Section 1

1. A  Ask It Like It Is: What are damaged areas of the brain called? Answer Before You Answer: Lesions. If you don't remember, use POE. Answer choices (B) hemispheres and (C) brain lobes are areas of the brain. (D) cortical adhesions is made up, and (E) corpus colossus connects the left and right hemispheres of the brain.

2. B  Ask It Like It Is: The study of mental processes is called... Answer Before You Answer: Hopefully you recognize the definition of psychology. If you draw a blank, use POE to determine the answer: Is (A) biology the study of mental processes? No, so cross it off. (C) cognition might throw you off, so keep it and check the others. Is (D) scientific method the study of mental processes? It may be involved in the study of mental processes, but that is not its defining feature so cross it off. The same is true of (E) research. While cognition definitely involves the mind, it should be clear that psychology is defined as the study of mental processes.

3. E  Ask It Like It Is: Which kind of scientist emphasizes the importance of culture? Answer Before You Answer: Culture should mean anthropology to you. If not, get reviewing, and use POE. Are (B) structuralists the kind of scientists that emphasize culture? Even if you don’t remember what structuralists are, the name does not imply culture. If you are completely unfamiliar with (B), leave it and move on. (C) sociobiologist may throw you, but (D) behaviorists should be one you can easily eliminate. When you plug in (E) anthropologists, it should jog your memory. Remember, this is question number three, so keep it simple and go for the easier choice.

4. B  Ask It Like It Is: Culturally based versus psychologically based? Answer Before You Answer: Look for something that is not considered “innate.” Is (A) caring for one's children cultural? It seems that most cultures do it in some form, but if you are unsure, leave it. (B) arriving on time for work is not something that is done in every culture so this looks good. (C) having the desire to reproduce and (D) seeking food and water are primary drives present in all cultures, and (E) smiling has also been found as a universal facial expression. Even if you are not sure about (A) or (E), this is question number four, and (B) is clearly something that occurs only in time-oriented cultures.

5. C  Ask It Like It Is: Yellow Brick Road rewards you after a specific number of purchases. Which of the following means “reward after specific number of purchases?” Answer Before You Answer: Fixed-ratio. If you don't remember, anything like fixed number will get you to your answer using POE. Get rid of (A) variable-ratio and (B) variable-interval because they are variable, and (E) continuous because you are not being continuously rewarded. Fixed-ratio refers to ratio or number, whereas (D) fixed-interval refers to interval or time.
6. **D** Ask It Like It Is: Circle neurotransmitters and pleasure. Answer Before You Answer: Dopamine. If you don’t remember, use POE to get rid of the ones you do recognize. Is (A) GABA associated with pleasure? No, so cross it off. Is (B) acetylcholine associated with pleasure? No, it has something to do with memory. (C) serotonin may throw you off, so leave it if you are unsure. (E) adrenaline is not a neurotransmitter so cross it off.

7. **B** Ask It Like It Is: Which research tool involves watching people without interacting with them? Answer Before You Answer: Naturalistic observation. If you remember only observation, you are still fine. POE will get rid of everything else: Is (A) quasi-experimental the same as observation? No, cross it off. Is (C) correlational research the same as observation? If you don’t know, leave it. Is (D) random sampling the same as observation? No. Is (E) case study the same as observation? No.

8. **C** Ask It Like It Is: Confounding variable is something that may confound (render uninterpretable) the results. What is it in this study? Answer Before You Answer: She gives the test in the morning at one school, and in the afternoon at another. If you missed this point, use your definition of confounding variable to evaluate each answer choice. Is (A) the fact that the research is done at two different schools a potential problem with the study? No, that is part of what she is comparing. Is (B) the fact that she is comparing the same grade a potential problem? Definitely not. Is (C) the fact that the students are tested at different times a potential problem? Bingo. Is (D) the fact that she is testing the students on the same day a potential problem? No. Is (E) the fact that she is administering a basic skills exam a potential problem? No.

9. **E** Ask It Like It Is: Behaviorists do what kind of research? Answer Before You Answer: Experimentation. If you don’t know this, you better get reviewing. Use POE to eliminate the rest of the choices.

10. **A** Ask It Like It Is: How do narcotics work? Answer Before You Answer: They imitate endorphins. If you are not sure exactly how they work but know they imitate a chemical substance in the brain, use POE. Do narcotics imitate (A) endorphins? Endorphins are chemicals in the brain that have to do with pleasure, so this could be it. Do narcotics imitate (B) hormones? This is less likely because hormones are secreted throughout the body and for a wide variety of purposes. Cross it off. Do narcotics imitate (C) secretions? What secretions? Too broad, so cross it off. Do narcotics imitate (D) GABA? This is a specific neurotransmitter—too specific to be the thing that all narcotics imitate. Cross it off. Likewise for (E) acetylcholine. Answer must be (A).

11. **B** Ask It Like It Is: Someone will be more likely to recall a list of positive words if... Answer Before You Answer: S/he was in a positive frame of mind while hearing the words. Use POE: Does (A) the researcher exhibiting a positive mood mean the same thing as the participant being in a positive frame of mind? No, so cross it off. Does (B) the participant being in a positive mood mean the same thing as the participant being in a positive frame of mind? Yup. Does (C) the participant considering himself a positive person regardless of his
mood during the experience mean the same thing as the participant being in a positive frame of mind during the experience? No. Does (D) the participant considering the initial testing experience positive mean the same thing as the participant having a positive frame of mind during the experience? Careful, it doesn’t mean the same thing. Cross it off. Does (E) the participant perceiving the list of words as positive regardless of the true meaning of the words mean the same thing as the participant being in a positive frame of mind during the experience? No, plus you know that the words are positive. Cross it off. Your answer must be (B).

12. C Ask It Like It Is: Circle minimum amount of physical energy. Answer Before You Answer: Absolute threshold. If you don’t remember, use POE. Would (A) JND (just noticeable difference) be the amount of energy needed to notice a stimulus? No, it somehow involves a change. Cross it off. The same is true of (B) difference threshold. (D) median difference is made up and sounds it, as does the made up (E) hit threshold.

