

# **Instructor's Manual with Tests**

*for*

Olson and Hergenhahn

## **An Introduction to Theories of Personality**

**Eighth Edition**

*prepared by*

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**Prentice Hall**

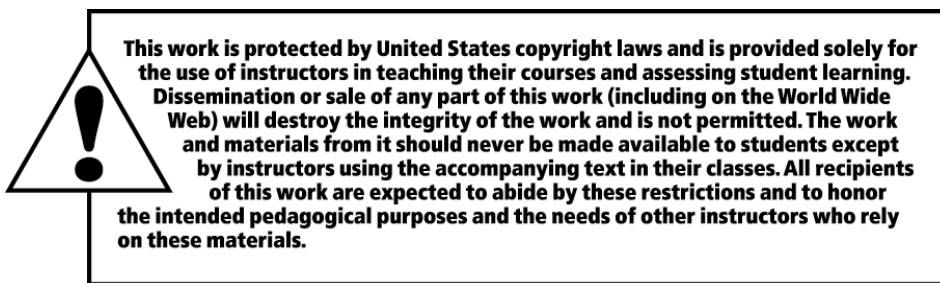
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# CHAPTER 1: WHAT IS PERSONALITY?

## Chapter Outline

- I. Proposed Determinants of Personality
  - A. Genetics
  - B. Traits
  - C. Sociocultural determinants
  - D. Learning
  - E. Existential-humanistic considerations
  - F. Unconscious mechanisms
  - G. Cognitive processes
  - H. Personality as a composite of the above factors
- II. Questions Confronting the Personality Theorist
  - A. What is the relative importance of the past, present, and future?
  - B. What motivates human behavior?
  - C. How important is the concept of self?
  - D. How important are unconscious mechanisms?
  - E. Is human behavior freely chosen or is it determined?
  - F. What can be learned by asking people about themselves?
  - G. Uniqueness versus commonality
  - H. Are people controlled externally or internally?
  - I. How are the mind and the body related?
  - J. What is the nature of human nature?
  - K. How consistent is human behavior?
- III. How Do We Find the Answers?
  - A. Science as an epistemological pursuit
  - B. Science as a combination of rationalism and empiricism
  - C. The roles of scientific theory: Synthesizing and heuristic functions
  - D. The principle of verification
- IV. Science and Personality Theory
  - A. Kuhn's view of science and scientific paradigms
  - B. Popper's view of science and the principle of falsifiability

### 1.1 Multiple Choice Questions

- 1) The term personality is derived from the Latin word persona, which means
- A) mask.
  - B) mind.
  - C) brain.
  - D) the person.

*Answer: A*

*Diff: 1            Page Ref: 1*

*Skill: Factual*

2) According to Kluckhohn and Murray, every human being is

- A) like every other human being.
- B) like some other human beings.
- C) like no other human beings.
- D) all of the above

*Answer: D*

*Diff: 1      Page Ref: 1, 2*

*Skill: Applied*

3) According to the authors of your text, probably the most common lay explanation of personality is based on

- A) learning.
- B) cultural norms.
- C) genetics.
- D) existential-humanistic considerations.

*Answer: C*

*Diff: 2      Page Ref: 2*

*Skill: Conceptual*

4) The statement “He has an Irish temper” implies which of the following explanations of personality?

- A) cultural expectations
- B) learning
- C) inherited characteristics
- D) unconscious mechanisms

*Answer: C*

*Diff: 1      Page Ref: 2*

*Skill: Conceptual*

5) Findings by Bouchard and others suggest that the role of genetics in personality development is

- A) substantial.
- B) minimal.
- C) nonexistent.
- D) substantial in other animals but minimal in humans.

*Answer: A*

*Diff: 2      Page Ref: 2, 3*

*Skill: Applied*

6) The question “How much of an attribute is accounted for by heredity and how much of it is accounted for by experience?” defines the

- A) mind-body problem.
- B) nativism-empiricism controversy.
- C) existential-humanistic controversy.
- D) uniqueness-lawfulness controversy.

*Answer: B*

*Diff: 2      Page Ref: 3*

*Skill: Conceptual*

7) A person who believes that a person's IQ level is determined mainly by experience can be considered a(n)

- A) empiricist.
- B) existentialist.
- C) humanist.
- D) nativist.

*Answer: A*

*Diff: 2      Page Ref: 3, 4*

*Skill: Conceptual*

8) The researcher who is interested in knowing what organizations you belong to and the economic level of your family is stressing \_\_\_\_\_ determinants of personality.

