Test Information Guide: College-Level Examination Program®

2012-13

Introductory Psychology
Introductory Psychology

Description of the Examination
The Introductory Psychology examination covers material that is usually taught in a one-semester undergraduate course in introductory psychology. It stresses basic facts, concepts and generally accepted principles in the thirteen areas listed in the following section.

The examination contains approximately 95 questions to be answered in 90 minutes. Some of these are pretest questions that will not be scored. Any time candidates spend on tutorials and providing personal information is in addition to the actual testing time.

Knowledge and Skills Required
Questions on the Introductory Psychology examination require candidates to demonstrate one or more of the following abilities.

• Knowledge of terminology, principles and theory
• Ability to comprehend, evaluate and analyze problem situations
• Ability to apply knowledge to new situations

The subject matter of the Introductory Psychology examination is drawn from the following topics. The percentages next to the main topics indicate the approximate percentage of exam questions on that topic.

7%-8% Sensation and Perception
  Attention
  Other senses: somesthesis, olfaction, gustation, vestibular system
  Perceptual development
  Perceptual processes
  Receptor processes: vision, audition
  Sensory mechanisms: thresholds, adaptation

5%-6% States of Consciousness
  Hypnosis and meditation
  Psychoactive drug effects
  Sleep and dreaming

10%-11% Learning
  Biological bases
  Classical conditioning
  Cognitive process in learning
  Observational learning
  Operant conditioning

8%-9% Cognition
  Intelligence and creativity
  Language
  Memory
  Thinking and problem solving

7%-8% Motivation and Emotion
  Biological bases
  Hunger, thirst, sex, pain
  Social motivation
  Theories of emotion
  Theories of motivation

8%-9% History, Approaches, Methods
  History of psychology
  Approaches: biological, behavioral, cognitive, humanistic, psychodynamic
  Research methods: experimental, clinical, correlational
  Ethics in research

8%-9% Biological Bases of Behavior
  Endocrine system
  Etiology
  Functional organization of the nervous system
  Genetics
  Neuroanatomy
  Physiological techniques
8% Social Psychology
Aggression/antisocial behavior
Attitudes and attitude change
Attribution processes
Conformity, compliance, obedience
Group dynamics
Interpersonal perception

7% Statistics, Tests and Measurement
Descriptive statistics
Inferential statistics
Measurement of intelligence
Mental handicapping conditions
Reliability and validity
Samples, populations, norms
Types of tests

7% Social Psychology
Dimensions of development: physical, cognitive, social, moral
Gender identity and sex roles
Hereditity-environment issues
Research methods: longitudinal, cross-sectional
Theories of development

7% Personality
Assessment techniques
Growth and adjustment
Personality theories and approaches
Research methods: idiographic, nomothetic
Self-concept, self-esteem

7% Psychological Disorders and Health
Affective disorders
Anxiety disorders
Dissociative disorders
Health, stress and coping
Personality disorders
Psychoses
Somatoform disorders
Theories of psychopathology

7% Treatment of Psychological Disorders
Behavioral therapies
Biological and drug therapies
Cognitive therapies
Community and preventive approaches
Insight therapies: psychodynamic and humanistic approaches

7% Personality
Assessment techniques
Growth and adjustment
Personality theories and approaches
Research methods: idiographic, nomothetic
Self-concept, self-esteem

8% Psychological Disorders and Health
Affective disorders
Anxiety disorders
Dissociative disorders
Health, stress and coping
Personality disorders
Psychoses
Somatoform disorders
Theories of psychopathology

8% Treatment of Psychological Disorders
Behavioral therapies
Biological and drug therapies
Cognitive therapies
Community and preventive approaches
Insight therapies: psychodynamic and humanistic approaches
Sample Test Questions

The following sample questions do not appear on an actual CLEP examination. They are intended to give potential test takers an indication of the format and difficulty level of the examination and to provide content for practice and review. Knowing the correct answers to all of the sample questions is not a guarantee of satisfactory performance on the exam.

Directions: Each of the questions or incomplete statements below is followed by five suggested answers or completions. Select the one that is best in each case.

1. "The focus of psychological science is the attempt to relate overt responses to observable environmental stimuli."

This statement is most closely associated with which of the following approaches?

(A) Cognitive  
(B) Behavioral  
(C) Biological  
(D) Humanistic  
(E) Psychodynamic

2. Which of the following types of research design is most appropriate for establishing a cause-and-effect relationship between two variables?