13. D Ask It Like It Is: Circle hippocampus. What does the hippocampus do? Answer Before You Answer: It is important in memory. If you don’t remember, use POE. Is the hippocampus involved in (A) emotional regulation? No, emotion is tied to the amygdala. Cross it off. Is the hippocampus involved in (B) motor coordination? No, the cerebellum and parts of the reticular formation control movement. Is the hippocampus involved in (C) speech production? No, speech production is a result of areas of the cerebral cortex. Is the hippocampus involved in (D) learning? Could be. Is the hippocampus involved in (E) perception? No, perception is a function carried out by the cerebral cortex. The answer must be (D).

14. E Ask It Like It Is: Circle medulla oblongata. The medulla oblongata is critical for basic life functions, such as respiration. Answer Before You Answer: If the medulla oblongata is destroyed, it’s all over, baby. If you don’t remember, you can probably still get rid of a few choices with POE. (C) and (D) involve speech and vision, which are clearly tied to other areas of the brain. Be sure to review the major components of the brain if you missed this item.

15. D Ask It Like It Is: Which system prepares the body for fight or flight? Answer Before You Answer: Sympathetic nervous system. If you have trouble remembering if it’s the (D) sympathetic or (E) parasympathetic, try this mnemonic: The sympathetic nervous system is sympathetic to your problems, so it responds. POE should have gotten rid of (A) the central nervous system, (B) the somatic nervous system, and (C) the sensorimotor nervous system, even if you couldn’t remember whether it was (D) or (E).

16. A Ask It Like It Is: Which aspect of this study is the independent variable? Answer Before You Answer: The placement of the bottle of milk. The milk is being moved back and forth to see if the monkeys attach to the food or to the mothers. In other words, the milk is being manipulated to see what response will occur—it is therefore the independent variable. If you don’t remember, POE your way to the answer using your common sense. In (B), why would the independent variable be the wire mother over the cloth mother? (D) and (E)
are essentially the same answer, so they can’t be right, and (C), (D), and (E) all talk about preferences, meaning responses, meaning dependent variables. (A) has to be it.

17. D  Ask It Like It Is: Cats that were only allowed to see through one eye at a time will have what kind of vision problems? Answer Before You Answer: Using both eyes together. Which answer choice means using both eyes together? Binocular vision. (D) is the only answer that mentions binocular cues. (A) interposition depth perception would be hard to evaluate in a cat, as would be (B) perceptual constancy. Be careful of (C)—just because it mentions left and right doesn’t mean it contains the full answer. It is still talking about monocular cues. (E) would again be hard to evaluate because it involves perception.

18. E  Ask It Like It Is: Circle the words control group, and then go to the experiment and label the control group. Answer Before You Answer: Because the study is about the effects of music on memory, the second group, which had no music, is the control group. Use POE to get rid of the other choices.

19. A  Use the same process you did in number 18. Ask It Like It Is: Circle dependent variable, then go find it. Answer Before You Answer: The dependent variable is the thing being tested so the number of words recalled is the dependent variable. Use POE to get rid of the other choices.

20. B  Ask It Like It Is: Who is most often diagnosed with ADHD? Answer Before You Answer: Boys. This is something you should know. Don’t get sucked in by overly detailed answers such as (D) or (E).

21. A  Ask It Like It Is: Circle psychoanalytic. Answer Before You Answer: Psychoanalytic = Freud = unconscious forces. Use POE: Does (A) unconscious forces mean unconscious forces? Yup. Does (B) response to external reward and punishment mean unconscious forces? No. Does (C) product of genetic programming mean unconscious forces? No. Does (D) compilation of the ways in which people think and act mean unconscious forces? Not really, so cross it off. Does (E) each person’s striving to reach full potential mean unconscious forces? Not necessarily. The answer must be (A).

22. D  Ask It Like It Is: Circle categorical. Categorical versus continuous. Answer Before You Answer: Something that is an either/or versus an ongoing kind of trait. Use POE. Is (A) intelligence an either/or? No, it is more of an ongoing trait. Cross it off. Is (B) disposition an either/or? No. Is (C) optimism an either/or? Careful, it is not true that you must be either optimistic or pessimistic. It is more of a continuum. Cross it off. Is (D) gender an either/or? Yes, in most cases you are either male or female. Is (E) personality an either/or? No.

23. C  Ask It Like It Is: The fact that she didn’t see alternative uses for the paper is known as... Answer Before You Answer: Functional fixedness. (B), (D), and (E) are made up and (A) confirmation bias refers to something else.

24. D  Ask It Like It Is: What was Elise doing to remember the number? Answer Before You Answer: Rehearsing it over and over. Use POE. Because you know she is rehearsing, you can get rid of (A), (C), and (E). Does it seem like a rehearsal that is elaborative or maintenance? Your answer must be (D) maintenance rehearsal.
25. A  *Ask It Like It Is*: The serial position phenomenon has something to do with the position of the words in regard to recall. Which of the words would the person be most likely to recall, given the position of the word in the list? *Answer Before You Answer*: The words at the beginning and at the end. Now use POE. The serial position phenomenon actually says people tend to remember the first two and last two words more often than the middle words, so the answer must be (A) flower.

26. C  *Ask It Like It Is*: Circle smallest unit. *Answer Before You Answer*: Morphemes. If you don’t remember, use POE to get rid of (E) pheromones and (D) morphines (hope you didn’t pick this as a Freudian slip.) Review language.

27. E  *Ask It Like It Is*: Circle abnormally elevated or expansive mood. Which disorder involves extreme happiness or “bigness”? *Answer Before You Answer*: Mania. If you don’t remember, use POE. Does (A) depression manifest itself in extreme happiness? No. Does (B) schizophrenia manifest itself in extreme happiness? Extreme happiness is not a defining characteristic of schizophrenia. Does (C) euphoria manifest itself in extreme happiness? Yes, but is it a disorder? Be careful, this response is a trap. Does (D) dysthymia manifest itself in extreme happiness? If you don’t know, leave it. Does (E) mania manifest itself in extreme happiness? Yes. Your answer is (E).

