

Name: _____ Date: _____

1. What is a developmental theory? Identify the three things discussed in the text that a theory can do.
2. Freud's theory of psychosexual development and Erikson's theory of psychosocial development are two examples of psychoanalytic theory. First, describe two similarities of the theories. Second, describe two differences between the theories.
3. First, describe classical and operant conditioning. Second, name the researcher who identified classical conditioning and the researcher who identified operant conditioning.
4. Explain social learning theory. Where does it come from, and what does it emphasize? Then describe the concept of modeling and indicate at least three reasons that a model is likely to be copied.
5. List Piaget's four stages of cognitive development in order, and explain what Piaget believed causes intellectual advancement.
6. Define information-processing theory. According to this theory, what is the process that underlies cognition?
7. Describe what Vygotsky meant by “apprenticeship in thinking” and “guided participation” and give an example of each.
8. Define Vygotsky's zone of proximal development and how it relates to learning. Provide two examples.
9. Describe the two biologically based drives associated with evolutionary theory and explain how selective adaptation relates to this theory.
10. Define *eclectic perspective* and provide an example of how a clinician might use this approach to explain a case of childhood aggression.

11. Name four kinds of developmental theories and describe how they have contributed to science's understanding of human development.
12. A _____ is an explanation of facts and observations defined by a set of concepts and ideas that organize phenomena.
13. A _____ theory is a systematic statement of principles and generalizations that provides a framework for understanding how and why people change over time.
14. Theories can produce hypotheses, generate discoveries, and offer practical _____.
15. Theories can produce hypotheses, generate _____, and offer practical guidance.
16. Theories can produce _____, generate discoveries, and offer practical guidance.
17. Jason learned that emotions impact performance. From this, he developed the idea that students who are sad when they take a test will perform poorly compared to those who take the test while happy. In this example, Jason used a theory to produce a _____.
18. Psychoanalytic theories hold that irrational, unconscious drives and motives, often originating in _____, underlie human behavior.
19. The foundation of psychoanalytic theory is inner drives, motives, and _____ needs.
20. According to Freud, the _____ stage is the first stage of psychosexual development.
21. Freud believed that by _____, psychosexual development was complete.
22. _____ is the psychoanalytic theorist who described eight stages of human development.
23. Within his theory of psychosocial development, _____ emphasized relationships to family and culture at each stage of the theory.

24. Behaviorism is a type of _____ theory.
25. The process by which a neutral stimulus is gradually linked to a meaningful stimulus is called _____.
26. After visiting the doctor's office several times and receiving a shot each time, Erin now tenses and cries when her mother pulls into the doctor's parking lot. Erin's response is due to _____ conditioning.
27. In _____ conditioning, a person takes an action that is followed by a consequence.
28. Tanner received praise for his aggressive defense in the basketball game. This encouraged him to play aggressive defense in the next game. In this example, praise was operating as a _____ for Tanner.
29. The _____ theory states that every individual learns many things through observation and imitation of other people.
30. When others copy the actions that a person performs, they are _____ certain behaviors.
31. Tim watches his dad mow the lawn. After a few minutes, Tim takes a toy lawnmower and begins following his dad, row by row. Tim is _____ his dad's behavior.
32. Piaget's stages of cognitive development include the sensorimotor, preoperational, concrete operational, and _____ operational stages.
33. According to Piaget, humans seek cognitive _____.
34. With respect to Piaget's theory of cognitive development, _____ is when new experiences are reinterpreted to fit into old ideas.
35. In Piaget's theory of cognitive development, old ideas are restructured to include new experiences through the type of adaptation known as _____.

36. In Piaget's theory of cognitive development, new experiences are reinterpreted to fit into old ideas through the type of adaptation known as _____.
37. The _____ theory was inspired by the input, programming, memory, and output of a computer.
38. The central thesis of _____ theory is that human development results from the dynamic interaction between developing persons and their surrounding society.
39. Vygotsky said that each person develops with the guidance of more skilled members of the society, who are tutors or mentors in a(n) _____ in thinking.
40. Vygotsky developed the concept of _____, which is the method used by parents, teachers, and entire societies to teach novices the skills and habits expected within their culture.
41. According to _____ theory, biologically based drives work to ensure that individuals survive and reproduce.
42. Selective _____ is the process by which living creatures (including people) adjust to their environment.
43. Each developmental theory has received severe criticism. The _____ theory has been criticized for being too subjective.
44. Each developmental theory has received severe criticism. The theory of _____ has been criticized for being too mechanistic.
45. Each developmental theory has received severe criticism. The _____ theory has been criticized for undervaluing emotions.
46. Each developmental theory has received severe criticism. The _____ theory has been criticized for neglecting individual choice.

47. Each developmental theory has received severe criticism. The _____ theory has been criticized for ignoring the power of current morals, laws, and norms.
48. Dr. Fine is trying to explain childhood aggression. He says that children might learn aggression by observing it, but they also may be expressing aggression because being aggressive may allow them to survive long enough to reproduce. In explaining childhood aggression, Dr. Fine is using the _____ perspective.
49. An explanation of facts and observations defined by a set of concepts and ideas that organize phenomena is a _____.
- A) hypothesis
 - B) theory
 - C) conclusion
 - D) development
50. A systematic statement of principles and generalizations that provides a framework for understanding how and why people change over time is a _____.
- A) hypothesis
 - B) developmental theory
 - C) conclusion
 - D) stage
51. Theories can do which of the following?
- A) produce hypotheses
 - B) solve developmental problems
 - C) quantify which behaviors are normal
 - D) establish facts
52. In class, Sam learned that some theorists link happiness to productivity. From this, he developed the thought that happy employees in a factory will produce more products per hour. In this example, Sam's theory led him to _____.
- A) produce a hypothesis
 - B) solve a developmental problem
 - C) generate a discovery
 - D) gain practical guidance