- A) genetic
- B) sociocultural
- C) existential-humanistic
- D) unconscious

*Answer: B*

*Diff: 2      Page Ref: 4*

*Skill: Conceptual*

9) Those emphasizing the learning process in their explanation of personality are

- A) nativists.
- B) existentialists.
- C) humanists.
- D) empiricists.

*Answer: D*

*Diff: 1      Page Ref: 4*

*Skill: Conceptual*

10) Those theorists who say, "We are what we have been rewarded for being," emphasize \_\_\_\_\_ in their explanation of personality.

- A) learning
- B) genetics
- C) early experience
- D) unconscious mechanisms

*Answer: A*

*Diff: 2      Page Ref: 4*

*Skill: Conceptual*

11) According to the theorist emphasizing the learning process in the explanation of personality, the difference between a successful person and an unsuccessful person is found in

- A) cultural norms.
- B) early experience.
- C) the genes.
- D) patterns of reward and punishment.

*Answer: D*

*Diff: 1      Page Ref: 4, 5*

*Skill: Conceptual*

12) According to the theorist emphasizing the learning process in the explanation of personality, control \_\_\_\_\_ and you can control personality development.

- A) inheritance
- B) cultural expectations
- C) patterns of reward and punishment
- D) early experience

*Answer: C*

*Diff: 2            Page Ref: 5*

*Skill: Conceptual*

13) Theorists who emphasize the importance of either sociocultural determinants or learning in their explanations of personality are said to accept

- A) nativism.
- B) unconscious thought processes.
- C) free will.
- D) environmentalism.

*Answer: D*

*Diff: 2            Page Ref: 5*

*Skill: Conceptual*

14) Which of these questions is the existential-humanistic theorist likely to ask?

- A) Why are you the way you are?
- B) What have you been rewarded for being?
- C) What does it mean to be you?
- D) Why doesn't anyone like you?

*Answer: C*

*Diff: 3            Page Ref: 5*

*Skill: Conceptual*

15) Who is most likely to ask the question, "What is the significance of your awareness that you ultimately must die?"

- A) a learning theorist
- B) a psychoanalytic theorist
- C) an existential theorist
- D) a geneticist

*Answer: C*

*Diff: 2            Page Ref: 5*

*Skill: Conceptual*

16) The \_\_\_\_\_ theorist assumes that a person knows a great deal about the determinants of his or her own personality.

- A) learning
- B) trait
- C) existential-humanistic
- D) psychoanalytic

*Answer: C*

*Diff: 3            Page Ref: 5*

*Skill: Conceptual*

17) The so-called \_\_\_\_\_ theorist is most interested in studying lapses of memory.

- A) learning
- B) trait
- C) existential-humanistic
- D) depth

*Answer: D*

*Diff: 3 Page Ref: 5*

*Skill: Conceptual*

18) The theorist emphasizing the unconscious assumes the person knows \_\_\_\_\_ determinants of his or her own personality.

- A) the unconscious
- B) only the conscious
- C) the existential-humanistic
- D) few if any

*Answer: D*

*Diff: 3 Page Ref: 6*

*Skill: Conceptual*

19) According to Freud's or Jung's theories, the ultimate causes of behavior are

- A) unconscious.
- B) learned.
- C) traits.
- D) cultural norms.

*Answer: A*

*Diff: 1 Page Ref: 6*

*Skill: Applied*

20) Which theory posits that your present experience and future goals are important determinants of personality?

- A) Learning Theory
- B) Existential-Humanistic Theory
- C) Trait Theory
- D) Cognitive Theory

*Answer: D*

*Diff: 1 Page Ref: 6*

*Skill: Conceptual*

21) Behavior that is pulled by the future rather than pushed by the past is called \_\_\_\_\_ behavior.

- A) teleological
- B) hedonistic
- C) humanistic
- D) existential

*Answer: A*

*Diff: 1 Page Ref: 7*

*Skill: Conceptual*



- 22) Hedonism refers to  
A) the search for meaning.  
B) the tendency to seek pleasure and avoid pain.  
C) goal-directed behavior.  
D) attraction to men named Don.

*Answer: B*

*Diff: 1            Page Ref: 7*

*Skill: Factual*

- 23) The \_\_\_\_\_ believes that all of the influences acting on a person at a given time can actually be known.  
A) determinist  
B) existentialist  
C) free-willist  
D) none of the above

*Answer: D*

*Diff: 3            Page Ref: 8*

*Skill: Conceptual*

- 24) The intense study of the individual case is called \_\_\_\_\_ research.