28. D  *Ask It Like It Is*: Which hormone is essential for sleep regulation? *Answer Before You Answer*: Melatonin. If you don’t remember, use POE. Is (A) estrogen essential for sleep regulation? No. Cross it off. Is (B) adrenaline essential for sleep regulation? No. Is (C) testosterone essential for sleep regulation? No. Is (D) melatonin essential for sleep regulation? If you don’t remember, leave it. Is (E) dopamine essential for sleep regulation? No, and it’s not a hormone. The answer has to be (D).

29. D  *Ask It Like It Is*: How are Jacob’s mother’s actions increasing instead of decreasing the frequency of his behavior? *Answer Before You Answer*: She is giving him attention or positive reinforcement. Even if you are unsure, you know that his behavior is somehow being reinforced, so use that information to get rid of (A) punishment, (B) negative consequences, and (E) aversive conditioning. (C) negative reinforcement would be reinforcement by taking away something. She is giving him attention.

30. C  *Ask It Like It Is*: Circle the words culture and personality. Culture means you want an anthropologist. *Answer Before You Answer*: Margaret Mead is the only anthropologist. If you don’t remember her name, use POE to get rid of the ones you know are not anthropologists: (A) Freud, (B) Skinner, and (E) Darwin.

31. C  *Ask It Like It Is*: Circle 97th percentile. Which of the choices is a pretty high, but not the highest, IQ score? *Answer Before You Answer*: 130s. If you don’t know, use your common sense and POE. (A) 85 and (B) 100 are definitely too low. (C) 130 is considered very high but not extreme. (D) 150 and (E) 170 are rare, more like the 99th percentile.
32. B Ask It Like It Is: Circle Pavlov. What was Pavlov's big discovery? Answer Before You Answer: While experimenting with dogs, he discovered that they would salivate at the sight and sound of the person bringing their food, even before eating their food. This fact led Pavlov to discover classical conditioning. Because you know he experimented with dogs, get rid of (A), (C), and (D). (B) is the answer closest to yours.

33. D Ask It Like It Is: What is the name given to the people that socialize children? Answer Before You Answer: Socialization agents. Be careful of (A)—it's the trap answer. (B) authority figures does not necessarily address the social aspects. (C) mentoring agents and (E) socio-cognitive influences are not what you are looking for.

34. E Ask It Like It Is: Why do people stay aroused after an emergency? Answer Before You Answer: Adrenaline is still in their blood. Use POE. Cross off both (A) and (B) because they deal with neurons. (A) is also a false statement—neurons do not remain graded after they fire. Watch out for (C): Adrenal glands do secrete epinephrine but they would not continue to do so after the crisis has passed. This is the trap answer. Be sure to read each choice completely. (D) is false because it is the sympathetic system that puts the body in a state of fight or flight. (E) is the closest to your answer.

35. D Ask It Like It Is: Which system returns the body to normal after an emergency? Answer Before You Answer: Parasympathetic nervous system. (B) peripheral nervous system and (E) central nervous system are not part of the autonomic system. Remember our mnemonic for distinguishing between (C) and (D): The sympathetic nervous system is sympathetic to your stress, so it responds.

36. C Ask It Like It Is: Tina’s teacher is shocked at her bad driving because... Answer Before You Answer: Tina is always good—halo effect. If you don’t remember the term, use POE. Does (A) modeling mean always being perceived as good? No, cross it off. Does (B) accommodation mean always being perceived as good? No. Does (C) halo effect mean always being perceived as good? Sounds like it. Does (D) convergence mean always being perceived as good? No. Does (E) behavioral dissonance mean always being perceived as good? No. The answer must be (C).

37. D Ask It Like It Is: Circle transduces. Transduce means to convert physical energy into neural impulses. Answer Before You Answer: The retina. If you are not sure, use POE. Does (A) the cornea convert physical energy into neural impulses? No, it refracts light. Cross it off. Do (B) the pupils convert physical energy into neural impulses? No, they control the amount of light that enters the eye. Does (C) the lens convert physical energy into neural impulses? If you are unsure, leave it. Does (D) the retina convert physical energy into neural impulses? Yes, it contains the rods and cones that process visual sensations. Does (E) the cones convert physical energy into neural impulses? Be careful, they do, but this is not the complete answer. The cones are part of the retina.
38. B Ask It Like It Is: Why don’t you notice the bakery smells after a while? *Answer Before You Answer:* adaptation. You get used to the smell, and your senses don’t pay attention to it as much because it is constant and not a critical piece of information. Use POE to get rid of (A), (C), and (D) because they wouldn’t explain why you would no longer notice the aroma. (E) is not a real psychological term.

39. D Ask It Like It Is: If Carlotta is so well-adjusted, what’s her family’s parenting style? *Answer Before You Answer:* Authoritative: This parenting style seems generally to be the most effective. The parents set rules and expectations, but they are not completely domineering. Even if you don’t remember the term, you know the style is structured but not overbearing. Use POE to get rid of (A), (B), and (E). Watch out for (C)—it is the trap. Authoritarian parents are domineering, which can be unhealthy for children.

40. C Ask It Like It Is: Circle semicircular canals. What do they do? *Answer Before You Answer:* Help a person maintain his/her balance. If you don’t remember, use POE. Could (A) the semicircular canals of the inner ear help maintain *tone quality*? Maybe. Leave and check the others. Could (B) the semicircular canals of the inner ear help maintain *melatonin*? No, melatonin involves sleep regulation. Cross it off. Could (B) the semicircular canals of the inner ear help maintain *balance*? Hopefully this answer reminds you of the connection between the ear and balance. Could (D) the semicircular canals of the inner ear help maintain *olfaction*? No, olfaction is smell. Could (E) the semicircular canals of the inner ear help maintain *transduction*? Although transduction occurs in the inner ear, that is not the purpose of the semicircular canals.