53. Hannah theorized that sleep helps people act in safer ways. She tested her theory by conducting an experiment. She manipulated the amount of sleep participants got and then tested participants' driving ability. Hannah learned that participants who got more sleep were safer drivers. In this example, Hannah's theory led her to _____.
A) replicate research
B) solve a developmental problem
C) generate a discovery
D) change the behavior of many people
54. Lilly's 12-year-old son used to get out of bed easily and early on school days, but lately he has been hard to wake. While reading a parenting book, Lilly came across the theory of "delayed phase of preference," in which sleep patterns shift when young people start to go through puberty. In this example, a theory helped Lilly _____.
A) design an experiment
B) change her own behavior
C) generate a discovery
D) gain practical guidance
55. Psychoanalytic theories contend that _____ underlie human behavior.
A) unconscious needs
B) learned associations
C) a history of reinforcements and punishments
D) instincts inherited from ancestors
56. The foundation of psychoanalytic theory is _____.
A) observable behaviors
B) inner drives, deep motives, and unconscious needs
C) a person's ideas and beliefs
D) observations that individuals make about their environments
57. Psychoanalytic theory originated with _____.
A) Piaget
B) Freud
C) Watson
D) Erikson

58. Which is the correct order of the stages of Freud's psychosexual theory, beginning with infancy and ending with the preschool years?
- A) oral, anal, genital
 - B) anal, oral, phallic
 - C) oral, anal, phallic
 - D) phallic, oral, anal
59. Each stage of Freud's psychosexual theory of development is characterized by a conflict associated with different parts of the body. According to Freud, how people experience and resolve each conflict influences personality _____.
- A) throughout life because early years provide the foundation of adult behavior
 - B) throughout life only if some of the conflicts are successfully resolved
 - C) only in childhood, with new conflicts emerging later that shape adult identity
 - D) at a particular stage of development
60. According to Freud's psychosexual theory, which stage centers around breast-feeding and weaning?
- A) oral stage
 - B) anal stage
 - C) phallic stage
 - D) genital stage
61. Though many of the theorists who followed Freud's psychoanalytic theory modified and expanded his ideas, they agreed on the importance of _____.
- A) early childhood experiences and psychosexual conflicts
 - B) psychosexual conflicts and the unconscious
 - C) early childhood experiences and the unconscious
 - D) psychosexual conflicts and stages of psychosexual development
62. Unlike Freud, Erikson _____.
- A) only described development in childhood
 - B) believed that adult problems reflect childhood conflicts
 - C) proposed a theory of the entire life span
 - D) was a psychoanalytic psychologist

63. Which psychoanalytic theorist identified unique stages of development from birth through late adulthood?
- A) Freud
 - B) Piaget
 - C) Skinner
 - D) Erikson
64. Within Erikson's theory of psychosocial development, each of the developmental stages is characterized by a particular challenge or _____.
- A) conflict negotiation
 - B) developmental conflict
 - C) developmental crisis
 - D) crisis opposition
65. Koji is 4 years old and has just "baked a cake" by mixing together applesauce, smashed up Cheerios, and chocolate syrup. He very proudly presents the cake to his mother, declaring, "I made this cake for you!" Koji seems to be in Erikson's stage of initiative versus guilt, and he might develop lifelong guilt if his mother _____.
- A) pretends to like the cake
 - B) punishes him for wasting food
 - C) tells him that the cake looks good, but she's not hungry
 - D) tells him thank you and then enlists his help in cleaning up the kitchen
66. It is time for 2-year-old Mira and her mother to leave for preschool. However, Mira insists that she must put on her shoes by herself. It seems that Mira is in Erikson's _____ stage of development.
- A) trust vs. mistrust
 - B) autonomy vs. shame
 - C) initiative vs. guilt
 - D) industry vs. inferiority
67. Alexei is a 6-month-old infant. When he cries in the middle of the night, one of his parents quickly comes to see what he needs. It is probably advisable that his parents continue to respond reliably, because Alexei is in Erikson's _____ stage of development.
- A) trust vs. mistrust
 - B) autonomy vs. shame
 - C) initiative vs. guilt
 - D) industry vs. inferiority

68. One of the reasons that school-age children (5–12 years of age) tend to enjoy working on worksheets, or making collections of objects, or practicing their hobby is because they are in Erikson's _____ stage of development.
- A) trust vs. mistrust
 - B) autonomy vs. shame
 - C) initiative vs. guilt
 - D) industry vs. inferiority
69. Thirteen- year-old Mishal has never taken any singing lessons before, but she has decided to join her school choir. While there she met a new friend, who introduced her to a new sport. Mishal is trying out new activities and new friends because she's in Erikson's _____ stage of development.
- A) identity vs. role confusion
 - B) autonomy vs. shame
 - C) initiative vs. guilt
 - D) industry vs. inferiority
70. Johnny is 12 years old and has been aggressive toward his siblings and peers by hitting, kicking, and calling them names. Johnny's parents are worried about these new aggressive behaviors and consult with a psychologist, who suggests that this behavior could be the result of unconscious drives originating from conflicts during early development. The psychologist's explanation for the aggression is consistent with _____.
- A) psychoanalytic theory
 - B) cognitive theory
 - C) behaviorism
 - D) information-processing theory
71. Pavlov's experiments with dogs that salivated when they heard a specific noise provide an example of _____.
- A) classical conditioning
 - B) observational learning
 - C) operant conditioning
 - D) reinforcement