(A) Correlational  
(B) Naturalistic observation  
(C) Participant observation  
(D) Experimental  
(E) Case study

3. The science of psychology is typically dated from the establishment of the late-nineteenth-century Leipzig laboratory of

(A) Hermann Ebbinghaus  
(B) Hermann von Helmholtz  
(C) William James  
(D) Wilhelm Wundt  
(E) John Locke

4. The requirement that prospective participants know the general nature of a study so that they can decide whether to participate is a major part of

(A) reciprocal determinism  
(B) confidentiality  
(C) informed consent  
(D) duty to inform  
(E) the free-choice paradigm

5. The statement "Response latency is the number of seconds that elapses between the stimulus and the response" is an example of

(A) introspection  
(B) a description of interaction  
(C) a deduction  
(D) an operational definition  
(E) free association

6. The release of a neurotransmitter into the synaptic cleft is caused by which of the following?

(A) An extended refractory period  
(B) An action potential  
(C) Reuptake of the neurotransmitter  
(D) Binding of the neurotransmitter to a post synaptic cell membrane  
(E) Migration of vesicles into the synaptic cleft

7. A neuron is said to be polarized when

(A) it is in the refractory period  
(B) it is in a resting state  
(C) it is about to undergo an action potential  
(D) the synaptic terminals release chemicals into the synaptic gap  
(E) chemicals outside the cell body cross the cell membrane
8. Down syndrome is caused by
(A) an extra chromosome
(B) an imbalance of neurotransmitters
(C) a tumor in the parietal lobe
(D) a nutritional deficiency
(E) a viral infection in the third trimester of pregnancy

9. How many pairs of chromosomes are contained in most human cells?
(A) 7
(B) 10
(C) 16
(D) 23
(E) 31

10. Damage to an individual's parietal lobes would most likely result in
(A) a heightened sense of smell
(B) reduced sensitivity to touch
(C) decreased reaction time
(D) a loss in the ability to understand language
(E) difficulty discriminating between the four primary tastes

11. In adults, total sensory deprivation for long periods of time produces
(A) a feeling of well-being similar to that achieved through meditation
(B) no change in emotions or cognition, provided the participant was mentally stable before the deprivation
(C) increased efficiency in the senses of sight, hearing, and touch
(D) profound apathy and a subjective sensation of powerlessness
(E) hallucinations and impaired efficiency in all areas of intellectual functioning

12. Which of the following statements does NOT accurately describe the retina?
(A) The rods are more dense in the fovea than in the periphery.
(B) The blind spot is closer to the fovea than to the edge of the retina.
(C) The image on the retina is upside down.
(D) The image is located at the back of the eye.
(E) The eye contains two kinds of receptors: rods and cones.

13. The opponent-process theory in vision best explains which of the following?
(A) Size constancy
(B) Color afterimages
(C) Superior visual acuity in the fovea
(D) Depth perception using monocular cues
(E) Illusory movement

14. The receptors for hearing are the
(A) ossicles in the middle ear
(B) otoliths in the semicircular canals
(C) hair cells on the basilar membrane
(D) specialized cells on the tympanic membrane
(E) cells in the lining of the auditory canal

15. The picture above of a road receding in the distance represents the depth perception cue known as
(A) accommodation
(B) retinal disparity
(C) texture gradient
(D) relative size
(E) linear perspective
16. Brain waves during REM sleep generally appear as
   (A) alternating high- and low-amplitude waves
   (B) rapid low-amplitude waves
   (C) irregular medium-amplitude waves
   (D) slow low-amplitude waves
   (E) slow high-amplitude waves

17. Which of the following is a type of sleep pattern that becomes less prevalent as one moves from infancy to adulthood?
   (A) Alpha
   (B) Beta
   (C) Gamma
   (D) Theta
   (E) REM

18. According to current psychological research, hypnosis is most useful for which of the following purposes?
   (A) Pain control
   (B) Age regression
   (C) Treatment of psychotic behavior
   (D) Treatment of a memory disorder
   (E) Treatment of a personality disorder

19. Checking the coin return every time one passes a vending machine is a type of behavior probably being maintained by which of the following schedules of reinforcement?
   (A) Fixed interval only
   (B) Fixed ratio only
   (C) Variable ratio only
   (D) Variable interval and fixed ratio
   (E) Fixed interval and variable ratio