41. B Ask It Like It Is: Finding a “red triangle” is harder than finding just a “triangle” because... *Answer Before You Answer:* You have to look for two properties at the same time instead of just one. Use POE. Does (A) consulting two or more mental “maps” mean looking for two properties at the same time? Why more than two maps? Cross this off. Does (B) superimposing one attribute on the other mean looking for two properties at the same time? Sure does. Does (C) rotating already existing images in memory mean looking for two properties at the same time? No. Does (D) breaking the object into its component parts mean looking for two properties at the same time? Be careful. You are not first looking for everything red and then looking for a red thing that is a triangle. Does (E) retrieving two completely distinct images from LTM mean looking for two properties at the same time? Not necessarily.

42. C Ask It Like It Is: Circle norepinephrine receptors. What happens when they are stimulated? *Answer Before You Answer:* A person experiences increased alertness. Does (A) euphoria mean increased alertness? No. Cross it off. Does (B) increased motor activity mean increased alertness? No. Does (C) alertness mean increased alertness? Yup. Does (D) anxiety mean increased alertness? Not exactly. Does (E) hypertension mean increased alertness? No.
43. E Ask It Like It Is: Circle visual-cliff studies. They are studies in which infants are subjected to an optical illusion of a drop. Answer Before You Answer: The infants won’t crawl into the area that looks like a drop. You need to read all the choices and compare them if you don’t remember visual-cliff studies. POE should get rid of (C) and (D) as very unlikely. (E) is the most probable.

44. D Ask It Like It Is: Which of the answers is NOT one of the conditions of the APA regarding deception? Be careful, because four of the five answer choices here are “right” while only one is “wrong.” Answer Before You Answer: A study must be very important, unable to be done without deception, not objectionable to the participant when s/he is informed at the end of the study (must inform), and must allow a participant to stop at any time. Cross off any answer that matches these. The one remaining is your answer.

45. B Ask It Like It Is: What is the mind versus body problem called? Answer Before You Answer: Mind-body problem. Don’t make it harder than it is. This is only a medium question.

46. A Ask It Like It Is: Circle behaviorism. Answer Before You Answer: Behaviorists believe that behavior is the result of learning and consequences. Find an answer that exemplifies this tenet and use POE. “Introspection” makes (B) wrong. (C) is psychodynamic, and (E) is way off.

47. B Ask It Like It Is: Circle knowledge and information processing. Who cares about how knowledge and information processing interact? Answer Before You Answer: Cognitive psychologists. Use your knowledge to get rid of the other four choices.

48. C Ask It Like It Is: Who studies psychological development through the life span? Answer Before You Answer: Developmental psychologists. If you don’t remember, use what you know to POE. Do (A) psychometricians study people throughout the life span? No. Cross it off. Do (B) occupational psychologists study people throughout the life span? No, they study occupation stuff. Do (C) developmental psychologists study people throughout the life span? Yes, as the people develop. Do (D) social psychologists study people throughout the life span? Not necessarily. Do (E) cognitive behaviorists study people throughout the life span? No.

49. B Ask It Like It Is: If you can generalize from a sample it’s called… Answer Before You Answer: Generalizability. Use your work to POE the other choices.

50. C Ask It Like It Is: What makes this study valid? The methodology used involves researchers evaluating various behavior patterns of children. Therefore, the evaluators need to do an unbiased, accurate job. Answer Before You Answer: Inter-rater reliability. Use POE if you don’t remember the term. (A) and (B) are made-up terms. Does (C) inter-rater reliability address the accuracy of the evaluators? Yes. Does (D) test-retest reliability address the accuracy of the evaluators? No. Does (E) correlational statistical inference address the accuracy of the evaluators? No.
51. B *Ask It Like It Is:* What area of the brain regulates hunger and eating? *Answer Before You Answer:* Hypothalamus. If you don’t remember, use POE. Does (A) the somatosensory cortex regulate hunger and eating? Probably not—it is a cortex, and somehow involves “sensory” stuff, and hunger is a primary drive. Cross this off. Does (C) the medulla oblongata regulate hunger and eating? Probably not because you know it is a part of vital organ functioning. Do (D) the occipital lobes regulate hunger and eating? No, they involve vision. Does (E) the amygdala regulate hunger and eating? No, it is involved in emotions. The answer must be (B).

52. B *Ask It Like It Is:* How does the method of loci memory aid work? *Answer Before You Answer:* Loci is plural for locus or locality, which implies visualization. Use POE. Does (A) semantic scenarios mean visualization? No. Cross it off. Does (B) visual imagery mean visualization? Yes. Does (C) auditory cues mean visualization? No. Does (D) echoic memory mean visualization? No, it also means auditory (think echo). Does (E) read, recite, review mean visualization? No.

53. A *Ask It Like It Is:* Which helps determine if the findings of a study mean something or if they were a fluke? *Answer Before You Answer:* Inferential statistics. If you don’t remember, use POE to evaluate the answer choices. Could (A) inferential statistics help determine if the findings of a study mean something? They help to infer stuff, so probably. Keep it and read the others. Could (B) descriptive statistics help determine if the findings of a study mean something? They only describe, so probably not. Cross it off. Could (C) internal statistics help determine if the findings of a study mean something? Are there really internal statistics? Cross it off. Same goes for (D) external statistics. Could (E) causal determinations help determine if the findings of a study mean something? This isn’t a type of evaluation tool. The answer must be (A).

54. C *Ask It Like It Is:* When there is rapid eye movement, what sleep cycle are you in? *Answer Before You Answer:* REM. Don’t be confused by the other choices—this is a medium question, and you know you want REM.

55. C *Ask It Like It Is:* Which gland is called the master gland? *Answer Before You Answer:* Pituitary gland. If you don’t remember, use POE to get rid of (B) and (E) because they are not glands. You also know that (D) adrenal gland is responsible for adrenaline, not a lot more, so cross it off, too.

56. E *Ask It Like It Is:* How can you describe what freedom means? *Answer Before You Answer:* It must be done verbally—you really can’t describe it without words. Use POE. Does (A) echoic representation mean verbal description? No. Does (B) visual representation mean verbal description? No. Does (C) motoric representation mean verbal description? No. Does (D) somatosensory representation mean verbal description? No. It must be (E).