72. When a person or animal learns to associate a neutral stimulus with a meaningful stimulus, gradually responding to the neutral stimulus in the same way as to the meaningful one, the person or animal is exhibiting _____.
A) classical conditioning
B) observational learning
C) operant conditioning
D) modeling
73. A balloon popped and made Bobby cry. It happened again when he was at a friend's birthday party. Now when Bobby sees a balloon, he starts to cry. Bobby cries in response to the balloon because of _____.
A) operant conditioning
B) observational learning
C) classical conditioning
D) modeling
74. When Scott gets home from work, his infant son, Mino, smiles and kicks his legs. Pavlov would say that Scott's arrival has been paired with playtime, so now Mino is displaying a _____ to Scott's arrival.
A) unconditioned stimulus
B) unconditioned response
C) conditioned stimulus
D) conditioned response
75. American behaviorists believe that psychologists should focus on _____.
A) observable behaviors
B) inner drives and motives
C) a person's ideas and beliefs
D) a person's sexual conflict
76. Learning as defined in behaviorism is _____ the general definition of learning.
A) more narrow than
B) more comprehensive than
C) the same as
D) the opposite of

77. The process by which a response becomes linked to a particular consequence is called _____.
- A) psychoanalysis
 - B) cognition
 - C) observational learning
 - D) operant conditioning
78. Skinner believed that psychology should focus on the study of behavior. The type of conditioning that Skinner identified was _____.
- A) classical conditioning
 - B) observational conditioning
 - C) operant conditioning
 - D) cognitive conditioning
79. Operant conditioning is also referred to as _____.
- A) classical conditioning
 - B) instrumental conditioning
 - C) observational conditioning
 - D) reinforcement conditioning
80. The teacher praised students for their good work on a spelling test. The teacher hopes that the praise will encourage students to study hard for the next spelling test. In this example, praise is operating as a _____.
- A) reinforcement
 - B) punishment
 - C) conditioner
 - D) norm
81. The boss praised his hourly employees for their good work. The boss hopes that the praise encourages the employees to continue to work hard. In this example, the reinforcement is _____.
- A) the boss's praise
 - B) the employee's good work
 - C) the boss
 - D) an hourly wage

82. Any consequence that follows a behavior and makes the person more likely to repeat that behavior is called a(n) _____.
A) punishment
B) condition
C) reinforcement
D) observation
83. Ingrid's parents discovered that she had skipped school and met up with her friends. In response, they restricted her from spending time with her friends. Two days later, they discovered that Ingrid had snuck out to meet her friends. Although they intended the restriction as a punishment, Ingrid interpreted it as a reward. How can you tell?
A) Ingrid has repeated the behavior.
B) Ingrid liked being restricted.
C) Ingrid's parents enjoyed imposing the consequence.
D) Getting to stay home is a reward for everyone.
84. Theorists who promote classical conditioning differ from theorists who promote operant conditioning in their beliefs about the source of learned behavior. Which of these statements is true?
A) Classical conditioning theorists emphasize the association between one stimulus and another, whereas operant conditioning theorists emphasize past reinforcement.
B) Classical conditioning theorists emphasize past reinforcement, whereas operant conditioning theorists emphasize the association between one stimulus and another.
C) Classical conditioning theorists emphasize observing another person's actions, whereas operant conditioning theorists emphasize past reinforcement.
D) Classical conditioning theorists emphasize the association between one stimulus and another, whereas operant conditioning theorists emphasize observing another person's actions.
85. Social learning theory focuses on learning that occurs from _____.
A) the association between one stimulus and another
B) past reinforcement
C) observing and imitating others
D) responding to a particular stimulus
86. A person observes the actions of others and copies them. Social learning theorists would call this an example of _____.
A) classical conditioning
B) operant conditioning
C) modeling
D) cognition

87. Observational learning is also called _____.
A) classical conditioning
B) operant conditioning
C) modeling
D) cognition
88. Jimmy watches his friend kick a soccer ball into the goal. Later that day, Jimmy finds a soccer ball and proceeds to kick it into the goal. Jimmy most likely engaged in the same behavior as his friend due to _____.
A) classical conditioning
B) modeling
C) operant conditioning
D) reinforcement
89. The modeling of behavior is more likely to occur when the model is _____.
A) younger than the observer
B) pitied by others
C) powerful in the group
D) an observer
90. Tammy grew up watching her parents fight. Now that Tammy is an adult, she does not want to fight all the time with her romantic partners. Which of the following explains how Tammy learned that she did not want a relationship filled with conflict?
A) classical conditioning
B) operant conditioning
C) social learning theory
D) cognitive theory
91. Johnny is 12 years old and has been aggressive toward his siblings and peers by hitting, kicking, and calling them names. Johnny's parents are worried about these new acts of aggression and consult with a psychologist, who suggests that this aggression could be a result of watching too many violent movies and playing too many violent video games. The psychologist's explanation for the aggression is consistent with _____.
A) psychoanalytic theory
B) cognitive theory
C) behaviorism
D) information-processing theory

92. The foundation of cognitive theory is _____.
A) observable behaviors
B) inner drives and motives
C) a person's thoughts and expectations
D) observations
93. Which of the following was a cognitive theorist?
A) Freud
B) Watson
C) Piaget
D) Maslow
94. With regard to cognitive development, Piaget argued that _____.
A) what children know is more revealing than how they think
B) how children think changes with time and experience
C) the cultural context is more revealing than what children know
D) what children know is more revealing than their cultural context
95. Which of these is the correct sequential order of Piaget's four stages of cognitive development?
A) formal operational, concrete operational, preoperational, sensorimotor
B) preoperational, sensorimotor, formal operational, concrete operational
C) sensorimotor, preoperational, concrete operational, formal operational
D) sensorimotor, preoperational, formal operational, concrete operational
96. According to Piaget, intellectual advancement occurs because of cognitive _____.
A) learning
B) resolution
C) equilibrium
D) modeling
97. A state of mental balance in which people are not confused because they can use their existing thought processes to understand current experiences and ideas is called _____.
A) social learning
B) conflict resolution
C) cognitive equilibrium
D) information processing