20. Making the amount of time a child can spend playing video games contingent on the amount of time the child spends practicing the piano is an illustration of
   (A) frequency theory
   (B) the law of association
   (C) aversive conditioning
   (D) classical conditioning
   (E) operant conditioning

21. Which of the following strategies would undermine the effectiveness of punishment?
   (A) Delaying punishment
   (B) Using punishment just severe enough to be effective
   (C) Making punishment consistent
   (D) Explaining punishment
   (E) Minimizing dependence on physical punishment

22. A teacher tells a child to sit down in class. Over the course of several days, the child is standing up more and more frequently, only to be told to sit down each time. It is most likely that the teacher’s reprimands are serving as
   (A) a punishment
   (B) approval
   (C) a reinforcer
   (D) an aversive stimulus
   (E) a conditioned stimulus

23. Which of the following is a secondary reinforcer?
   (A) Food
   (B) Warmth
   (C) Water
   (D) Money
   (E) Sex
24. Shortly after learning to associate the word *dog* with certain four-legged furry animals, young children will frequently misidentify a cow or a horse as a dog. This phenomenon is best viewed as an example of

(A) differentiation  
(B) negative transfer  
(C) imprinting  
(D) overextension  
(E) linear perspective

25. If on the last day of a psychology class a student is asked to remember what was done in class each day during the term, she will likely be able to remember best the activities of the first and last class meetings. This situation is an example of

(A) retroactive interference  
(B) positive transfer  
(C) the serial position effect  
(D) proactive interference  
(E) short-term memory

26. *Proactive interference* describes a process by which

(A) people remember digits better than words  
(B) people remember images better than words  
(C) people remember elements in pairs  
(D) prior learning interferes with subsequent learning  
(E) subsequent learning interferes with prior learning

27. Research has shown that students generally perform better if tested in the same room where they did their learning. This shows the importance of which of the following in memory?

(A) Insight  
(B) Preparedness  
(C) Context  
(D) Invariance  
(E) Rehearsal

28. Which of the following is true of recall performance on a typical forgetting curve?

(A) It decreases rapidly at first, and then it levels off.  
(B) It decreases slowly at first, and then it drops off quite sharply.  
(C) It decreases at a steady rate until it reaches a near-zero level.  
(D) It remains steady for about the first week, and then it begins a gradual decline.  
(E) It increases for the first few hours after learning, and then it decreases very slowly over the next few weeks.

29. According to information processing theory, information is progressively processed by

(A) long-term memory, short-term memory, and then sensory memory  
(B) sensory memory, short-term memory, and then long-term memory  
(C) sensory memory, semantic memory, and then long-term memory  
(D) short-term memory, semantic memory, and then long-term memory  
(E) short-term memory, long-term memory, and then sensory memory

30. In problem solving, which of the following approaches almost always guarantees a solution?

(A) Insight  
(B) Heuristic  
(C) Algorithm  
(D) Critical thinking  
(E) Convergent thinking
31. One theory of the effects of arousal holds that efficiency of behavior can be described as an inverted U-shaped function of increasing arousal. Which of the following accurately describes this relationship?

(A) Greater arousal leads to better performance.
(B) Greater arousal leads to poorer performance.
(C) Low and high levels of arousal lead to poorest performance.
(D) Overarousal leads to performance efficiency.
(E) Underarousal leads to performance efficiency.

32. Which of the following illustrates drive reduction?

(A) A person wins five dollars in the lottery.
(B) A dog burned by a hot stove avoids the stove thereafter.
(C) A child who likes music turns up the volume of the radio.
(D) A dog salivates at the sound of a tone previously paired with fresh meat.
(E) A woman who is cold puts on a warm coat.

33. Which of the following presents a pair of needs from Abraham Maslow's hierarchical need structure, in order from lower to higher need?