57. D *Ask It Like It Is:* What does a researcher have to do to show that one thing causes another? *Answer Before You Answer:* Show that manipulating one variable consistently leads to changes in another variable. Use POE to find the answer that is closest to yours. (A) is unethical, (B) and (C) would do nothing to show causation. Don’t get trapped by (E).
58. A  Ask It Like It Is: Circle learned helplessness. What does it mean? It means being helpless because you believe you are helpless. Answer Before You Answer: It’s a result of expectancies. If you don’t remember the term expectancies, use POE. Could (A) expectancies lead to being helpless simply because you believe you are helpless? Yes—your expectations determine your ability. Could (B) positive reinforcement lead to being helpless simply because you believe you are helpless? Doesn’t make sense, and neither does (C) negative reinforcement. Could (D) classical conditioning lead to being helpless simply because you believe you are helpless? No—there is no classical conditioning involved. Could (E) prepared learning lead to being helpless simply because you believe you are? Doesn’t make sense. The answer must be (A).

59. A  Ask It Like It Is: What is the term used to describe one’s subjective experience of the world? Answer Before You Answer: Phenomenological world. If you don’t remember, use POE. (B) sensate world implies sensation, not subjective perception, so cross it off. (C) cortical world also makes no sense. Choice (D) pheromonal world is trying to confuse you with vocabulary—pheromones are chemical secretions that allow communication between organisms. And (E) physiological world would not involve the subjective experience of individuals. The answer must be (A).

60. E  Ask It Like It Is: Georgia is motivated by internal issues or emotions, while Kathy is motivated by money. How are these motivations different? Answer Before You Answer: Georgia is motivated intrinsically, that is, she is rewarded by the work itself and not by some external reward, while Kathy is motivated extrinsically, that is by an external reward—money. If you don’t remember the terms, use POE. (A) primary and secondary drives doesn’t make sense, so cross it off. (B) positive and negative loci of control also doesn’t address the internal versus external motivations. (C) sympathetic and autonomic motivation are made-up terms, and (D) instinctive and derived drives refer to basic drives, not social motivations.

61. E  Ask It Like It Is: Circle depression. What chemicals in the brain are involved in depression? Answer Before You Answer: Depression should make you think “serotonin.” If it doesn’t, use POE to get rid of a few choices. Get rid of (A) and (D) due to elevated levels (not likely with depression). Review disorders and their relationship to chemicals in the brain.

62. C  Ask It Like It Is: Circle MA—what is his mental age. Answer Before You Answer: Nine. Don’t get trapped by (A) seven.

63. E  Ask It Like It Is: Why do the pigeons not peck at other artists? Answer Before You Answer: Stimulus discrimination. They peck at the one they have learned and can distinguish from the others. Use this information to POE (A) modeling response and (B) reflexive response, and (D) stimulus generalization because it is the opposite idea.
64. E  Ask It Like It Is: She recalls the book by also recalling the lunch. What memory is she calling up? Answer Before You Answer: Episodic memory. She relates the memory to a recent episode. Use POE to get rid of the other four choices.

65. C  Ask It Like It Is: Converting physical energy into neural impulses is called... Answer Before You Answer: Transduction. If you don’t remember, use POE. (A) sensation is out since it only involves detection of energy, not conversion. The same is true of (E) detection. You can also eliminate (D) encoding because it is not involved in conversion.

66. E  Ask It Like It Is: A person is shown something. Later, she is shown incomplete information related to the first thing she was shown. The experimenter watches to see if she recognizes the incomplete information more quickly than usual. In other words, does the fact that she saw related stuff make identifying the second set of stuff easier? Answer Before You Answer: The researcher is studying the effects of priming. If you don’t remember the term, use POE. Cross off (B) because no mnemonic devices are used. (C) declarative memory is out because that is memory of retrieved and “declared” information. (D) iconic memory is out because we don’t know if these are visual images or other types of information.

67. B  Ask It Like It Is: What did Binet study? Answer Before You Answer: Binet = intelligence. He studied intellectual potential in children. Knowing he studied intelligence will help you cross off (C) through (E). Then take a smart guess. You know he developed some kind of test, and most intelligence testing is done on children. (B) is your smart guess.

68. D  Ask It Like It Is: Circle fluid intelligence. Fluid, as in real-time, flexible information-processing intelligence, versus crystallized intelligence, as in acquired factual knowledge. Which of the subjects involves real-time, flexible intelligence? Answer Before You Answer: Problem solving. All the others require primarily crystallized intelligence.

69. C  Ask It Like It Is: Circle repression. Repression means keeping stressful thoughts out of conscious awareness. Answer Before You Answer: Repression is a defense mechanism that keeps anxiety-producing information out of conscious awareness for our protection. Use POE to find the answer that is closest to yours. (A) is the definition of passive aggression, (B) is transference, and (D) is rationalization. (E) doesn’t make any sense—people can’t describe what is unconscious.

70. E  Ask It Like It Is: Genetics over environment in intelligence. Which answer shows that? Answer Before You Answer: Find an answer that shows genes/biology as more important than environment. Use POE. (B) and (C) say the opposite. (D) also would not support genetics. In (A), fraternal twins are more genetically similar than parents and their offspring, so this answer does not support genetics. The answer must be (E).

71. C  Ask It Like It Is: Circle negative symptoms. Remember negative means the absence of something. Answer Before You Answer: Lack of normal emotional responses. If you don’t remember, POE will get rid of all the other choices because each describes the presence, not the absence, of something.
72. A *Ask It Like It Is: Circle Gardner.* His work involves the theory of multiple intelligences. *Answer Before You Answer:* His perspective helped redefine and expand the traditional definition of intelligence. Use POE to find the answer that is closest to yours. (B) and (E) are way off base, (C) is too specific, and (D) is not true because Gardner’s approach actually makes measurement more complex.

73. A *Ask It Like It Is: Circle heritability.* In other words, inherited. Another question about genetics over environment. *Answer Before You Answer:* The MZ (identical) twins will be more similar than the DZ (fraternal) twins. If you don’t know the terms, POE and common sense will get rid of (D) and (E).