98. Jenny has never seen a pear before today. As her mom hands one to Jenny, she says, "This is a pear. It is a fruit." Jenny knows that apples and bananas are fruits and that she likes eating them, so she has a reference for this new experience. Jenny is experiencing _____.
- A) social learning
 - B) operant conditioning
 - C) guided participation
 - D) cognitive equilibrium
99. According to Piaget, when new experiences are reinterpreted to fit into old ideas, it is called _____.
- A) learning
 - B) assimilation
 - C) equilibrium
 - D) accommodation
100. Sally has a dog at home, so she knows about dogs. She is walking down the street and sees an animal walking toward her. The animal has four legs, fur, a tail, and is barking. Sally knows that these are characteristics of a dog, given her knowledge of dogs. She quickly concludes that this animal is a dog. This example illustrates the Piagetian concept of _____.
- A) operations
 - B) assimilation
 - C) equilibrium
 - D) accommodation
101. According to Piaget, when old ideas are restructured to include new experiences, it is called _____.
- A) learning
 - B) assimilation
 - C) equilibrium
 - D) accommodation

102. Sally has a dog at home, so she knows about dogs. She is walking down the street and sees an animal walking toward her. The animal has four legs, fur, and a tail. Sally knows that these are characteristics of dogs. But the animal coming toward her is meowing, not barking. Sally's mom tells her that the animal is a cat. Now when Sally sees an animal with four legs, a tail, and fur, she will conclude that it is a dog if it barks and a cat if it meows, illustrating _____.
- A) operations
 - B) assimilation
 - C) equilibrium
 - D) accommodation
103. In Piaget's theory of cognitive development, the more effortful cognitive adaptation is _____.
- A) assimilation
 - B) accommodation
 - C) assimilation during childhood and accommodation during adulthood
 - D) accommodation during childhood and assimilation during adulthood
104. The approach to cognitive development that focuses on the processes of thought instead of stages is called _____ theory.
- A) learning
 - B) information-processing
 - C) cognitive cultural
 - D) accommodation
105. A perspective that compares human thinking processes, by analogy, to the input, programming, memory, and output of computer analysis is _____.
- A) the social learning theory
 - B) the information-processing theory
 - C) behaviorism
 - D) the psychoanalytic theory

106. Within the information-processing perspective, what is the correct sequential order for producing cognition?
- A) The brain produces an output; input is picked up by the five senses; the brain reacts, connects, and stores memories.
 - B) The brain reacts, connects, and stores memories; input is picked up by the five senses; the brain produces an output.
 - C) Input is picked up by the five senses; the brain produces an output; the brain reacts, connects, and stores memories.
 - D) Input is picked up by the five senses; the brain reacts, connects, and stores memories; the brain produces an output.
107. Robin has always had a difficult time remembering things. She went to a psychologist and underwent tests which concluded that the way she senses input and then stores the information is interfering with her ability to recall the information. This explanation for Robin's memory difficulties is consistent with _____.
- A) psychoanalytic theory
 - B) evolutionary theory
 - C) social learning theory
 - D) information-processing theory
108. Which of the following has been revealed through brain imagery studies?
- A) Infants in the womb are unaware of their surroundings.
 - B) Newborns are unaware of their surroundings.
 - C) The brains of infants in the womb are more active when they hear their mother's language.
 - D) The brains of newborns are more active when they hear their mother's language.
109. Which theory of development emphasized unconscious drives and early experiences, and which emphasized learning by association, reinforcement, or observation?
- A) Psychoanalytic theory emphasized unconscious drives and early experiences, whereas behaviorism emphasized learning.
 - B) Psychoanalytic theory emphasized unconscious drives and early experiences, whereas cognitive theory emphasized learning.
 - C) Behaviorism emphasized unconscious drives and early experiences, whereas psychoanalytic theory emphasized learning.
 - D) Cognitive theory emphasized unconscious drives and early experiences, whereas psychoanalytic theory emphasized learning.

110. Which theory of development emphasized unconscious drives and early experiences, and which emphasized understanding how a person thinks?
- A) Psychoanalytic theory emphasized unconscious drives and early experiences, whereas behaviorism emphasized understanding how a person thinks.
 - B) Psychoanalytic theory emphasized unconscious drives and early experiences, whereas cognitive theory emphasized understanding how a person thinks.
 - C) Behaviorism emphasized unconscious drives and early experiences, whereas psychoanalytic theory emphasized understanding how a person thinks.
 - D) Cognitive theory emphasized unconscious drives and early experiences, whereas psychoanalytic theory emphasized understanding how a person thinks.
111. Approaches to toilet training have changed over time. At one point, it was suggested to parents to postpone toilet training until the child was at least a year old to avoid serious personality problems later on. This view is consistent with _____.
- A) psychoanalytic theory
 - B) cognitive theory
 - C) behaviorism
 - D) information-processing theory
112. Approaches to toilet training have changed over time. At one point it was suggested that parents toilet-train whenever they wished, using reinforcement as part of the training. This view is consistent with _____.
- A) psychoanalytic theory
 - B) cognitive theory
 - C) behaviorism
 - D) information-processing theory
113. Different theories and diverse parental practices are associated with toilet training. According to the text, what is the best method for toilet training?
- A) It is best to start to toilet-train children before they turn 1 year old.
 - B) Using reinforcements for toilet training works for all children.
 - C) Children should decide when they want to be toilet-trained.
 - D) There is no single best strategy for toilet training all children.
114. The so-called “new” theories, unlike the grand theories, are multidisciplinary. For example, _____ theory draws on anthropology.
- A) psychoanalytic
 - B) information-processing
 - C) evolutionary
 - D) sociocultural