(A) Belongingness, safety
(B) Self-actualization, physiological needs
(C) Physiological needs, safety
(D) Esteem, belongingness
(E) Self-actualization, esteem

34. Which of the following has been identified as correlating most closely with heart disease?

(A) Anxiety
(B) Physical overexertion
(C) Guilt
(D) Muscle tension
(E) Hostility

35. In which of the following areas does research show most clearly that girls develop earlier than boys?

(A) Independence from parents
(B) Athletic competence
(C) Intellectual achievement
(D) Adolescent physical growth spurt
(E) Self-actualization

36. Developmental psychologists would most likely prefer longitudinal research designs to cross-sectional research designs because longitudinal designs

(A) usually yield results much more quickly
(B) offer the advantage of between-subjects comparisons
(C) are much less likely to be influenced by cultural changes that occur over time
(D) utilize the subjects as their own experimental controls
(E) are more valid

37. A young child breaks her cookie into a number of pieces and asserts that "now there is more to eat." In Jean Piaget's analysis, the child's behavior is evidence of

(A) formal operations
(B) concrete operations
(C) conservation
(D) preoperational thought
(E) sensorimotor behavior
38. A school psychologist informs a ninth-grade teacher that Jimmy identifies with his twelfth-grade brother. What the psychologist means is that Jimmy tends to

(A) feel inferior to his brother
(B) envy and be jealous of his brother
(C) influence the way his brother views the world
(D) recognize similarities between his brother and himself
(E) accept his brother’s values and to imitate his behavior

39. According to Elisabeth Kübler-Ross’s original theory, what is the correct order of the stages for confronting impending death?

(A) Anger, denial, bargaining, depression, acceptance
(B) Bargaining, anger, depression, denial, acceptance
(C) Denial, anger, bargaining, depression, acceptance
(D) Depression, anger, denial, bargaining, acceptance
(E) Depression, denial, anger, bargaining, acceptance

40. When preschool children see the world only from their point of view, they are displaying

(A) accommodation
(B) assimilation
(C) egocentric thinking
(D) deductive reasoning
(E) object permanence

41. When insulted by a friend, Sally’s first impulse was to strike him. Instead, she yelled loudly and kicked a door several times. This means of reducing aggressive impulses exemplifies which of the following?

(A) Repression
(B) Fixation
(C) Displacement
(D) Conservation
(E) Sublimation

42. Carl Jung is associated with which of the following concepts?

(A) Inferiority complex
(B) Need for achievement
(C) Collective unconscious
(D) Self-esteem
(E) Self-actualization

43. Erik Erikson’s and Sigmund Freud’s theories of personality development are most similar in that both

(A) emphasize the libido
(B) focus on adult development
(C) discount the importance of culture
(D) are based on stages
(E) view behavior as a continuum

44. The use of projective tests is associated with which of the following psychological approaches?

(A) Behaviorism
(B) Psychoanalysis
(C) Cognitive behaviorism
(D) Humanism
(E) Functionalism
45. Lawrence is pessimistic and moody. In terms of Hans Eysenck's personality dimensions, Lawrence would be classified as

(A) independent-dependent
(B) stable-extraverted
(C) internal-external
(D) unstable-introverted
(E) passive-aggressive

46. The key distinction between a personality trait and an attitude is

(A) centrality
(B) salience
(C) durability
(D) direction
(E) valence

47. A diagnosis of schizophrenia typically includes which of the following symptoms?

(A) Delusions
(B) Panic attacks
(C) Hypochondriasis
(D) Multiple personalities
(E) Psychosexual dysfunction

48. The term etiology refers to the study of which of the following aspects of an illness?

(A) Origins and causes
(B) Characteristic symptoms
(C) Expected outcome following treatment
(D) Frequency of occurrence
(E) Level of contagiousness

49. An obsession is defined as

(A) a senseless ritual
(B) a hallucination
(C) a delusion
(D) an unwanted thought
(E) a panic attack

50. A somatization disorder is characterized chiefly by

(A) changes in mood
(B) panic attacks
(C) agoraphobia
(D) changes in eating behavior
(E) physical complaints

51. Personality disorders are characterized by which of the following?

(A) A fear of public places, frequently accompanied by panic attacks
(B) Problematic social relationships and inflexible and maladaptive responses to stress
(C) A successful response to neuroleptic drugs
(D) A deficiency of acetylcholine in the brain
(E) An increased level of serotonin in the brain

52. Research on the effectiveness of psychotherapy has indicated that

(A) certain therapeutic methods have been shown to be especially effective for particular psychological disorders
(B) nondirective techniques are generally superior to directive ones
(C) the effectiveness of a method depends on the length of time a therapist was trained in the method
(D) psychoanalysis is the most effective technique for eliminating behavior disorders
(E) psychoanalysis is the most effective technique for curing anxiety disorders