74. E *Ask It Like It Is: Circle drive-reduction theories and EXCEPT.* Four of the choices will show a reduction in a drive, whereas one will not. *Answer Before You Answer:* Cross off all the answers that show a response that reduces a drive. The remaining choice will be the answer. In (A), Jerome is thirsty and quenches his thirst, thus satisfying his drive. Cross off this response. In (B), Ernest didn’t eat lunch, implying hunger, so he eats cookies, trying to reduce his hunger drive. Cross it off. In (C), Tish is not hungry so she doesn’t eat. Although this is not drive *reduction,* it is not against natural drives. Leave it and see if there is a better choice. In (D), Cameron is hungry and needs food, so she goes out of her way to get it. This is drive reduction, so cross it off. In (E), Kezia orders more food even though she is very full. This desire goes against drive reduction, so this is your answer.

75. E *Ask It Like It Is: Circle Maslow and motivation.* *Answer Before You Answer:* Maslow theorized that needs are arranged hierarchically, from physiological needs to self-actualization needs. Use POE. Does (A) homeostatic regulation have to do with hierarchy? No. Cross it off. Does (B) goal-setting have to do with hierarchy? No. Do (C) expectancy-value or (D) cognitive dissonance have to do with hierarchy? No. (E) hierarchy of needs is it.

76. A *Ask It Like It Is: Circle prospective memory.* “Pro” means before as opposed to “retro,” which means after. *Answer Before You Answer:* Look for an example of someone remembering to do something in a “before” sense as opposed to an “after” sense. Get rid of (B) and (D) because they are clearly “after” memories. (C) still involves recall after a list is presented, even if it is the first two words, and (E) is an example of maintenance rehearsal.

77. A *Ask It Like It Is: Circle classical conditioning.* *Answer Before You Answer:* Find a choice that demonstrates a conditioned response to a stimulus. (B), (C), and (D) are not conditioned responses. Beware of (E): it’s a trap because it uses rats, but notice that the rats salivate once they begin to eat. (A) demonstrates a conditioned fear response after experiencing an accident on the highway.

78. C *Ask It Like It Is: Which will help you understand how a person or persons interpret the behavior of others? Answer Before You Answer:* Attribution theory. Attribution theory addresses how one person or group attributes certain things to another person or group in order to understand the other person’s or group’s actions or behaviors. If you don’t remember this, use POE. Could
(A) reinforcement theory help explain how one group interprets the actions of another? Reinforcement has nothing to do with how groups interrelate. Cross it off. Could (B) classical behaviorism help explain how one group interprets the actions of another? No. Could (C) attribution theory help explain how one group interprets the actions of another? No. Could (D) hierarchy of needs help explain how one group interprets the actions of another? No. Could (E) cognitive dissonance help explain how one group interprets the actions of another? No. Your answer must be (C).

79. B Ask It Like It Is: During which of Piaget’s stages of development do children develop symbolic and verbal representations? Answer Before You Answer: Preoperational. If you don’t remember, think about the age at which this behavior occurs. You may recall the order of the stages and their approximate ages: sensorimotor, ages zero to two; preoperational, ages two to seven; concrete operational, ages seven to twelve; formal operational, ages twelve and up. The development of language and symbolic thinking occurs between the ages of two and seven. Use POE to get rid of (A) because sensorimotor definitely does not imply symbolic thought, and (C) because symbolic is not one of Piaget’s stages.

80. E Ask It Like It Is: Circle Kohlberg and third (postconventional) level. Answer Before You Answer: As postconventional implies, this stage of morality centers on carefully weighed principles that may or may not be conventional—they are determined by the individual. You may remember that Kohlberg only asserted three stages, and this third one is the most advanced, so look for an answer that encompasses the most advanced form of moral thinking. (A) and (B) illustrate the first or preconventional stage of development. (C) and (D) represent the second or conventional stage of development.

81. E Ask It Like It Is: Auditory information from each ear does what? How is auditory information unique? Answer Before You Answer: Not all information from an ear crosses over to the opposite side of the brain. Your hint is “from each ear.” By keeping information from both ears on each side of the brain, sound location, etc., can be determined. If you don’t remember, use POE to get rid of (B) and (D) because these answers are extreme and not likely to be true. Watch out for (A); this is question number 81, so this answer choice is way too easy to be the answer to this question. (C) is also tricky because it does say that sound remains; however, it is not accurate.

82. A Ask It Like It Is: Circle Whorfian hypothesis of linguistic relativity. What did Whorf say about language and its relation to behavior? Answer Before You Answer: Linguistic constructs of various cultures have an influence on behavior. Find an answer that illustrates this principle. If you don’t remember Whorf, use your common sense and the clues in the question to evaluate each answer. “Linguistic relativity” means how language works relative to something. Once you start to read the answers, it becomes apparent that that something is culture. (A) is the only one that clearly shows how the language is a factor in regard to the behavior.
83. C  *Ask It Like It Is:* Which theory relates to how children develop in relation to their primary care givers? *Answer Before You Answer:* Erikson’s model of psychosocial development. If you don’t remember, get rid of the choices that clearly do not relate to children’s psychological development: (B), (D), and (E).

84. C  *Ask It Like It Is:* Circle Carl Rogers. How did he approach psychotherapy? *Answer Before You Answer:* Rogers believed in empathy and unconditional support that would promote self-discovery. If you don’t remember, you know that Rogers is a big name in psychology, so get rid of the clearly un-psychological answer choices—(B), (E), and (D) due to the “professional achievement” goal.

85. D  *Ask It Like It Is:* Circle breathing-related sleep disorder. *Answer Before You Answer:* Apnea. Your clue is “breathing-related.” If you don’t remember, you can still cross off (B), (C), and (E) because they are not breathing-related.