- A) idiographic  
B) nomothetic  
C) introspective  
D) humanistic

*Answer: A*

*Diff: 1            Page Ref: 9*

*Skill: Factual*

- 25) The study of the average performance of groups of individuals is called \_\_\_\_\_ research.

- A) idiographic  
B) nomothetic  
C) introspective  
D) humanistic

*Answer: B*

*Diff: 1            Page Ref: 9*

*Skill: Factual*

- 26) Variables controlling a person's behavior internally are called

- A) person variables.  
B) situation variables.  
C) introspective variables.  
D) unconscious variables.

*Answer: A*

*Diff: 1            Page Ref: 9*

*Skill: Factual*

27) Variables controlling a person's behavior externally are called

- A) person variables.
- B) situation variables.
- C) introspective variables.
- D) unconscious variables.

*Answer: B*

*Diff: 1      Page Ref: 9*

*Skill: Factual*

28) The mind-body problem consists of determining how

- A) our behavior can be both freely chosen and determined at the same time.
- B) mental events and bodily events are related to each other.
- C) bodily experiences are similar to mental experiences.
- D) the mind can inhibit undesirable behavior.

*Answer: B*

*Diff: 3      Page Ref: 9*

*Skill: Conceptual*

29) Which of the following positions on the mind-body problem states that there is really no problem because the mind does not exist?

- A) physical monism
- B) epiphenomenalism
- C) parallelism
- D) interactionism

*Answer: A*

*Diff: 1      Page Ref: 9*

*Skill: Factual*

30) Which of the following positions on the mind-body problem claims that mental events are merely irrelevant byproducts of bodily events?

- A) physical monism
- B) epiphenomenalism
- C) parallelism
- D) interactionism

*Answer: B*

*Diff: 1      Page Ref: 9*

*Skill: Factual*

31) Which of the following positions on the mind-body problem claims that external events trigger mental and bodily events at the same time?

- A) physical monism
- B) epiphenomenalism
- C) parallelism
- D) interactionism

*Answer: C*

*Diff: 1      Page Ref: 9*

*Skill: Factual*

32) The \_\_\_\_\_ theory of human nature states that people become what they experience.

- A) rationalistic
- B) empirical
- C) existential
- D) animalistic

*Answer: B*

*Diff: 2      Page Ref: 10*

*Skill: Conceptual*

33) The \_\_\_\_\_ conception of human nature claims that we inherit behavioral predispositions from our evolutionary past, but these predispositions can be modified by rational thought or by cultural influence.

- A) empirical
- B) evolutionary
- C) existential
- D) mechanistic

*Answer: B*

*Diff: 1      Page Ref: 10*

*Skill: Factual*

34) The \_\_\_\_\_ theory of human nature assumes that we are born basically good.

- A) rationalistic
- B) existential
- C) animalistic
- D) humanistic

*Answer: D*

*Diff: 1      Page Ref: 10*

*Skill: Factual*

35) Traditionally, most personality theorists have assumed that

- A) people are basically selfish and animalistic.
- B) people are consistent.
- C) people have the tendency to lie and deceive.
- D) people are basically good.

*Answer: B*

*Diff: 1      Page Ref: 10*

*Skill: Factual*

36) \_\_\_\_\_ is the study of knowledge.

- A) Introspection
- B) Empiricism
- C) Epistemology
- D) Rationalism

*Answer: C*

*Diff: 1      Page Ref: 11*

*Skill: Factual*

37) \_\_\_\_\_ is the belief that sensory experience is the basis of all knowledge.

- A) Determinism
- B) Rationalism
- C) Empiricism
- D) Hedonism

*Answer: C*

*Diff: 1      Page Ref: 11*

*Skill: Factual*

38) Scientific theory combines \_\_\_\_\_ and \_\_\_\_\_ .

- A) introspection; nativism
- B) hedonism; epistemology
- C) determinism; free will
- D) rationalism; empiricism

*Answer: D*

*Diff: 2      Page Ref: 11*

*Skill: Factual*

39) A theory's ability to explain several different observations is its \_\_\_\_\_ function.

- A) synthetic
- B) heuristic
- C) empirical
- D) deterministic

*Answer: A*

*Diff: 1      Page Ref: 12*

*Skill: Factual*

40) A theory's ability to generate new research is referred to as its \_\_\_\_\_ function.