115. The so-called “new” theories, unlike the grand theories, are multidisciplinary. Evolutionary theory, for example, draws on the work of _____.
A) archeologists
B) educators
C) engineers
D) computer scientists
116. The idea that human development results from the dynamic interaction between developing persons and their surrounding society is the central thesis of _____ theory.
A) humanistic
B) sociocultural
C) evolutionary
D) cognitive
117. Which Russian theorist emphasized the cultural context?
A) Piaget
B) Vygotsky
C) Maslow
D) Erikson
118. Vygotsky used the term _____ to describe how cognition is stimulated and developed in people by more skilled members of society.
A) zone of proximal development
B) guided participation
C) apprenticeship in thinking
D) selective adaptation
119. Vygotsky used the term _____ to describe the method used by parents, teachers, and entire societies to teach novices the skills and habits expected within their culture.
A) zone of proximal development
B) guided participation
C) apprenticeship in thinking
D) selective adaptation

120. Sally is helping her mom make a cake. Her mom helps Sally pick out the right ingredients, measure them, and mix them together. According to Vygotsky, Sally is engaging in _____.
- A) her zone of proximal development
 - B) guided participation
 - C) operant conditioning
 - D) selective adaptation
121. According to Vygotsky, the skills, knowledge, and concepts that the learner is close to acquiring but cannot yet master without help is referred to as _____.
- A) the zone of proximal development
 - B) guided participation
 - C) operant conditioning
 - D) selective adaptation
122. Chinh is a 1-year-old little girl. She has been walking with support for several weeks and is just about to take her first unsupported step. She staggers a little and then falls. She gets back to her feet and is ready to try again. It sounds like walking unsupported is _____.
- A) within Chinh's zone of proximal development
 - B) too hard for Chinh right now
 - C) boring and unmotivating
 - D) overwhelming and unmotivating
123. Within Vygotsky's zone of proximal development, the role of the more skilled member of society is to _____ in order to help the novice learn.
- A) model the work
 - B) take charge of the situation
 - C) urge a new competence
 - D) critique behaviors
124. Adofu is within the zone of proximal development for acquiring the ability to write his name. His mother's role as the more skilled member of society is to _____ in order to help Adofu learn.
- A) model the work
 - B) take charge of the situation
 - C) urge him toward this new competence
 - D) critique his behaviors

125. Within Vygotsky's zone of proximal development, the novice should do which of the following to guide and inspire the more skilled member of society?
- A) ask questions
 - B) give up after three unsuccessful attempts
 - C) urge a new competence
 - D) demand more intensive assistance
126. Eimen is within Vygotsky's zone of proximal development for acquiring the ability to play checkers. Eimen should do which of the following to guide and inspire her father to assist her in gaining this ability?
- A) ask questions
 - B) give up after three unsuccessful attempts
 - C) urge a new competence
 - D) demand more intensive assistance
127. In the United States in the 1950s, most children experienced their first taste of freedom when they learned to ride a bike and were allowed to ride it unsupervised in their neighborhood. Today, children are much older when they first experience this kind of freedom. The _____ has changed between the 1950s and now.
- A) culture
 - B) temperament
 - C) evolutionary style
 - D) genes
128. The sociocultural approach to understanding development often focuses on differences among people. Sociocultural scientists focus on differences in which of the following areas?
- A) culture
 - B) temperament
 - C) evolutionary style
 - D) genes
129. According to evolutionary theory, people _____.
- A) all have the same basic needs or motivations
 - B) are driven to survive and reproduce
 - C) learn from the environment
 - D) learn from observations

130. According to evolutionary theory, why are so many people afraid of snakes?
- A) because of daily life-threatening experiences
 - B) because of unconscious memories of childhood experiences with snakes
 - C) because they have learned by watching others react with fear to snakes
 - D) because a fear of snakes helped our ancestors survive millions of years ago
131. The grandmother hypothesis suggests that _____.
- A) grandmothers are better caregivers than mothers
 - B) women enter menopause so that they can protect their existing children
 - C) men live longer than women because men can reproduce longer
 - D) grandchildren are more interesting to women than their own children are
132. The process by which living creatures (including people) adjust to their environment through accumulations of beneficial genetic mutations over generations is referred to as _____.
- A) reinforcement
 - B) conditioning
 - C) selective adaptation
 - D) cognitive equilibrium
133. _____ is the process by which genes for traits that aid survival and reproduction are selected over time to allow the species to thrive.
- A) Reinforcement
 - B) Conditioning
 - C) Selective adaptation
 - D) Cognitive equilibrium
134. Chris is helpful and cooperative and takes care of his family and friends. Aaron is selfish and arrogant and puts his needs before his family and friends. Whose traits would likely be selected for future generations in order to meet the evolutionary goals of humans?
- A) Chris's traits
 - B) Aaron's traits
 - C) Chris's and Aaron's traits are equally likely to be selected.
 - D) Neither, because personality traits cannot be selected