86. E  *Ask It Like It Is:* What facial expressions are found in all cultures? *Answer Before You Answer:* List the ones you can think of: happiness, sadness, anger, fear, surprise. Then use POE. You can also use POE to get rid of lists that have inappropriate choices: (A) is out because of “lust,” (C) is out because of “desire,” (D) is out because of both “fight” and “flight.” “Indifference” is the problem with (B).

87. A  *Ask It Like It Is:* Circle psychological property. *Answer Before You Answer:* Find something that is a result of perception—in this case, color. Even if you don’t remember that color is a psychological property, use POE to get rid of the answers that are definitely physical properties: (B), (C), and (D). (E) *movement* is physical as well.

88. A  *Ask It Like It Is:* Who is most likely to become anorexic? *Answer Before You Answer:* List what you know about the typical anorexic: white female, teenager, usually good student, need for control. Then use POE. Because she is more likely to be Caucasian, get rid of (B), (C), and (E). (D) is your trap answer—anorexia tends to afflict young women who seem confident and successful.

89. E  *Ask It Like It Is:* Circle circadian rhythms and LEAST. Circadian rhythms involve sleep patterns. Four of the choices will show people who may work odd or night hours. *Answer Before You Answer:* Choose the profession that is a normal “day” job. That eliminates (A) through (D).

90. B  *Ask It Like It Is:* Which means acting the opposite of how she feels? *Answer Before You Answer:* Reaction formation. If you don’t remember, use POE: (A) is made up, (D) and (E) don’t mean acting the opposite of how one feels. (C) is your trap answer—she is doing more than repressing.

91. C  *Ask It Like It Is:* Why don’t you notice the changes in the statue as you view it from different places? Why does the image remain constant? *Answer Before You Answer:* Perceptual constancy. If you don’t remember the term, use POE and your common sense. (E) is definitely out. Could (A) *convergence* mean that the image remains constant? Convergence means coming together, so not really. Cross it off. The same is true of (D) *interpositioning.* You may not be sure about (B) *motion parallax,* but “perceptual constancy” makes the most sense because the image remains constant.
92. D Ask It Like It Is: Circle Kant and perceptual interpretation. What was Kant’s view of perceptual interpretation? Answer Before You Answer: He felt that people automatically assume causation. If you don’t remember Kant, use POE to get rid of bad choices. (A) is extreme, (B) is wrong (you can’t influence sensations), and (E) is also wrong.

93. D Ask It Like It Is: Children of every culture go through certain stages of development of language. Four of the choices list those stages; pick the other one. Answer Before You Answer: Kids babble, use holophrastic speech (using one word to convey a full meaning), telegraphic speech (like a telegram—sentences made of the critical words only), and grammatical speech. If you don’t remember all the stages, use POE to get rid of (A) and (E) because you know that all children go through these stages. (D) is not a stage of speech development so it is the answer.

94. B Ask It Like It Is: Inferring from an observation to a generalization is what kind of reasoning? Answer Before You Answer: Inductive reasoning. If you don’t remember, POE what you can. Be careful on (A); deductive reasoning is something that can be clearly deduced, not inferred or probabilistic. (D) statistical reasoning is also out. (C) and (E) are not the correct psychological terms.

95. A Ask It Like It Is: What are two “thought shortcuts” that can lead to mistakes? Answer Before You Answer: the representative heuristic (making assumptions about what someone or something must be based on representative characteristics) and the availability heuristic (assuming that something that is readily accessible in one’s memory is common to others). If you don’t recall these terms, use POE. Can (B) inductive reasoning and deductive reasoning be thought shortcuts that might lead to errors? Deductive reasoning sure wouldn’t. Cross this off. (C) uses two language terms as a means of confusing you so cross it off. You may not be sure about (D) so leave it as a choice. (E) top-down processing and bottom-up processing are not considered thought shortcuts but rather ways of processing information.

96. E Ask It Like It Is: What’s the route visual information takes? Answer Before You Answer: Retina, bipolar cells, ganglion cells, and optic nerve. If you don’t remember, you probably know that transduction starts in the retina, so rods and cones are first. Cross off (A), (B), and (D). Rods and cones are in the retina, so that takes care of (C).

97. E Ask It Like It Is: Circle Mischel and view of personality. What did Mischel say about personality? Answer Before You Answer: A situation plays a greater role in the determination of behavior than do personality dispositions. If you are not sure, use POE. Cross off (A) because it is extreme and untrue (is that always the case?), and (B) because ambivalence is not typically the rule in human experience. (C) and (D) were not statements of Mischel.
98. B  Ask It Like It Is: Circle acetylcholine. It’s related to what disease? Answer Before You Answer: Alzheimer’s. If you don’t remember, you may remember that dopamine is somehow tied to Parkinson’s, so you can cross off (A). If you have reviewed disorders enough, you will also know that it is not tied to (C), (D), or (E), so the answer must be (B).

99. A  Ask It Like It Is: Why do babies lack motor control? Answer Before You Answer: Myelination is not complete at birth. If you don’t know, use POE to get rid of what you can. (E) is way off (aqueous humor is in the eye). Glial cells do not deflect messages so (C) is out, and myelination is a tight coat of lipids so watch out for (D).

100. B  Ask It Like It Is: The study is about brain development, and Group I had no stimulation whereas Group II did. What are the likely results? Answer Before You Answer: Group II will show greater brain development. Although this is the last question and it is quite long, it is not hard if you use your common sense and POE. Evaluate each answer choice to see which shows that Group II has greater brain development. Because Group I rats had no stimulation, will their brains be bigger? Will there be no difference? Get rid of (A) and (C). (D) and (E) are essentially the same answer, inserted to confuse you. The answer must be (B).
SECTION II

1. Essay number one is worth nine points. Two points are awarded for defining perspectives and explaining why there are many perspectives in the field of psychology. Two points are awarded for describing and giving an example of one of the perspectives, and another two points for doing the same for another perspective. One point is given for comparing/contrasting the two chosen perspectives. One point is given for accurately explaining how a psychologist of one of the perspectives would work with the example student, and one point is given for doing the same with the other chosen perspective.

This is what our “student” chose to do for her essays. She scored an eight out of nine on this essay. Use this as a sample of a high-scoring essay.