- A) synthetic
- B) heuristic
- C) empirical
- D) deterministic

*Answer: B*

*Diff: 1      Page Ref: 12*

*Skill: Factual*

41) According to Hall and Lindzey, the most important question to ask when evaluating a personality theory is:

- A) Does it generate empirical research?
- B) Would it be approved by physical scientists?
- C) Does it seem reasonable?
- D) Does it explain everything that is known about personality?

*Answer: A*

*Diff: 3      Page Ref: 12*

*Skill: Applied*

42) In order to be useful, a scientific theory must

- A) explain all phenomena in a research area.
- B) generate new research.
- C) be incapable of being proven incorrect.
- D) all of the above

*Answer: B*

*Diff: 2            Page Ref: 12*

*Skill: Conceptual*

43) According to “the principle of verification,” a theory is only useful if it

- A) is correct.
- B) is understood by scientists.
- C) has interesting premises and conclusions.
- D) can be tested.

*Answer: D*

*Diff: 3            Page Ref: 13*

*Skill: Conceptual*

44) Thomas Kuhn called a point of view shared by a large number of scientists a

- A) paradigm.
- B) theory.
- C) beam of light.
- D) heuristic approach.

*Answer: A*

*Diff: 1            Page Ref: 14*

*Skill: Applied*

45) According to the authors of your text, the most important thing about paradigms is that

- A) logically, only one can be correct.
- B) they all generate different research methodologies.
- C) both A and B
- D) neither A nor B

*Answer: B*

*Diff: 1            Page Ref: 14*

*Skill: Conceptual*

46) According to Popper, before a theory can be considered scientific it must

- A) make risky predictions.
- B) be falsifiable.
- C) make nothing but correct predictions.
- D) both A and B above

*Answer: D*

*Diff: 1            Page Ref: 15*

*Skill: Applied*

- 47) Popper's principle of falsifiability is quite similar to
- A) the principle of verification.
  - B) the Kuhn dictum.
  - C) the rationality debate.
  - D) the existential paradigm.

*Answer: A*

*Diff: 3      Page Ref: 15*

*Skill: Applied*

- 48) According to Marx and Goodson, progress in science occurs when
- A) theories are wrong.
  - B) good people work together to solve problems.
  - C) technology makes the impossible possible.
  - D) all of the above

*Answer: A*

*Diff: 3      Page Ref: 16*

*Skill: Applied*

- 49) Which of the following would Popper consider to be nonscientific?
- A) astrology
  - B) Freud's theory of personality
  - C) Einstein's theory of relativity
  - D) both A and B

*Diff: 3      Page Ref: 16*

*Skill: Applied*

- 50) According to Popper's criteria, many theories of personality
- A) are as scientifically sound as Einstein's theory.
  - B) are based on pre-paradigmatic science.
  - C) are not scientific.
  - D) all of the above

*Answer: C*

*Diff: 1      Page Ref: 16*

*Skill: Applied*

## **1.2 Questions for Essay or Discussion**

1. In your opinion, what are the most important questions about human personality? In other words, what questions about human nature should be contained in a theory of personality?
2. In your opinion, can human personality be studied scientifically? Why or why not?
3. How important is it for a theory of personality to make risky, testable statements? Explain your answer.

## CHAPTER 2: SIGMUND FREUD

### Chapter Outline

#### I. Biographical Sketch

- A. Born May 6, 1856, in Freiberg, Austria (now Pribor, Czech Republic)
- B. Entered medical school at University of Vienna at 17 years of age
- C. Entered private practice as a clinical neurologist in 1886
- D. Married in 1886
- E. Died September 23, 1939

#### II. Early Influences on Freud's Theory

- A. Studied with Charcot (1885): Experiments with hypnotism
- B. Visit with Bernheim (1889): Further experiments with hypnotism
- C. Collaboration with Breuer (late 1870s) and the case of Anna O.
- D. The development of free association

#### III. Instincts and Their Characteristics

- A. All aspects of human personality are derived from biological instincts.
- B. Characteristics of instinct
  - 1. Source (biological deficiency)
  - 2. Aim (correct the deficiency/restore balance)
  - 3. Object (goal that satisfies)
  - 4. Impetus (strength and direction of motive)
- C. Life and death instincts
  - 1. Libido or Eros/the Life Instincts
  - 2. Thanatos/the Death Instinct

