

Book: A History of Modern Psychology in Context  
Job: /Pickren  
Chapter Testbank: 2  
MS pages: 11

## Chapter 2

1. The term *psychological practices*, as outlined by the authors of your text, refers to
  - a. the use of psychological knowledge in the service of making sense of oneself and the world.
  - b. the act of going to see someone trained in Psychology for help for a specific problem.
  - c. the act of producing psychological research that has applications to society.
  - d. the act of being trained in Psychology.
2. Conduct books appeared instrumental in changing people's sense of self because
  - a. they clearly outlined the types of behaviors that were deemed appropriate and inappropriate, thereby creating a sense of morality and accomplishment in people.
  - b. as a technology of the Protestant religion, they created an emphasis on self-control and increased literacy rates, which allowed for greater introspection.
  - c. as a technology of the Catholic religion, they provided a guide for raising a family, which created a feeling of cohesiveness and productiveness in parents.
  - d. of none of the above
3. Which of the following psychological procedure(s) was/were closely connected to the needs created by the Industrial Revolution?
  - a. conduct books and phrenology
  - b. letter writing and diary entries

- c. phrenology and physiognomy
  - d. phrenology only
4. In 1517, Martin Luther challenged the practices of the Roman Catholic Church, a movement that became known as
- a. the revolution of the Roman Catholic Church.
  - b. the Christian doctrine.
  - c. the Protestant Christian revolution.
  - d. the Protestant Reformation.
5. The Protestant religion was instrumental in facilitating a new inward focus on examining one's life. It did so by
- a. asserting that the relationship one had with God was the responsibility of the believer, thereby creating a need for people to pay careful attention to their inner life.
  - b. creating the belief that salvation would not be possible without a thorough examination of oneself and a complete understanding of one's inner life.
  - c. instilling the fear that not fully knowing and understanding oneself was a sin in the eyes of God.
  - d. providing people with an alternative to Roman Catholic doctrines, whose conception of faith was beginning to be seen as too liberal.
6. While conduct books and diaries became important technologies through the church, a more practical technology that aided in the movement toward inward reflection was
- a. the camera.
  - b. a set of writing utensils.

- c. the contemporary novel.
  - d. the glass mirror.
7. The term *commercial society* refers to
- a. a society that is inundated with constant appeals to consume goods and services.
  - b. an understanding that people and their relationships are defined by what they buy, sell, or produce.
  - c. the notion that a capitalist-driven society, despite its pitfalls, is the most productive in terms of worker output and capital gain.
  - d. none of the above
8. Why, according to Adam Smith, was labor so important for a commercial society?
- a. It replaced agriculture as the source of a nation's wealth.
  - b. It sustained American society throughout the Great Depression.
  - c. It was a catalyst of change during the Industrial Revolution, which led to the creation of the commercial society.
  - d. It created a balance between consumption of goods and output of goods, creating a much-needed equilibrium in the capitalist society.
9. The famous phrase "invisible hand" refers to
- a. the cyclical nature of a capitalist society, in which the money that people earn through labor is funneled back into society through the consumption of goods.
  - b. Smith's concept that everyone seeks out their own interests, thus fueling the capitalist regime through their own selfishness.
  - c. Smith's concept that everyone seeks out their own interests, with the net result that everyone's needs are met.

- d. humans inextricable links to one another and most people's inability to function without a connection to another person.
10. The primary change that evolved within the family structure in western Europe and England in the beginning of the 18th century involved
- a. a focus on greater intimacy and affection within the family unit, coupled with a greater child orientation.
  - b. a focus on greater intimacy and affection, although the focus on the adult members stayed constant.
  - c. a dramatic increase in the number of children families were having to create more workers and allow for more providers within each family.
  - d. a dramatic decrease in the number of children being born because women and primary caregivers were entering the workforce to sustain families during difficult economic periods.
11. The ancient system of understanding human character by linking the physical, outward appearance of a person and the inner character is
- a. phrenology.
  - b. physiognomy.
  - c. mesmerism.
  - d. functionalism.
12. The popularity of systems such as physiognomy and phrenology had such a significant impact on the everyday lives of Americans because
- a. they provided everyday people with a psychological language and the ability to examine themselves in a psychological way while using practical knowledge.

