptual DIF: Moderate

7. An in-depth investigation of an individual participant is called a(n)
- a. case study.
 - b. experiment.
 - c. correlational study.
 - d. naturalistic observation.

ANS: a REF: 16 NOT: New
OBJ: 13 KEY: Factual DIF: Easy

8. Which of the following variables is least important in determining an individual's happiness?
- a. Health
 - b. Money
 - c. Social activity
 - d. Job satisfaction

ANS: b REF: 18 NOT: New
OBJ: 16 KEY: Factual DIF: Moderate

9. The best predictor of individuals' future happiness is their
- a. IQ score.
 - b. past happiness.
 - c. marital status.
 - d. financial status.

ANS: b REF: 22 NOT: New
OBJ: 18 KEY: Factual DIF: Moderate

10. An organized study program should include
- a. a detailed schedule of when and what to study.
 - b. a place of your own to study that is free of distractions.
 - c. rewards that are immediate and satisfying when goals are attained.
 - d. all of these.

ANS: d REF: 24-25 NOT: New
OBJ: 20 KEY: Factual DIF: Easy

TRUE/FALSE

1. Recent decades have provided us with an increased freedom to choose between multiple alternatives. This choice overload appears to be positively correlated with rumination, postdecision regret, and anticipated regret.

ANS: true REF: 1
OBJ: 1 KEY: Conceptual DIF: Difficult

2. One of the criticisms of self-help books is that they all tend to use psychobabble rather than empirical evidence.

ANS: true REF: 7 NOT: New
OBJ: 4 KEY: Factual DIF: Moderate

3. This text attempts to discourage a critical attitude about psychological issues and to decrease the readers' critical thinking.

ANS: false REF: 9
OBJ: 6 KEY: Factual DIF: Easy

4. Psychology confines itself to the study of human behavior.

ANS: false REF: 10
OBJ: 7 KEY: Factual DIF: Easy

5. One advantage of the scientific method is its relative intolerance of error.

ANS: true REF: 12
OBJ: 10 KEY: Factual DIF: Moderate

6. Psychologists have found an association between feelings of hopelessness and suicidal behavior; that is, the more hopeless a person feels the more likely that person is to engage in suicidal behavior. This is a good example of a negative correlation.

ANS: false REF: 14
OBJ: 12 KEY: Conceptual DIF: Moderate

7. According to research, many commonsense notions about happiness appear to be accurate.

ANS: false REF: 18
OBJ: 16 KEY: Factual DIF: Easy

8. In general, women are less happy than men; this is evident in the statistics indicating that women are treated for depression about twice as often as men.

ANS: false REF: 20
OBJ: 16 KEY: Factual DIF: Difficult

9. It is important to understand that studying involves hard work.

ANS: true REF: 25
OBJ: 20 KEY: Factual DIF: Easy

10. People tend to overestimate their knowledge of a topic.

ANS: true REF: 27 NOT: New
OBJ: 23 KEY: Factual DIF: Moderate

SHORT ANSWER

1. Explain what is meant by the paradox of progress and give two examples to illustrate your point.

ANS: Answer not provided REF: 1-2 OBJ: 1 and 2

2. What are the main qualities to look for in a good self-help book?

ANS: Answer not provided REF: 8 OBJ: 5

3. List and briefly describe two advantages of the scientific approach.

ANS: Answer not provided REF: 12 OBJ: 10

4. Define and explain the relationship between the dependent and independent variables in a psychological experiment.

ANS: Answer not provided REF: 12-13 OBJ: 11

5. Under what specific conditions is correlational research appropriate in psychology?

ANS: Answer not provided REF: 14 OBJ: 13

6. What are the main advantages and disadvantages of correlational research methods in psychology?

ANS: Answer not provided REF: 16-17 OBJ: 14

7. Define subjective well-being and describe methodology to empirically analyze its determinants.

ANS: Answer not provided REF: 18 OBJ: 15

8. List and describe three factors that are surprisingly NOT related to happiness.

ANS: Answer not provided REF: 18-20 OBJ: 16

9. List and briefly describe several factors that have been found to be very important determinants of happiness.

ANS: Answer not provided REF: 21-22 OBJ: 18

10. Briefly describe at least three strategies for learning more from your class lectures and studying.

ANS: Answer not provided REF: 24-29 OBJ: 20, 21, 22, 23, and 24