

1. Which of the following sequences best represents the steps involved in factor analysis?
  - A) label factors → collect data from large sample → produce correlation matrix → extract factors
  - B) collect data from large sample → produce correlation matrix → extract factors → label factors
  - C) extract factors → label factors → collect data from large sample → produce correlation matrix
  - D) produce correlation matrix → extract factors → label factors → collect data from large sample
  
2. A relatively stable predisposition to behave in a certain way is the definition of a:
  - A) motivational state.
  - B) habit of thought.
  - C) cognitive construct.
  - D) personality trait.
  
3. Which of the following is TRUE of people who score as introverts on personality tests?
  - A) They prefer a wider range of sexual activities.
  - B) They choose to live and work with more people.
  - C) They pay more attention to environmental threats.
  - D) They look people directly in the eye and talk more at group meetings.
  
4. Studies show that adult personality is relatively stable, but some changes can be seen. Increased age is typically accompanied by \_\_\_\_\_ conscientiousness and agreeableness and \_\_\_\_\_ neuroticism and openness to experiences.
  - A) stable amounts of; increased
  - B) decreased; increased
  - C) increased; decreased
  - D) stable amounts of; decreased
  
5. Research subjects who have been led to believe that they can solve problems that are actually unsolvable:
  - A) persist longer at trying to solve them than other subjects do.
  - B) believe they have solved them when in fact they have not.
  - C) quit the task sooner than other subjects.
  - D) are more likely to feel a sense of failure than other subjects.

6. Pumpkinseed sunfish have been found to differ along a dimension of \_\_\_\_\_ that could be considered similar to a personality dimension in people. Variation among these fish on this dimension was associated with \_\_\_\_\_.
- A) cautiousness–boldness; age
  - B) introversion–extroversion; age
  - C) cautiousness–boldness; the niche they occupied
  - D) introversion–extroversion; the niche they occupied
7. The most central concept in personality psychology is the \_\_\_\_\_, defined as a relatively stable predisposition to behave in a certain way.
- A) state of motivation
  - B) trait
  - C) personality theory of stability
  - D) Big Five
8. Sibling contrast may be an adaptive mechanism for avoiding the problems presented by:
- A) split-parent identification.
  - B) sibling rivalry.
  - C) unequal parental investment.
  - D) birth-order effects.
9. Both twin studies and adoption studies have shown that, on average, being raised in the same family has a(n):
- A) almost negligible effect on most measures of personality.
  - B) highly significant effect on most measures of personality.
  - C) significant effect on some measures of personality but not on those thought to have a physiological basis, such as extroversion–introversion.
  - D) significant effect on some measures of personality but only for people who are also biologically related.
10. Many studies have been conducted to assess the stability of the Big-Five personality characteristics, such as the Big Five, in adults over time. In sum, these studies have demonstrated correlation coefficients of:
- A) .05 to .10.
  - B) .20 to .35.
  - C) .50 to .70.
  - D) .85 to .98.

11. A consistent finding in gender differences in personality is that women score \_\_\_\_\_ than men in agreeableness and are \_\_\_\_\_ concerned than men with developing and maintaining social relationships.
- A) lower; less
  - B) higher; less
  - C) lower; more
  - D) higher; more
12. According to your textbook, to what extent do genetic differences account for personality variability among people?
- A) The relationship is unknown because research on the question is not possible.
  - B) They contribute about 10 to 25 percent of the variability in most personality traits.
  - C) They contribute about 40 to 55 percent of the variability in most personality traits.
  - D) They far outweigh environmental influences on personality traits.
13. Researchers studying the relationships between specific genes and specific personality traits have found:
- A) such work to be virtually impossible given current limitations in technology, though it is promising for the future.
  - B) small but significant correlations between specific personality traits and groups of six to eight genes, results that have been replicated.
  - C) small but significant correlations between specific characteristics and single genes that affect neurotransmitter action, but attempts to replicate the results have been inconsistent.
  - D) no evidence for the effect of specific genes on personality, despite heritability estimates that are generally accepted.
14. The most salient difference between traits and states is that traits:
- A) differ by degrees, whereas states are all-or-none.
  - B) are enduring, whereas states are temporary.
  - C) can be manifested in observable behaviors, whereas states cannot.
  - D) relate to emotion and feeling, whereas states relate to motivation and reward.
15. Sulloway's studies of the relationship between birth order and personality showed that firstborns, on average, are clearly more \_\_\_\_\_ than are later-borns.
- A) introverted
  - B) stable
  - C) traditional
  - D) agreeable