#### IV. Divisions of the Mind

- A. The id (pure, unconscious instinctual energy)
  - 1. Governed by the pleasure principle
  - 2. Acts through reflexes and wish fulfillment (primary processes)
- B. The ego (brings individual into contact with real goal objects)
  - 1. Identification (matching id images with real objects)
  - 2. Governed by the reality principle
  - 3. Reality testing (secondary processes)
- C. The superego (the moral arm of personality)
  - 1. Conscience (from past punishments)
  - 2. Ego ideal (from past rewards)

#### V. Cathexis and Anticathexis

- A. Influenced by Helmholtz's principle of conservation of energy
  - 1. Applied the principle to psychic energy
- B. Cathexis
  - 1. Investment of psychic energy in wish-images as ideas or fantasies
  - 2. Persists until the wish is satisfied
- C. Anticathexis
  - 1. Investment of psychic energy to prevent undesirable cathexes
- D. Displacement
  - 1. Superego and ego divert undesirable cathexes to alternative objects

VI. Anxiety

- A. All anxiety derived from the birth trauma
  - 1. Functions to warn us if actions or thoughts are dangerous
- B. Reality anxiety—related to real-world dangers
- C. Neurotic anxiety—fear that id will overpower the ego
- D. Moral anxiety—fear of actions or thoughts contrary to superego

VII. Ego-Defense Mechanisms

- A. Irrational attempts to protect against anxiety
  - 1. All ego defenses are unconscious
  - 2. All ego defenses falsify or distort reality
- B. Repression
  - 1. The basic defense mechanism—must occur before any of the others
  - 2. Prevention of ego-threatening thoughts from entering consciousness
    - a) Primal repression: Protects against id impulses
    - b) Repression proper: Protects against painful memories
- C. Displacement
  - 1. Substitution of one goal/activity for another that provokes anxiety
  - 2. Sublimation: Displacement that is advantageous for society
- D. Identification
  - 1. Self-protection through affiliation with powerful persons or groups
- E. Denial of reality
  - 1. Denial of facts despite evidence to the contrary
- F. Projection
  - 1. Anxiety-provoking truths about the self are attributed to others
- G. Undoing
  - 1. Using ritualistic acts to atone for past actions that provoke anxiety
- H. Reaction formation
  - 1. Overt actions that are the opposite of anxiety-provoking thoughts
- I. Rationalization
  - 1. Logically explaining anxiety-provoking actions or thoughts
- J. Intellectualization (isolation of affect)
  - 1. Stripping emotional content from anxiety-laden thoughts via analysis
- K. Regression
  - 1. Returning to an earlier mode of gratification or anxiety relief
- L. Altruistic surrender
  - 1. Living in accordance with the values of a person perceived as superior
- M. Identification with the aggressor
  - 1. Internalizing the values and mannerisms of a feared person

VIII. Psychosexual Stages of Development

- A. Each stage has an erogenous zone as its greatest source of pleasure
- B. Too much or too little gratification causes fixation (substantial cathexes)
- C. Oral stage
  - 1. Pleasure from stimulation of mouth, lips, and tongue
  - 2. Early fixations result in oral-incorporative character
  - 3. Later fixations result in oral-sadistic character
- D. Anal stage
  - 1. Pleasure from stimulation of anus/buttocks
  - 2. Early fixations result in anal-expulsive character
  - 3. Later fixations result in anal-retentive character



- E. Phallic stage
  - 1. Pleasure from stimulation of penis
  - 2. Oedipus complex occurs during this stage
- F. Latency stage
  - 1. Sexual interests are repressed and displaced
- G. Genital stage
  - 1. Characterized by adult, heterosexual interests
- IX. Summary of Freud's Views on Feminine Psychology
  - A. Viewed women as failed or inferior men
  - B. Believed women to be morally inferior due to weak superego development
  - C. Admitted failure to understand women
- X. Tapping the Unconscious Mind
  - A. Free association
  - B. Dream analysis
  - C. Parapraxes in everyday life: Unconscious revealed in action
- XI. Freud's View of Religion
  - A. Religion as an illusion to prevent anxiety
- XII. Freud's View of Human Nature
  - A. A pessimistic, biological view of human nature
- XIII. Modifications of the Freudian Legend
  - A. Problems with revisions of the seduction theory
  - B. Problems with repression of memories
  - C. Problems with distortion of the "Freudian History"
- XIV. Evaluation

## **2.1 Multiple Choice**

- 1) Charcot observed that while a patient was hypnotized, he could create and remove paralyses in the patient at will. This demonstrated that
- A) patients were malingerers.
  - B) physical symptoms could have a psychological origin.
  - C) physical symptoms had a physical origin.
  - D) physicians had supernatural powers.