53. Which of the following kinds of therapy attempts to correct irrational beliefs that lead to psychological distress?

(A) Behavioral
(B) Cognitive
(C) Existential
(D) Gestalt
(E) Psychoanalytic
54. An individual undergoing psychotherapy shows improvement due only to that person's belief in the therapy and not because of the therapy itself. This result illustrates a

(A) transference effect
(B) placebo effect
(C) cathetic effect
(D) primary gain
(E) conditioned response

55. Which of the following can be a significant side effect of electroconvulsive therapy?

(A) Aphasia
(B) Sustained convulsions
(C) Muscle tremors
(D) Loss of muscle control
(E) Temporary loss of memory

56. Selective serotonin reuptake inhibitors (SSRIs) are used primarily in the treatment of which of the following?

(A) Antisocial personality
(B) Schizophrenia
(C) Depression
(D) Mania
(E) Sleep disorders

57. Similarity, proximity, and familiarity are important determinants of

(A) observational learning
(B) attraction
(C) sexual orientation
(D) aggression
(E) imprinting

58. All of the following are true about altruism EXCEPT

(A) It is more common in small towns and rural areas than in cities.
(B) It is more likely to be inherited than is aggressive behavior.
(C) A person is more likely to perform an altruistic act when another person has modeled altruistic behavior.
(D) A person is more likely to perform an altruistic act when another person has pointed out the need.
(E) A person is more likely to be altruistic when not in a hurry.

59. The bystander effect has been explained by which of the following?

(A) Empathy
(B) Diffusion of responsibility
(C) Social facilitation
(D) Reactive devaluation
(E) Defective schemas

60. According to Robert Sternberg, love is composed of which of the following?

(A) Maturity, romance, liking
(B) Assimilation, accommodation, altruism
(C) Intimacy, passion, commitment
(D) Selflessness, agape, companionship
(E) Tolerance, humility, trust

61. Job satisfaction has an inverse relationship with

(A) productivity
(B) career interest
(C) turnover
(D) age
(E) skill level
62. An attribution that focuses on an individual's ability or personality characteristics is described as

(A) situational  
(B) collectivist  
(C) dispositional  
(D) stereotypic  
(E) homogeneous

63. Which of the following terms refers to the strategy of making a small request to gain listeners' compliance, then making a larger request?

(A) Door-in-the-face  
(B) Foot-in-the-door  
(C) Social facilitation  
(D) Matching  
(E) Overjustification

64. Which of the following is a true statement about the relationship between test validity and test reliability?

(A) A test can be reliable without being valid.  
(B) A test that has high content validity will have high reliability.  
(C) A test that has low content validity will have low reliability.  
(D) The higher the test's validity, the lower its reliability will be.  
(E) The validity of a test always exceeds its reliability.

65. Which of the following statistics indicates the distribution with the greatest variability?

(A) A variance of 30.6  
(B) A standard deviation of 11.2  
(C) A range of 6  
(D) A mean of 61.5  
(E) A median of 38

66. Which of the following techniques would be most useful for a researcher studying focal brain activity while a participant generates words?

(A) Computerized axial tomography (CAT)  
(B) Positron-emission tomography (PET)  
(C) Magnetic resonance imaging (MRI)  
(D) Electrooculography (EOG)  
(E) Electroencephalography (EEG)

67. The case study method of conducting research is justifiably criticized because

(A) the researcher cannot focus on a specific individual  
(B) the researcher cannot collect detailed observations  
(C) the results are difficult to generalize to a larger population  
(D) it does not allow for the generation of hypotheses that can be tested in future experiments  
(E) it does not allow for the examination of unusual cases

68. A person who wants to see an object in low light conditions should focus the object on

(A) the fovea because that is where the cones are more densely packed  
(B) the fovea because that is where the rods are more densely packed  
(C) the periphery of the retina because that is where the cones are more densely packed  
(D) the periphery of the retina because that is where the rods are more densely packed  
(E) both the fovea and the periphery of the retina to optimize the use of both rods and cones
69. Cara frequently sees a television commercial that features her favorite celebrity and a new cola. While shopping, she sees the new cola on the shelf, feels positively about it, and wants to buy it. She most likely wants to buy the cola for which of the following reasons?

