



# Multiple Choice Answer Key & Explanations

## Motivation, Emotion, and Personality

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1. Which of the following individuals proposed the instinct theory and believed that motivation was something that a person was born with?	
A. Abraham Maslow	This is not the correct answer. He created Maslow's hierarchy of needs. Believed that motivation was based on an individual's current state in life
B. Hans Selye	This is not the correct answer. Researched how individuals reacted to stress and managed stress. Believed that individuals go through different stages when dealing with stress
C. Stanley Schachter	This is not the correct answer. He researched how individuals interpret their experiences and how that impacts a person's emotions
<b>D. William James</b>	<b>This is the correct answer. He believed that motivation is connected to genetics, it is not something you can just learn</b>
E. Alfred Kinsey	This is not the correct answer. Researched sexual behavior and motivation

2. After studying for multiple nights Jake felt extremely confident in his ability to take the AP Human Geography test. Which of the answers below best connects with this scenario?	
A. Self-esteem	This is not the correct answer. This is an individual's perception of themselves
<b>B. Self-efficacy</b>	<b>This is the correct answer. When an individual has self-efficacy they believe in their ability to perform a certain task</b>
C. Primary needs	This is not the correct answer. These are needs that an individual does not need to learn. (Like becoming motivated to eat when a person is hungry)
D. Secondary needs	This is not the correct answer. These are psychological needs. (Like seeking social approval)
E. Extrinsic motivation	This is not the correct answer. While this may have been why Jake is studying, there is not enough information to connect to this concept. Extrinsic motivation is when a person is motivated by outside rewards



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3. Which theory of motivation states that when a person becomes interested in something they perform better at a task, but if they become too stimulated their performance decreases?	
A. Intrinsic theory	This is not the correct answer. This states that motivation is something that a person is born with
B. Drive reduction theory	This is not the correct answer. This is when an individual is motivated to keep their body in homeostasis
<b>C. Arousal theory</b>	<b>This is the correct answer. This theory is based on Yerkes-dodson law, which is the principle that performance increases with arousal</b>
D. Maslow's theory	This is not the correct answer. This theory states that individuals are motivated based on their current state
E. Cognitive dissonance theory	This is not the correct answer. This theory states that when a person has their cognitive system disrupted the person seeks to fix the inconsistencies

4. Which of the following answers best explains the facial feedback hypothesis?	
<b>A. When people make certain facial expressions it sends information to the brain, which then interprets that information and shifts a person's mood</b>	<b>This is the correct answer. When a person smiles the brain interprets that information and registers a smile as happy.</b>
B. When a person encounters a stimuli they asses the situation and come to a conclusion that the experience is harmless or dangerous	This is not the correct answer. This is the appraisal theory
C. Emotions can take a direct path to the amygdala and skip the cortex. This causes a person to have an immediate emotional response	This is not the correct answer. This is Joseph LeDoux's Theory
D. Emotions occur from physiological and cognitive awareness to a stimulus	This is not the correct answer. This would better connect with the schachter two-factor theory
E. The experience of emotion is a person's physiological response to a stimulus	This is not the correct answer. This would better connect with the James-lange theory



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5. While studying for a test Emily hears a loud bang, without realizing what is happening she becomes immediately fearful. Which theory would best connect with this scenario?	
A. Facial feedback hypothesis	This is not the correct answer. This theory believes that when people make certain facial expressions it sends information to the brain, which then interprets that information and shifts a person's mood
B. Appraisal theory	This is not the correct answer. This theory believes that when a person encounters a stimuli they asses the situation and come to a conclusion that the experience is harmless or dangerous
C. Schachter two-factor theory	This is not the correct answer. Emotions occur from physiological and cognitive awareness to a stimulus.
<b>D. Joseph LeDoux's theory</b>	<b>This is the correct answer. Emotions can take a direct path to the amygdala and skip the cortex. This causes a person to have an immediate emotional response</b>
E. James-lange theory	This is not the correct answer. This theory believes that the experience of emotion is a person's physiological response to a stimulus.

6. Alex is getting married tomorrow and is experiencing a lot of stress. He is excited for the big day but keeps going over the wedding in his head and can't stop worrying. Which of the following answers best describes Alex's current state?	
A. Distress	This is not the correct answer. This is stress that is perceived to be detrimental and is often caused by negative life events
B. Avoidance-avoidance conflict	This is not the correct answer. This happens when an individual is forced to choose between two negative outcomes
C. Overjustification effect	This is not the correct answer. This is when external incentives decrease a person's intrinsic motivations
D. Cognitive dissonance	This is not the correct answer. This is when something happens that does not align with a person's view on reality
<b>E. Eustress</b>	<b>This is the correct answer. This is stress that is perceived as beneficial, and is often caused by positive life events</b>



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7. Liam is struggling to pick between his top two colleges, he got into both of them but is not sure which one he should go to. According to Kurt Lewin, which answer would best describe Liam's conflict?	
A. Approach-avoidance conflict	This is not the correct answer. This happens when there is only one goal which has both positive and negative aspects to it
B. Avoidance-avoidance conflict	This is not the correct answer. This happens when an individual is forced to choose between two negative outcomes
<b>C. Approach-approach conflict</b>	<b>This is the correct answer. This is when an individual has to pick between two positive outcomes</b>
D. Alarm reaction conflict	This is not the correct answer. Alarm reaction is a stage in general adaptation syndrome
E. None of the above	This is not the correct answer, since C is the correct answer

8. Which of the following answers best connects with Paul Costa and Robert McCrae?	
<b>A. Developed a test that focuses on five different personality factors</b>	<b>This is the correct answer. They identified five main personality traits</b>
B. The power of the unconscious mind was more than just thoughts and feelings, a person also had a collective unconscious	This is not the correct answer. This better connects with Carl Jung
C. Believed that individuals could not achieve self-actualization if the environment in which they live hinders them	This is not the correct answer. This better connects with Carl Rogers
D. Believed that a person's personality is shaped by the unconscious mind and that the mind was hidden	This is not the correct answer. This would better connect with Sigmund Freud, or Carl Jung
E. Believed that individual strive to conquer their inferiority complex	This is not the correct answer. This better connects with Alfred Adler



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9. Which of the following statements would a person in a collectivist culture agree with?	
A. Individual achievement defines a person's identity	This is not the correct answer. This would identify more with an individualistic culture
B. In order to reach self-actualization a person must focus on achieving their individual needs and wants	This is not the correct answer. This would identify more with an individualistic culture
<b>C. An individual's identity is interwoven with their community</b>	<b>This is the correct answer. Collectivism is an ideology or tradition of supporting and promoting the group, family, or society over the individual</b>
D. An individual's identity is based entirely on their unconscious mind and individual repressed memories	This is not the correct answer. This would identify more with an individualistic culture
E. Human achievement is only important when an individual takes action on their own	This is not the correct answer. This would identify more with an individualistic culture

10. Jane is taking a projective personality test that has her looking at different ink blots. Which of the following assessments is Jane most likely taking?	
A. Minnesota Multiphasic Personality Inventory	This is not the correct answer. This is an objective personality test
B. Myers-brigg personality test	This is not the correct answer. This is an objective personality test
C. Personality inventory	This is not the correct answer. These are questions that are created to help gauge a person's personality traits
<b>D. Rorschach test</b>	<b>This is the correct answer. This is a projective personality test that uses ink blots</b>
E. Bechdel test	This is not the correct answer. This test looks at women representation in movies