135. For centuries, men have needed women to be sexually faithful to ensure that her children are also his offspring. Which theory is consistent with this explanation for faithfulness among romantic partners?
- A) humanism
 - B) evolutionary theory
 - C) behaviorism
 - D) sociocultural theory
136. Why have human genes evolved more rapidly than those of other species?
- A) Other species' genes are not capable of mutation.
 - B) Humans have reproduced more often than other species.
 - C) Other species have fewer offspring than humans do.
 - D) Humans have had to adapt to many climates over time.
137. What is one benefit of genetic diversity within a species?
- A) fewer offspring, as only mates with matching genes can breed
 - B) more offspring, as fertility is higher among species with greater genetic diversity
 - C) greater chance of species survival when exposed to new diseases or toxins
 - D) less chance of genetic mutations in the future
138. The theories that have made us aware of the impact of early-childhood experiences, remembered or not, on development are _____ theories.
- A) psychoanalytic
 - B) cognitive
 - C) sociocultural
 - D) universal
139. _____ has/have shown the effect that immediate response, associations, and examples have on learning, moment by moment and over time.
- A) Psychoanalytic theories
 - B) Cognitive theories
 - C) Sociocultural theories
 - D) Behaviorism
140. The theories that have brought an understanding of intellectual processes and how our thoughts and beliefs affect every aspect of our development are _____ theories.
- A) psychoanalytic
 - B) cognitive
 - C) sociocultural
 - D) universal

141. The theories that have reminded us that development is embedded in a rich and multifaceted cultural context, evident in every social interaction, are _____ theories.
- A) psychoanalytic
 - B) cognitive
 - C) sociocultural
 - D) universal
142. The theories which stress that human impulses need to be recognized before they can be guided are _____ theories.
- A) psychoanalytic
 - B) cognitive
 - C) sociocultural
 - D) evolutionary
143. Critics of sociocultural theory argue that it is _____.
- A) too subjective
 - B) too mechanistic
 - C) neglectful of individual choices
 - D) not considerate enough of context
144. Critics of behaviorism argue that the theory _____.
- A) is too subjective
 - B) is too mechanistic
 - C) neglects individuals
 - D) undervalues emotions
145. Critics of psychoanalytic theory argue that the theory _____.
- A) is too subjective
 - B) is too mechanistic
 - C) neglects individuals
 - D) undervalues emotions
146. Critics of cognitive theory argue that the theory _____.
- A) is too subjective
 - B) is too mechanistic
 - C) neglects individuals
 - D) undervalues emotions

147. The approach taken by most developmentalists, in which they apply aspects of each of the various theories of development rather than adhering exclusively to one theory, is referred to as the _____ perspective.
- A) eclectic
 - B) multidisciplinary
 - C) self-selected
 - D) multicontextual
148. The benefit of an eclectic approach is that it _____.
- A) is not tied to one theory, and so it is less biased
 - B) explains human development from a single perspective
 - C) allows each psychologist to develop their own grand theory
 - D) prevents non-psychologists from drawing incorrect conclusions
149. A developmental theory is a systematic statement of general principles that provides a framework for understanding how and why people change as they grow older.
- A) True
 - B) False
150. Theories undermine the development of hypotheses.
- A) True
 - B) False
151. According to Freud, the first stage of psychosexual development during infancy is the anal stage.
- A) True
 - B) False
152. The foundation of psychoanalytic theory is inner drives, motives, and unconscious needs.
- A) True
 - B) False
153. Erikson's stages of psychosocial development cover only the early years of life.
- A) True
 - B) False

154. According to John Watson, psychologists should study observable behavior.
A) True
B) False
155. In classical conditioning, a meaningful stimulus becomes linked to a neutral stimulus.
A) True
B) False
156. In operant conditioning, an individual follows a modeled behavior.
A) True
B) False
157. Cognitive theory is also called modeling.
A) True
B) False
158. Social learning theory compares human thinking processes to computer analysis of data.
A) True
B) False
159. Piaget's first stage of cognitive development is the preoperational stage.
A) True
B) False
160. Newer theories on development tend to be multidisciplinary.
A) True
B) False
161. Sociocultural theory states that human development results from the dynamic interaction between a person's genes and unconscious drives.
A) True
B) False
162. A father operates in a zone of proximal development when he helps his daughter learn how to ride a bike by herself through adjusting the level of support he provides her.
A) True
B) False

163. Sociocultural learning is passive.
A) True
B) False
164. Evolutionary theory is based on the idea that thoughts and expectations affect actions.
A) True
B) False
165. According to evolutionary theory, every species has two long-standing, biologically based drives: survival and reproduction.
A) True
B) False
166. Preferences for emotional and sexual faithfulness between romantic partners have been explained from an evolutionary perspective.
A) True
B) False
167. Developmentalists who subscribe to the eclectic perspective select what they consider to be the best aspects of each theory to explain development.
A) True
B) False
168. A group of ideas, assumptions, and generalizations that interpret and illuminate observations that have been made about human growth is referred to as a _____ theory.
A) behavioral
B) psychoanalytical
C) humanistic
D) developmental
169. According to your text, theories produce _____.
A) guidance and generate hypotheses
B) hypotheses and generate discoveries
C) discoveries and generate guidance
D) discoveries and generate hypotheses

170. Freud believed that personality _____.
A) continued to develop in adulthood
B) in adults was influenced by childhood
C) was primarily determined in infancy
D) was set in early childhood
171. A major difference between Erikson and Freud is that _____.
A) Freud emphasized psychosexual development, whereas Erikson emphasized psychosocial development
B) Freud emphasized adulthood, whereas Erikson emphasized childhood
C) Freud emphasized the child's relationship to the family, whereas Erikson emphasized the child's relationship to his or her own sexual urges
D) Freud thought that fathers had little role in development, whereas Erikson saw fathers as central to development
172. Pavlov's experiment in which he conditioned dogs to salivate after hearing a bell demonstrated what he called _____.
A) operant conditioning
B) psychoanalysis
C) classical conditioning
D) instrumental conditioning
173. Who argued that if psychology was to be a true science, psychologists should examine only what can be seen and measured?
A) Freud
B) Jung
C) Erikson
D) Watson
174. The behaviorist most associated with operant conditioning is _____.
A) Lev Vygotsky
B) Ivan Pavlov
C) B. F. Skinner
D) Jean Piaget
175. Which theory emphasizes learning through modeling?
A) social learning theory
B) classical conditioning
C) operant conditioning
D) psychoanalytic theory