(A) She felt negatively reinforced for wanting the cola.
(B) She felt positively reinforced for wanting the cola.
(C) The good feelings she had toward the celebrity were paired with the cola, and later, the cola by itself elicited positive feelings.
(D) The good feelings she has toward the cola made her feel even more positively about the celebrity.
(E) She felt positively about a bag of chips that was on the same aisle as the cola.

70. Which of the following is a measure of central tendency that can be easily distorted by unusually high or low scores?

(A) Mean
(B) Mode
(C) Median
(D) Range
(E) Standard deviation

71. Stimulation of the lateral hypothalamus will result in which of the following behaviors in laboratory rats?

(A) An increase in sexual behavior
(B) An increase in eating behavior
(C) An increase in visual processing speed
(D) A decrease in auditory perception
(E) A decrease in memory functioning

72. Stella Chess and Alexander Thomas have classified temperament into which of the following clusters?

(A) Sensorimotor, preoperational, concrete operational
(B) Easy, difficult, slow to warm up
(C) Secure, insecure, resilient
(D) Authoritarian, authoritative, indulgent
(E) Preconventional, conventional, postconventional

73. Every day when Carlos leaves his apartment, he locks the door, walks to the corner, turns around, and returns to his apartment in order to check that the door is locked. He returns to check the door several times before finally crossing the street and going about his day. Carlos is most likely suffering from which of the following conditions?

(A) Narcissistic personality disorder
(B) Panic disorder
(C) Generalized anxiety disorder
(D) Bipolar disorder
(E) Obsessive-compulsive disorder

74. A treatment technique, often used to treat phobias, that builds upon the principles of classical conditioning is

(A) token economy
(B) rational-emotive behavior therapy
(C) systematic desensitization
(D) the placebo effect
(E) dream analysis
75. Tameka regularly sets goals, plans for attaining those goals, and monitors her progress. This activity would be most closely associated with

(A) high extrinsic motivation
(B) high achievement motivation
(C) high extraversion
(D) low extrinsic motivation
(E) low achievement motivation

76. While sitting home one night reading a book and relaxing, Kyle suddenly realized that his heart rate was increasing, he was breathing faster, and his palms were sweating. Based on this response, Kyle concluded that he was scared. This is an example of which of the following theories?

(A) James-Lange
(B) Cannon-Bard
(C) Schachter-Singer
(D) Information processing
(E) Equity

77. A participant learns a new behavior but does not demonstrate the behavior until a reward is offered for doing so. This is an example of which of the following types of learning?

(A) Chaining
(B) Latent
(C) Social
(D) Shaping
(E) Classical conditioning

78. With regard to understanding human behavior, the humanistic approaches emphasize

(A) unconscious forces
(B) free will
(C) determinism
(D) inborn traits
(E) stimulus-response relationships

79. When a nurse touches the cheek of an infant and the infant turns her head toward the touch and opens her mouth, the nurse has elicited the

(A) rooting reflex
(B) Babinski reflex
(C) withdrawal reflex
(D) sucking reflex
(E) Moro reflex

80. In which of the following situations is a student using echoic memory?

(A) Remembering what he ate for dinner last night
(B) Studying vocabulary words for his Spanish course
(C) Trying to replay the last few notes his piano teacher just played
(D) Looking briefly at a picture his friend has taken of him
(E) Recalling the score of last week's basketball game

81. Which of the following theories best supports the idea that people are genetically predisposed to live in groups because it contributes to the survival of the species?

(A) Arousal
(B) Evolutionary
(C) Incentive
(D) Set point
(E) Social learning

82. Which of the following is a sleep disorder characterized by uncontrollable sleep attacks at inappropriate times?

(A) Sleep apnea
(B) REM rebound
(C) Narcolepsy
(D) Paradoxical sleep
(E) Sleep terror
83. Albert Bandura conducted a study in which a child viewed an adult playing with toys. The adult proceeds to stand up and kick and yell at an inflated Bobo doll. The child is then taken to another room containing toys. When left alone, the child lashes out at a Bobo doll that is in the room. The child's behavior toward the Bobo doll is most likely a result of

(A) observational learning
(B) operant conditioning
(C) classical conditioning
(D) authoritative parenting
(E) authoritarian parenting

84. Lila thinks the new student in her study group is in a fraternity because, to her, he looks like other students who are in fraternities. Lila's decision about the new student is most likely the result of the

(A) anchoring and adjusting heuristic
(B) availability heuristic
(C) conjunction fallacy
(D) representativeness heuristic
(E) confirmation bias
### Study Resources

Most textbooks used in college-level introductory psychology courses cover the topics in the outline given earlier, but the approaches to certain topics and the emphases given to them may differ. To prepare for the Introductory Psychology exam, it is advisable to study one or more college textbooks, which can be found in most college bookstores. When selecting a textbook, check the table of contents against the knowledge and skills required for this test.