16. Raymond Cattell sought to develop “a chemistry of personality” based on \_\_\_\_\_, analogous to “atoms.”
- A) five traits
  - B) sixteen traits
  - C) just two or three traits
  - D) twelve traits
17. Perhaps the most surprising finding from the Minnesota twin study led by David Lykken was that:
- A) identical twins were no more similar to each other in personality than were fraternal twins.
  - B) shared family environment has an almost negligible effect on personality.
  - C) almost 100 percent of the variability in personality traits among individuals results from genetic differences.
  - D) fraternal twins and identical twins raised apart are more similar than regular siblings raised together.
18. A good definition of split-parent identification is the:
- A) tendency of parents to differ from each other in the child with whom they most closely relate.
  - B) tendency of siblings to differ from each other in the parent with whom they most closely relate.
  - C) within-family emphasis by siblings on the differences between their parents.
  - D) within-family emphasis by parents on the differences between their children.
19. The essential difference between traits and states is that:
- A) traits are enduring whereas states are temporary.
  - B) traits cause variations in behavior and states cause variations in personality.
  - C) traits can be inferred from behavior but states cannot.
  - D) traits are innate to the person and states are developed through interaction with the environment.

20. David Lykken gave personality tests to twins separated in infancy and raised apart, as well as twins raised in the same home. He found that:
- A) whether they were raised together or apart, the identical twins showed more similarity to one another than did the fraternal twins.
  - B) the identical twins raised apart showed less similarity to one another than did the fraternal twins raised together.
  - C) the identical twins showed more similarity to one another than did fraternal twins when raised together but not when raised apart.
  - D) none of the twins showed more similarity to one another than other studies have found among nontwin siblings.
21. The questionnaire most often used to measure the Big Five personality traits and their facets is the:
- A) NEO Personality Inventory.
  - B) 16 PF Questionnaire.
  - C) Locus-of-Control Scale.
  - D) MMPI.
22. Which of the following is NOT one of the trait dimensions of the five-factor model of personality?
- A) conscientiousness–undirectedness
  - B) agreeableness–antagonism
  - C) openness–nonopenness
  - D) radical–conservative
23. A \_\_\_\_\_ can be defined as an enduring attribute that describes one's likelihood of entering temporarily into a particular \_\_\_\_\_.
- A) trait; state
  - B) trait; behavior
  - C) state; trait
  - D) state; behavior
24. People who score toward the external end of Rotter's locus of control scale (as compared to those scoring toward the internal end) are, on average, more likely to:
- A) take preventive health care measures.
  - B) be anxious and discontent with life.
  - C) resist group pressures to conform in a laboratory test.
  - D) prefer games of skill over games of chance.

25. Cattell's sixteen-factor trait theory was based on factor analysis preceded by:
- A) a logical analysis of English adjectives that describe personality.
  - B) self-ratings made by a large number of people.
  - C) questionnaire data.
  - D) all of these things are correct.
26. Dozens of research studies on the relationship between birth order and scores on personality tests have been conducted and their results compared to those of Sulloway's historical studies. Which of the following statements accurately reflects the comparison between these contemporary studies and Sulloway's?
- A) Many contemporary studies have found that there are no effects of birth order on personality in contrast to Sulloway's conclusions.
  - B) The very large effects of birth order found by Sulloway have, for the most part, been replicated in contemporary studies.
  - C) Contemporary findings paint a very different picture of birth order than Sulloway does, with firstborns being clearly higher in openness than later-born children.
  - D) Although many studies have found similar effects of birth order on personality, Sulloway's work has fallen into disfavor because the people he studied numbered fewer than 20.
27. The idea that firstborns tend to be conservative and traditional throughout their lives and later-borns tend to be more open to new ideas stems from:
- A) Anna Freud's psychodynamic theory of defense mechanisms.
  - B) split-parent identification.
  - C) extensive research on identical and fraternal twins.
  - D) Sulloway's historical studies on the influence of children's experiences within the family.
28. Factor analysis is used in the study of personality to:
- A) reveal the strength and direction of relationship between two established traits.
  - B) analyze large quantities of data in order to reveal a set of underlying traits.
  - C) determine which personality traits are considered desirable and which undesirable.
  - D) identify the most frequently occurring traits in a given population.
29. Factor analysis is an essential tool in the construction of a \_\_\_\_\_ theory of personality.
- A) humanistic
  - B) social-cognitive
  - C) trait
  - D) psychodynamic