*Answer: B*

*Diff: 1            Page Ref: 23*

*Skill: Applied*

- 2) Hysteria is a term used to describe
- A) psychosis.
  - B) a variety of symptoms such as paralysis and disturbances of sight and speech.
  - C) a general release of emotional tension.
  - D) all of the above

*Answer: B*

*Diff: 1            Page Ref: 23*

*Skill: Factual*

3) Hysteria is the Greek word for

- A) uterus.
- B) hysteria.
- C) neurosis.
- D) psychosis.

*Answer: A*

*Diff: 1      Page Ref: 23*

*Skill: Factual*

4) The inability or difficulty in remembering what one did under hypnosis is referred to as

- A) posthypnotic suggestion.
- B) posthypnotic amnesia.
- C) the Hippolyte effect.
- D) hysteria

*Answer: B*

*Diff: 1      Page Ref: 24*

*Skill: Factual*

5) From Bernheim's demonstration of posthypnotic suggestion, Freud learned that

- A) behavior could be caused by unconscious ideas.
- B) some patients could be hypnotized while others could not be.
- C) previously unconscious thoughts could be made conscious.
- D) hysteria was a "real" disorder and, therefore, had to be taken seriously by the medical community.

*Answer: A*

*Diff: 2      Page Ref: 25*

*Skill: Applied*

6) Breuer found that Anna O.'s condition improved when she openly expressed her feelings. He referred to this phenomenon as

- A) hysteria.
- B) transference.
- C) catharsis.
- D) transference.

*Answer: C*

*Diff: 2      Page Ref: 25*

*Skill: Applied*

7) The phenomenon where an analyst forms an emotional attachment to a patient is called

- A) catharsis.
- B) transference.
- C) countertransference.
- D) cathexis.

*Answer: C*

*Diff: 2      Page Ref: 25*

*Skill: Factual*

8) Which of the following did Freud call the fundamental rule of psychoanalysis?

- A) hypnosis
- B) free association
- C) hand pressure
- D) chimney sweeping

*Answer: B*

*Diff: 1            Page Ref: 27*

*Skill: Applied*

9) The major tool that Freud used in his self-analysis was

- A) the interpretation of his own dreams.
- B) looking at pictures of Anna O.
- C) self-hypnosis.
- D) free association.

*Answer: A*

*Diff: 2            Page Ref: 28*

*Skill: Applied*

10) Freud's theory is \_\_\_\_\_ because it assumes that humans continually seek pleasure and avoid pain.

- A) deterministic
- B) hedonistic
- C) humanistic
- D) rationalistic

*Answer: B*

*Diff: 1            Page Ref: 28, 29*

*Skill: Applied*

11) A bodily deficiency of some type is the \_\_\_\_\_ of an instinct.

- A) source
- B) aim
- C) object
- D) impetus

*Answer: A*

*Diff: 1            Page Ref: 29*

*Skill: Factual*

12) Those experiences or objects that reduce or remove a bodily deficiency are the \_\_\_\_\_ of an instinct.

- A) source
- B) aim
- C) object
- D) impetus

*Answer: C*

*Diff: 1            Page Ref: 29*

*Skill: Factual*

13) The removal of a bodily deficiency constitutes the \_\_\_\_\_ of an instinct.

- A) source
- B) aim
- C) object
- D) impetus

*Answer: B*

*Diff: 1 Page Ref: 29*

*Skill: Factual*

14) The magnitude of a bodily deficiency represents the \_\_\_\_\_ of an instinct.

- A) source
- B) aim
- C) object
- D) impetus

*Answer: D*

*Diff: 1 Page Ref: 29*

*Skill: Factual*

15) The psychic energy associated with the life instincts is called

- A) libido.
- B) impetus.
- C) eros.
- D) thanatos.

*Answer: A*

*Diff: 2 Page Ref: 29*

*Skill: Conceptual*

16) Freud referred to the life instincts collectively as

- A) thanatos.
- B) eros.
- C) impetus.
- D) none of the above

*Answer: B*

*Diff: 1 Page Ref: 29*

*Skill: Applied*

17) Freud referred to the death instinct as

- A) eros.
- B) libido.
- C) thanatos.
- D) more than one of the above

*Answer: C*

*Diff: 1 Page Ref: 29*

*Skill: Applied*