176. According to cognitive theory, our thoughts shape our _____.
A) attitudes and actions
B) feelings and proximal development
C) unconscious motives and drives
D) senses and motor skills
177. Information-processing theory seeks to explore _____.
A) cognitive dissonance
B) cognitive equilibrium
C) processes of human thought
D) how computers work
178. According to sociocultural theory, human development is the result of an interaction between developing persons and their _____.
A) physical well-being
B) culture
C) epigenetic experiences
D) genetic ancestry
179. According to evolutionary theory, every species shares the biologically based drives for _____.
A) survival and reproduction
B) love and reproduction
C) self-fulfilling potential
D) love and respect
180. A psychologist who uses an eclectic approach during therapy _____.
A) emphasizes nature
B) emphasizes nurture
C) implements elective theory
D) uses several theoretical perspectives

Answer Key

1. A developmental theory is a systematic statement of general principles that provides a framework for understanding how and why people change as they grow older. Theories can produce hypotheses, generate discoveries, and offer practical guidance.

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Define developmental theory	Defines developmental theory	Gives a vague definition of developmental theory	Does not define a developmental theory
Identify the three things a theory can do	Tells the three things a theory can do	Tells two things a theory can do	Tells one thing or nothing that a theory can do

2. Both Freud and Erikson had stage theories based on the belief that adult problems echoed childhood conflicts. However, Erikson's psychosocial theory had eight stages, while Freud's psychosexual theory had just four. Erikson named two polarities at each stage, and his stages encompassed the entire life span, while Freud's ended at adolescence. Erikson's theory also emphasized the influence of family and culture, while Freud's theory emphasized unconscious sexual urges.

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Describe similarities	States that both men had stage theories based on the idea that adult problems echoed childhood conflicts	States that both theories had stages	Does not describe accurately how the theories are similar
Describe differences	States at least two ways in which the theories differed	States one of the ways in which the theories differed	Does not state a way in which the theories differed <i>or</i> does not accurately describe how the theories differed

3. Classical conditioning is a process by which a person learns to associate a neutral stimulus with a meaningful stimulus, gradually reacting to the neutral stimulus with the same behavior as the meaningful one. Pavlov is associated with classical conditioning. In operant conditioning, a person performs some action and then a response occurs. If the response is pleasurable, the person is likely to repeat the action. If the response is unpleasant, the person is unlikely to repeat the action. Skinner is associated with operant conditioning.

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Describe classical and operant conditioning	Correctly describes both types of conditioning	Correctly describes one type of conditioning	Cannot describe either type of conditioning <i>or</i> confuses the two types

Name the researchers associated with each	Correctly names Pavlov and Skinner	Correctly names Pavlov <i>or</i> Skinner	Cannot name either Pavlov or Skinner <i>or</i> confuses who belongs with each type of conditioning
---	------------------------------------	--	--

4. Social learning theory is an extension of behaviorism that emphasizes the influence that other people have over a person's behavior. Even without specific reinforcement, every individual learns many things through observation and imitation of other people. Modeling is the central process of social learning, by which a person observes the actions of others and then copies them. Models are people; they are most likely to be copied if they are admired, powerful, nurturing, or similar to the observer.

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Explain social learning theory	States that the theory is an offshoot of behaviorism and how everyone learns by observation and imitation	States that everyone learns through observation and imitation	Is vague about the definition of social learning theory
Describe modeling	Clearly describes how modeling is implicit in social learning	Describes imitation but not modeling	Fails to describe modeling
Give reasons why a model is apt to be copied	Lists three of the four reasons	Lists two of the four reasons	Lists one or none of the reasons

5. The four stages are sensorimotor, preoperational, concrete operational, and formal operational. According to Piaget, cognitive equilibrium causes intellectual advancement because humans seek mental balance. Disequilibrium can cause cognitive growth if people change their thinking through assimilation or accommodation.

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
List the stages of cognitive development	Lists the four stages in order	Lists three of the stages in order <i>or</i> confuses the order of two of the stages	Lists two or fewer stages <i>or</i> has the stages out of order
Explain the cause of intellectual advancement	Understands how people seek cognitive equilibrium and that disequilibrium can cause assimilation or accommodation	Understands that people seek cognitive equilibrium	Does not adequately explain Piaget's belief about intellectual advancement

6. Information-processing theory is a perspective that compares human thinking processes to a computer's analysis of data, including sensory input, making connections to stored memories, and output. Information-processing scientists believe that cognition begins with 1) input picked up by the five senses. It proceeds to 2) brain reactions and 3) making connections to stored memories, and it 4) concludes with some form of output.

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Define information-processing theory	Gives the definition of information-processing theory	Knows that information-processing theory compares cognition to computer processes	Gives an incorrect or vague definition of information-processing theory
Explain the process	Tells the four steps in the process	Tells two of the steps in the process	Tells fewer than two of the steps in the process

7. Vygotsky stated that all adults teach children the skills expected by their society and culture. Apprenticeship in thinking is how Vygotsky described the more skilled members of the society acting as tutors or mentors to help a person develop skills. Guided participation is the method used by parents, teachers, and entire societies to teach novices (apprentices) the skills and habits expected within their culture.

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Define apprenticeship in thinking and guided participation	Gives a definition for each term	Gives a definition for either term	Confuses the two terms
Give an example of each	Offers an example for each term	Offers an example for either term	Confuses the two examples

8. The zone of proximal development is the set of skills, knowledge, and concepts that a learner is close to acquiring but cannot master without help. A mentor breaks a large task down into its parts and then motivates and assists the learner to achieve it, one step at a time. Some frustration is permitted, but the learner must be actively engaged, never passive or overwhelmed. Mentors continually push for more competence by urging the learner to try something just a little harder rather than make a large leap. Examples include a person helping another learn how to tie one's shoes, swim, ride a bike, or ice skate. This is why physical therapists tailor exercises to their patients' current abilities.