30. People's beliefs about their own abilities to perform specific tasks is referred to as \_\_\_\_\_, whereas a person's sense of whether or not that ability will produce a reward is known as \_\_\_\_\_.
- A) locus of control; self-efficacy
  - B) self-efficacy; locus of control
  - C) self-efficacy; self-actualization
  - D) self-actualization; locus of control
31. Julian Rotter found that the more people believed that success on a laboratory task or game depended on \_\_\_\_\_, the less likely they were to work hard and improve.
- A) skill
  - B) cheating
  - C) obedience
  - D) luck
32. Studies of identical twins, whether raised together or apart, have led to an average heritability estimate of \_\_\_\_\_ for most personality traits, including all of the Big Five.
- A) 0.20 to 0.35
  - B) 0.40 to 0.55
  - C) 0.70 to 0.75
  - D) 0.90 to 1.00
33. The questionnaire(s) most often used to measure the Big Five traits and their facets is (are ) the:
- A) Rorschach's ink blots
  - B) personality index test
  - C) five-factor model
  - D) NEO personality inventory
34. \_\_\_\_\_ provides a mathematical means to identify an efficient, nonredundant set of personality traits based on correlations among larger sets of traits.
- A) Trait theory
  - B) Factor analysis
  - C) Personality rendering
  - D) State theory

35. Those who have an \_\_\_\_\_ locus of control and \_\_\_\_\_ self-efficacy tend to apply themselves more and be more successful than those who do not have those beliefs.
- A) external, low
  - B) internal; low
  - C) external; high
  - D) internal; high
36. The five-factor model of personality identifies the five major personality traits that:
- A) appear earliest in personality development.
  - B) are so unique that they do not correlate with any observable behavior.
  - C) provoke the most controversy among personality theorists today.
  - D) have repeatedly appeared in recent factor-analytic studies conducted with a variety of cultures and age groups.
37. Research on the stability of personality traits over time generally suggests that:
- A) introverts become extroverted later in life.
  - B) neuroticism steadily increases over one's lifetime.
  - C) there is considerable variability in most central personality traits during adulthood.
  - D) there is considerable stability in personality traits, especially after the age of 50.
38. A physiologist psychologist might use a(n) \_\_\_\_\_ explanation to explain why people are different from one another in personality, while an evolutionary psychologist is likely to use a(n) \_\_\_\_\_ explanation.
- A) proximate; ultimate
  - B) ultimate; proximate
  - C) humanistic; ideocentric
  - D) ideocentric; humanistic
39. Julian Rotter proposed that, with experience, people acquire a feeling about whether rewards are usually determined by their own personal effort or by other forces. He describes people who are confident that their efforts will pay off as having:
- A) introversion.
  - B) an internal locus of control.
  - C) an unrealistic sense of self-efficacy.
  - D) maladaptive optimism.

40. Albert Bandura refers to people's beliefs about whether or not they can successfully perform specific tasks as:
- A) self-actualization.
  - B) self-esteem.
  - C) self-efficacy.
  - D) self-determination.
41. Of the Big-Five trait dimensions, \_\_\_\_\_ shows one of the greatest gender difference, a difference found consistently across many different cultures.
- A) agreeableness-antagonism
  - B) conscientiousness-undirectedness
  - C) neuroticism-stability
  - D) openness to experience-nonopenness
42. People who believe that they control their own rewards and life's fate are said to have an \_\_\_\_\_ locus of control, whereas people who believe that rewards and their life's fate are controlled by factors outside themselves are said to have an \_\_\_\_\_ locus of control.
- A) central; internal
  - B) external; internal
  - C) internal; external
  - D) central; external
43. After what age does personality reach a peak in terms of stability?
- A) 50
  - B) 30
  - C) 20
  - D) 15
44. A personality trait should be thought of as a dimension rather than an all-or-none attribute because traits are:
- A) continuous, measurable characteristics along which people differ by degree.
  - B) explanations of how people differ from others, not just simple measures.
  - C) inner entities that must be inferred from observed behavior, which necessarily involves measurement error.
  - D) relatively stable predispositions to behave in a certain way, not absolute predictions about behavior.

45. David Wilson and his colleagues performed an experiment on two types of pumpkinseed sunfish (bold and cautious), each associated with a particular type of habitat, in order to determine the source of the differences between the two types. They found that:
- A) only genetic influences were responsible for the differences.
  - B) only environmental influences were responsible for the differences.
  - C) both genetic and environmental influences were responsible for the differences.
  - D) neither genetic nor environmental influences were responsible for the differences.
46. Psychologists use the term \_\_\_\_\_ to refer to a relatively stable predisposition to behave in a certain way.
- A) personality
  - B) state
  - C) trait
  - D) factor

## Answer Key - Personality

1. B
2. D
3. C
4. C
5. A
6. C
7. B
8. B
9. A
10. C
11. D
12. C
13. C
14. B
15. C
16. B
17. B
18. B
19. A
20. A
21. A
22. D
23. A
24. B
25. D
26. A
27. D
28. B
29. C
30. B
31. D
32. B
33. D
34. B
35. D
36. D
37. D
38. A
39. B
40. C
41. A
42. C
43. A
44. A
45. C
46. C