- b. they were quick and easy systems with which to learn the social and mental characteristics of others and were particularly useful when looking for a mate.
  - c. phrenology offered insight into how the brain worked, which helped people understand their own behaviors.
  - d. having phrenological and physiognomic readings done became a standard in the job interview process.
13. Critics of physiognomy asserted that
- a. it made everyday people believe they were psychologists.
  - b. since any person could be easily trained to give a physiognomic reading, this ease and lack of training gave the real psychological sciences, such as phrenology, a reputation for being unscientific.
  - c. it was simply folk wisdom that had little relation to a real science.
  - d. physiognomy was helping to further narrow the gap between the psychical and the psychological.
14. The popularity of phrenology affected numerous areas of people's everyday lives, but it was particularly relevant to workers in the newly specialized workforce. This was because
- a. phrenology introduced moral sentiment to working-class Americans.
  - b. it offered insight into how to use the competitive nature of the workforce together with the knowledge of one's own abilities to get ahead.
  - c. it made it easy to tell which bosses were unfair.
  - d. it provided information about which jobs were good for men and which were good for women.

15. Which of the following was responsible for introducing fee-for-service standards with psychology?
- a. phrenology
  - b. physiognomy
  - c. the Industrial Revolution
  - d. mesmerism
  - e. all of the above
16. According to historian of psychology Michael Sokal, in which three areas could you receive advice from a phrenologist?
- a. Family, marital, and child rearing
  - b. Vocational, marital, and emotional
  - c. Vocational, family, and child rearing
  - d. Emotional, vocational, and family
17. Organology can be defined as
- a. a specific surgical procedure involving the removal of certain sections of organs.
  - b. Franz Joseph Gall's approach to science, whereby the brain is composed of separate parts with distinct features.
  - c. George Combe's variation of the physiognomic system.
  - d. Johann Spurzheim's approach to "reading the signs of the body," which developed as a critique of phrenology.
18. The market's encouragement of self-control or self-regulation because humans required functioning relationships with other people was referred to by Adam Smith as
- a. invisible hand

- b. self-command
  - c. commercial society
  - d. moral sentiment
19. Simultaneous with changes to the family structure as a whole during the 18th century, specific changes occurred within the nuclear family; most notably,
- a. marriage based on romantic love became the norm rather than the exception.
  - b. siblings were being born farther apart as the need to have numerous children was subsiding.
  - c. divorcing from a spouse was becoming a more acceptable social institution.
  - d. the birth of a girl was being more appreciated, whereas in previous decades the birth of a boy had greater social value.
20. The Industrial Revolution was a period of rapid changes to the family structure, workforce, social conditions, gender expectations, and urban development. This period also had significant implications for the field of psychology; namely,
- a. in an increasingly urbanized society where meritocracy outweighed family lineage, the need to make sense of one's life was increasingly important.
  - b. the number of women entering the workforce was rapidly increasing, so the psychology of women became an important area of study.
  - c. psychologists offered scientific explanations of supernatural phenomena that were comforting to people.
  - d. it created jobs for psychologists.
21. In what capacity did Protestant Christianity help cultivate the relationship between religion and everyday psychological practices?

- a. Protestant Christianity placed an increased emphasis on strict and appropriate conduct, and the invention of conduct books aided in enforcement of the Protestant doctrine.
  - b. Protestant faith asserted that individuals were responsible for their own relationship with God and followers must pay careful attention to their interior life.
  - c. Protestant religion offered an alternative to the Catholic dogma that had previously been in place but was beginning to appear outdated.
  - d. Similarities between Protestant religion and psychical research were quickly noted by the leaders of the Protestant Church, and Protestant followers were encouraged to engage in psychical discussion, meetings, and events.
22. Letter writing emerged in the 18th and 19th century as a form of \_\_\_\_\_ instead of \_\_\_\_\_.
- a. business communication; personal expression
  - b. interpersonal communication; personal expression
  - c. personal expression; business communication
  - d. personal expression; interpersonal communication
  - e. storytelling; business communication
23. Immanuel Kant argued that psychology could never be
- a. an exact science.
  - b. as reputable and reliable as the “harder” sciences.
  - c. wholly empirical.
  - d. applicable to the everyday matters of humans.



24. Combe was a noted scholar in which of the following psychological practices?
- a. phrenology
  - b. physiognomy
  - c. spiritualism
  - d. mesmerism
25. Smith's concept of division of labor refers to
- a. the institutional racism that existed during the Industrial Revolution, whereby Black workers received less pay and had lower status within the workplace than White workers.
  - b. the division of labor that existed between men and women, which facilitated the division between public and private spheres.
  - c. legislature put in place to ensure that pay was reflective of the quality and quantity of work produced.
  - d. the hierarchical arrangement of work such that different status levels yielded different tasks and different pay.

Chapter 2 Answer Key

- 1. a
- 2. b
- 3. c
- 4. d
- 5. a
- 6. d

7. b
8. a
9. c
10. a
11. b
12. a
13. c
14. b
15. a
16. c
17. b
18. d
19. a
20. a
21. b
22. c
23. a
24. a
25. d