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Define zone of proximal development and how it relates to learning	Defines the term and explains clearly how it relates to learning (describes mentor and learner)	Defines the term and somewhat explains how it relates to learning (describes mentor <i>or</i> learner)	Does not define the term <i>or</i> cannot explain how it relates to learning (fails to describe mentor <i>or</i> learner)
Provide examples	Provides two examples	Provides one example	Does not provide an example

9. According to evolutionary theory, every species has two long-standing, biologically based drives: survival and reproduction. A basic idea from evolutionary theory is selective adaptation, which proposes that humans today react in ways that helped their ancestors' survival and reproduction millions of years ago. Thus, some of the best human behaviors—such as cooperation and self-sacrifice—may have originated long

ago when groups survived because they took care of one another and other groups died out when they didn't take care of each other. In one version of selective adaptation, genes for traits that aid survival and reproduction are the ones most commonly selected over time, thereby allowing the species to thrive.

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Identify the drives associated with evolutionary theory	States the two biologically based drives	States either survival <i>or</i> reproduction	Cannot identify either survival or reproduction
Explain selective adaptation	Explains both aspects of selective adaptation (human behaviors and genes)	Explains either aspect of selective adaptation	Does not adequately explain either aspect of selective adaptation

10. The approach taken by most developmentalists is to apply aspects of each of the various theories of development rather than adhering exclusively to one theory. Childhood aggression should be explained from the perspective of at least two competing theories: psychoanalytic (e.g., inner drives), behaviorism (e.g., learned from observation), cognitive (e.g., beliefs that aggression is good or helpful), sociocultural (e.g., may need to be aggressive to be successful in one's culture), and universal (e.g., humans evolved to be aggressive in order to survive and reproduce).

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Define <i>eclectic perspective</i>	Understands that most developmentalists apply aspects of multiple theories	States that most developmentalists apply aspects of two theories	Cannot define the eclectic perspective
Describe its use to explain childhood aggression	Explains childhood aggression based on three or more theories	Explains childhood aggression based on two theories	Explains childhood aggression based on one theory

11. Cognitive theory helps scientists to understand how intellectual processes and thinking affect people's actions. Behavioral theory (or behaviorism) has shown the effect that immediate responses and associations have on human learning. Sociocultural theories show how one's culture, social interaction, and environment impact one's behaviors. Psychoanalytic theory has made scientists aware of the importance of social and emotional experiences during early childhood. Universal theories stress those things that all humans share despite their culture, location, or era (such as the desire for safety and love).

	Good (5 pts)	Fair (3 pts)	Weak (0-1 pts)
Name theories	Names all five	Names three of the theories	Names one or two of the theories
Describe how theories contributed to understanding	Describes how each of the four theories have added to science's knowledge of development	Describes how two of the theories have added to science's knowledge of development	Describes how one of the theories has added to science's knowledge of development

12. theory
13. developmental
14. guidance
15. discoveries
16. hypotheses
17. hypothesis
18. childhood
19. unconscious
20. oral
21. puberty; adolescence
22. Erik Erikson (Erikson)
23. Erikson (Erik Erikson)
24. learning
25. classical conditioning; respondent conditioning
26. classical
27. operant; instrumental
28. reinforcement
29. social learning
30. modeling
31. modeling
32. formal
33. equilibrium
34. assimilation
35. accommodation
36. assimilation
37. information-processing; information processing
38. sociocultural
39. apprenticeship
40. guided participation
41. evolutionary
42. adaptation
43. psychoanalytic
44. behaviorism
45. cognitive
46. sociocultural
47. evolutionary
48. eclectic
49. B
50. B
51. A
52. A
53. C
54. D
55. A
56. B
57. B

- 58. C
- 59. A
- 60. A
- 61. C
- 62. C
- 63. D
- 64. C
- 65. B
- 66. B
- 67. A
- 68. D
- 69. A
- 70. A
- 71. A
- 72. A
- 73. C
- 74. D
- 75. A
- 76. B
- 77. D
- 78. C
- 79. B
- 80. A
- 81. A
- 82. C
- 83. A
- 84. A
- 85. C
- 86. C
- 87. C
- 88. B
- 89. C
- 90. C
- 91. C
- 92. C
- 93. C
- 94. B
- 95. C
- 96. C
- 97. C
- 98. D
- 99. B
- 100. B
- 101. D
- 102. D
- 103. B

- 104. B
- 105. B
- 106. D
- 107. D
- 108. D
- 109. A
- 110. B
- 111. A
- 112. C
- 113. D
- 114. D
- 115. A
- 116. B
- 117. B
- 118. C
- 119. B
- 120. B
- 121. A
- 122. A
- 123. C
- 124. C
- 125. A
- 126. A
- 127. A
- 128. A
- 129. B
- 130. D
- 131. B
- 132. C
- 133. C
- 134. A
- 135. B
- 136. D
- 137. C
- 138. A
- 139. D
- 140. B
- 141. C
- 142. D
- 143. C
- 144. B
- 145. A
- 146. D
- 147. A
- 148. A
- 149. A

- 150. B
- 151. B
- 152. A
- 153. B
- 154. A
- 155. A
- 156. B
- 157. B
- 158. B
- 159. B
- 160. A
- 161. B
- 162. A
- 163. B
- 164. B
- 165. A
- 166. A
- 167. A
- 168. D
- 169. B
- 170. B
- 171. A
- 172. C
- 173. D
- 174. C
- 175. A
- 176. A
- 177. C
- 178. B
- 179. A
- 180. D