Sample Essay

The human psyche is complicated and, thus, the field that studies it is equally complicated. To have a single paradigm, you have to have something measurable and definable, such as the structure of the atom or the process of gestation. Fields such as chemistry and biology have objective elements with which to create a paradigm. The human psyche, however, cannot be measured or defined in that way, so while most scientific fields have a single accepted paradigm, psychology is comprised of a variety of perspectives, and psychologists typically align themselves with one of the perspectives.

For example, one of the first perspectives on psychology was the psychodynamic perspective formulated by Sigmund Freud. Through his clinical work, Freud came to believe that a person’s thoughts and behaviors were a product of motives competing for expression. Further, he felt that much of this struggle took place beneath the consciousness of the individual, similar to an “iceberg”—the tip of the iceberg is visible at the surface, but the bulk of it lies beneath the water. Today, the psychodynamic perspective is still popular among clinicians, and can often shed light on research findings through the use of the case study, its main method of research.

Another popular perspective on psychology is the behaviorist perspective. Behaviorism arose partly in opposition to the psychoanalytic approach. Behaviorists believe that you can’t know anything about what you can’t see, so they focus almost exclusively on behavior as it is observed through experimentation. They believe that all behavior is the result of consequences and conditioning. Ivan Pavlov was instrumental in the creation of the field through his accidental discovery of what is now known as classical conditioning—dogs learning to salivate at the anticipation of food even when no food is present. B. F. Skinner was also very instrumental in the development of behaviorism into a full-fledged perspective through his creation of the Skinner box—a box in which various animals were put and then conditioned to exhibit certain behaviors.

In addressing individuals, psychoanalysts and behaviorists take very different approaches. A psychoanalyst who was working with Margot, the anorexic sixteen-year-old, would spend a lot of time delving into her past to try to uncover unconscious motives for her behavior. A behaviorist, on the other hand, would not be concerned with the cause of the anorexia, but would instead work out a behavior modification program to help Margot overcome the problem. For example, the behaviorist might have Margot eat something small and then provide her with positive reinforcement. After a while, they would probably only provide the reinforcement if she ate something bigger. Although both methods might reach the same end, the two together would likely achieve the greatest long-term success.
2. Essay number two is worth seven points. Two points are awarded for defining classical conditioning and giving an example, plus explaining how it could be used to improve a prisoner’s behavior. Two points are awarded for defining positive and negative reinforcement and giving an example of each, plus explaining how they could be used to improve a prisoner’s behavior. Two points are awarded for defining shaping and giving an example, plus explaining how it could be used to improve a prisoner’s behavior. One point is given for applying one of the learning techniques to modify a thief’s behavior.

This is what our “student” chose to do for her essays. She scored a seven out of seven on this essay. Use this as a sample of a high-scoring essay.

Sample Essay

Although the concept sounds fine, prisons just don’t seem to work. Instead of rehabilitating prisoners, they create a separate culture in which crime and criminal thinking are the norm. Instead of putting convicted criminals into a system that is destined to fail, a rehabilitation setting could be created using operant conditioning. Operant conditioning is the conditioning of behavior through the association of a desired behavior with some type of reward. For example, with animals, if a scientist wanted to teach a pigeon to peck only at selected artistic works, he could condition the pigeon to do so by rewarding him when he pecked at those works, and punishing him when he pecked at others. The same thing could be done with criminals. To get a criminal to not want to commit a crime again, a psychologist could condition an aversive response into the criminal whenever he saw—and eventually whenever he thought of—the crime.

Another option would be to use positive and negative reinforcement to shape a criminal’s behavior. Positive reinforcement, giving a reward to someone for doing the right thing, could be used to provide criminals with needed or desired items for X period of time of good behavior. Similarly, negative reinforcement is the removal of something bad as a reward for good behavior. Therefore, a criminal, who would most likely start out under serious restrictions, would be granted more and more freedom, the longer he demonstrated the desired behavior.

Finally, shaping is a great way to mold someone’s behavior. Shaping involves first praising actions that are remotely close to what you want to achieve, and then later praising actions only as they get closer and closer to the desired behavior. For example, at the beginning of the process, if a criminal does anything right, he is praised or rewarded. Then, after he begins to consistently demonstrate good behaviors, he is only praised or rewarded when he sustains that good behavior for longer and longer periods of time.

Shaping could be used to modify a thief’s behavior so that he will never steal again. In the beginning, the thief is praised simply for using his own things. After he begins to consistently use his own things, the psychologist could begin to put him into more tempting situations, and then praise him when he doesn’t take anything. Once the thief overcomes a low-level temptation—like the lunch room—he could be taken to a K-Mart, then a Macy’s, then a jewelry store. Each time, he would be praised at first for lasting without taking anything for five minutes, then ten, and so on. Once the K-Mart didn’t seem tempting anymore, he could be brought to the next level and again shaped into the right kind of behavior. This could not be accomplished in a prison setting because he would never be allowed out into the real world so he would never overcome his temptations.
DETERMINING YOUR AP PSYCHOLOGY GRADE

Use the following table to calculate your composite score and your AP Psychology grade.

SECTION I: MULTIPLE CHOICE

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\frac{\text{Number correct}}{4} \times \frac{\text{Number correct}}{4} = \frac{\text{Multiple-Choice Score}}{4}
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SECTION II: FREE RESPONSE

To calculate your essay score, you must first have someone read and score your essay, or try to do an objective evaluation of your own essay. Give your reader a copy of the questions and the explanation of the scoring plus the sample essay from the answer key. Then, have him or her read and grade your essay on the scale outlined in the Answers and Explanations.

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\frac{.8889 \times \text{Essay One}}{4} + \frac{1.1429 \times \text{Essay Two}}{4} = \text{Free-Response Score}
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COMPOSITE SCORE

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3.125 \times \frac{\text{Free-Response Score}}{4} = \text{Weighted Free-Response Score}
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\frac{\text{Multiple-Choice Score}}{4} + \frac{\text{Weighted Free-Response Score}}{4} = \text{Composite Score}
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AP GRADE

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