You may also find it helpful to supplement your reading with books listed in the bibliographies that can be found in most psychology textbooks.

Visit [www.collegeboard.org/clepprep](http://www.collegeboard.org/clepprep) for additional psychology resources. You can also find suggestions for exam preparation in Chapter IV of the Official Study Guide. In addition, many college faculty post their course materials on their schools' websites.

### Answer Key

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>B</td>
<td>43</td>
</tr>
<tr>
<td>2</td>
<td>D</td>
<td>44</td>
</tr>
<tr>
<td>3</td>
<td>D</td>
<td>45</td>
</tr>
<tr>
<td>4</td>
<td>C</td>
<td>46</td>
</tr>
<tr>
<td>5</td>
<td>D</td>
<td>47</td>
</tr>
<tr>
<td>6</td>
<td>B</td>
<td>48</td>
</tr>
<tr>
<td>7</td>
<td>B</td>
<td>49</td>
</tr>
<tr>
<td>8</td>
<td>A</td>
<td>50</td>
</tr>
<tr>
<td>9</td>
<td>D</td>
<td>51</td>
</tr>
<tr>
<td>10</td>
<td>B</td>
<td>52</td>
</tr>
<tr>
<td>11</td>
<td>E</td>
<td>53</td>
</tr>
<tr>
<td>12</td>
<td>A</td>
<td>54</td>
</tr>
<tr>
<td>13</td>
<td>B</td>
<td>55</td>
</tr>
<tr>
<td>14</td>
<td>C</td>
<td>56</td>
</tr>
<tr>
<td>15</td>
<td>E</td>
<td>57</td>
</tr>
<tr>
<td>16</td>
<td>B</td>
<td>58</td>
</tr>
<tr>
<td>17</td>
<td>E</td>
<td>59</td>
</tr>
<tr>
<td>18</td>
<td>A</td>
<td>60</td>
</tr>
<tr>
<td>19</td>
<td>C</td>
<td>61</td>
</tr>
<tr>
<td>20</td>
<td>E</td>
<td>62</td>
</tr>
<tr>
<td>21</td>
<td>A</td>
<td>63</td>
</tr>
<tr>
<td>22</td>
<td>C</td>
<td>64</td>
</tr>
<tr>
<td>23</td>
<td>D</td>
<td>65</td>
</tr>
<tr>
<td>24</td>
<td>D</td>
<td>66</td>
</tr>
<tr>
<td>25</td>
<td>C</td>
<td>67</td>
</tr>
<tr>
<td>26</td>
<td>D</td>
<td>68</td>
</tr>
<tr>
<td>27</td>
<td>C</td>
<td>69</td>
</tr>
<tr>
<td>28</td>
<td>A</td>
<td>70</td>
</tr>
<tr>
<td>29</td>
<td>B</td>
<td>71</td>
</tr>
<tr>
<td>30</td>
<td>C</td>
<td>72</td>
</tr>
<tr>
<td>31</td>
<td>C</td>
<td>73</td>
</tr>
<tr>
<td>32</td>
<td>E</td>
<td>74</td>
</tr>
<tr>
<td>33</td>
<td>C</td>
<td>75</td>
</tr>
<tr>
<td>34</td>
<td>E</td>
<td>76</td>
</tr>
<tr>
<td>35</td>
<td>D</td>
<td>77</td>
</tr>
<tr>
<td>36</td>
<td>D</td>
<td>78</td>
</tr>
<tr>
<td>37</td>
<td>D</td>
<td>79</td>
</tr>
<tr>
<td>38</td>
<td>E</td>
<td>80</td>
</tr>
<tr>
<td>39</td>
<td>C</td>
<td>81</td>
</tr>
<tr>
<td>40</td>
<td>C</td>
<td>82</td>
</tr>
<tr>
<td>41</td>
<td>C</td>
<td>83</td>
</tr>
<tr>
<td>42</td>
<td>C</td>
<td>84</td>
</tr>
</tbody>
</table>