

Chapter 9: Emotion and Motivation

Theories of Emotion: What Causes Our Feelings?

1. A careful examination of emotions can be traced back to _____.

- a. B. F. Skinnerian emotion
- b. Charles Darwin
- c. The Renaissance
- d. World War I

Answer b % correct 68 a = 6 b = 68 c = 12 d = 15 r = .40

2. Affective states accompanied by physiological changes that often influence behavior are called _____.

- a. motives
- b. drives
- c. emotions
- d. traits

Answer c % correct 80 a = 20 b = 0 c = 80 d = 0 r = .20

3. The statement, "If you expect something to make you feel bad, chances are it will" is reflective of which of the following theories of emotion?

- a. somatic
- b. Darwinian
- c. appraisal
- d. opponent-process

Answer c % correct 65 a = 15 b = 20 c = 65 d = 0 r = .58

4. Schacter-Singer's famous emotion experiment showed that:

- a. physiological arousal came after emotional arousal.
- b. a physiological aroused person will label his arousal as greater when people are duped or misled.
- c. emotional arousal is greater when people are duped or misled.
- d. emotions start in the cortex and are sent to one's internal organs.

Answer b % correct 30 a = 35 b = 30 c = 30 d = 5 r = .23

5. The study of body language is termed _____.

- a. kinematics
- b. kinesthesia
- c. kinesis
- d. kinetics

Answer c % correct 90 a = 5 b = 0 c = 90 d = 5 r = .33

6. If you want to get people to do something for you, the best time to try to persuade them is when they are _____.

- a. unemotional
- b. scared
- c. happy
- d. emotionally aroused

Answer d % correct 55 a = 0 b = 5 c = 40 d = 55 r = .56

7. Which of the following is NOT a physiological reaction to fear?
- increase in heart rate
 - muscle tension
 - slow-down of digestive function
 - reduction of epinephrine in the bloodstream

Answer d % correct 80 a = 0 b = 5 c = 15 d = 80 r = .37

8. One of the least studied emotional expressions is _____.
- hate
 - anger
 - love
 - fear

Answer c % correct 50 a = 45 b = 0 c = 50 d = 5 r = .32

9. Emotion is to affect as appraisal is to _____.
- mood
 - arousal
 - interpretation
 - sense

Answer a % correct 80 a = 80 b = 7 c = 7 d = 6 r = .34

10. Which of the following statements about stress is TRUE?
- It is an emotion.
 - Stress necessarily involves negative events.
 - Positive situations can lead to stress.
 - Stress arises only from threatening events.

Answer c % correct 74 a = 12 b = 3 c = 74 d = 12 r = .71

11. In a conflict situation, the closer we get to the goal, the:
- weaker the approach and avoidance forces become.
 - stronger the approach and avoidance forces become.
 - easier the conflict is to resolve.
 - less anxiety we feel.

Answer b % correct 62 a = 15 b = 62 c = 12 d = 12 r = .26

12. John has never missed his sales quota, but believes that each quarter he must sell more than he did the previous quarter in order to keep his job. Accordingly, he is working 60 or more hours a week, and is not taking a vacation this year. John is likely experiencing burnout if he exhibits which of the following?
- a high level of energy
 - a reduced sense of accomplishment
 - an increased sense of control over his life and earnings
 - increased interest in his job

Answer b % correct 85 a = 9 b = 85 c = 6 d = 0 r = .28

13. General diffuse feeling states that are often long-lasting and of low intensity are called _____.
- emotions
 - arousals
 - moods
 - motives

Answer c % correct 85 a = 15 b = 0 c = 85 d = 0 r = .58

14. The ability to experience love appears to be strongly influenced by one's _____.
 a. ability to fantasize
 b. degree of attractiveness
 c. past experience
 d. sexual preference

Answer c % correct 80 a = 5 b = 15 c = 80 d = 0 r = .53

15. Dr. Zhivago and Lara fell in love while working in a hospital in a war zone. It is possible that their passion was heightened by _____.
 a. their lack of experience
 b. boredom with the hospital routine
 c. arousal caused by fear of attack
 d. professional knowledge about human reproduction

Answer c % correct 95 a = 0 b = 5 c = 95 d = 0 r = .55

16. Emotions vary from one another in:
 a. quality.
 b. intensity.
 c. both of the above
 d. none of the above

Answer c % correct 81 a = 7 b = 7 c = 81 d = 5 r = .30

17. Which of the following labels does NOT represent one of the basic categories of emotion revealed in a study by Shaver et al. involving the sorting of emotion words?
 a. horror
 b. fear
 c. anger
 d. love

Answer a % correct 85 a = 85 b = 0 c = 5 d = 10 r = .50

18. Which is NOT a typical physiological change during an emotional episode?
 a. Less blood goes to the muscles, and more goes to the internal organs.
 b. Saliva production in the mouth decreases.
 c. The pupils of the eyes dilate.
 d. The galvanic skin response occurs.

Answer a % correct 50 a = 50 b = 10 c = 21 d = 19 r = .44

19. Anger is a(n) _____.
 a. primary reflex
 b. emotion
 c. motive
 d. social drive

Answer b % correct 97 a = 0 b = 97 c = 3 d = 0 r = .20

20. Which of the following is NOT an emotion?
 a. anger
 b. thirst
 c. fear
 d. lust

Answer b % correct 94 a = 0 b = 94 c = 0 d = 6 r = .33

21. The _____ nervous system influences physiological effects associated with emotions.
- apathetic
 - primal
 - empathic
 - sympathetic
- Answer d** % correct 85 a = 4 b = 2 c = 8 d = 85 r = .52
22. Which of the following is NOT a physiological change associated with emotion?
- adrenalin secretion
 - saliva secretion
 - increased perspiration
 - increased breathing
- Answer b** % correct 71 a = 13 b = 71 c = 12 d = 2 r = .43
23. Which of the following researchers found that cats continued to show typical behavioral reactions of fear, anger, and pleasure after the sympathetic nervous system tract had been severed?
- William James
 - Walter B. Cannon
 - Carl Lange
 - Charles Darwin
- Answer b** % correct 45 a = 30 b = 45 c = 10 d = 15 r = .62
24. According to the _____ theory, arousal of organs and the experience of emotion are simultaneous.
- Schacter and Singer
 - Cannon-Bard
 - James-Lange
 - appraisal
- Answer b** % correct 48 a = 12 b = 48 c = 38 d = 0 r = .49
25. Which theory of emotion includes activation of the thalamus?
- James-Lange
 - Cannon-Bard
 - Schacter-Singer
 - appraisal
- Answer b** % correct 50 a = 30 b = 50 c = 20 d = 0 r = .48
26. Emotional arousal and experience occur at the same time because of stimulation of the cerebral cortex, according to the _____ theory.
- James-Lange
 - Cannon-Bard
 - Schacter-Singer
 - appraisal
- Answer b** % correct 45 a = 25 b = 45 c = 20 d = 10 r = .51
27. According to the _____ theory, the thalamus plays a significant role in one's emotions.
- James-Lange
 - Cannon-Bard
 - Schacter-Singer
 - cognitive
- Answer b** % correct 52 a = 13 b = 52 c = 6 d = 25 r = .24

28. The _____ theory of emotion placed the source of emotions in the thalamus.
- a. James-Lange
 - b. Cannon-Bard
 - c. Activation
 - d. Jukebox

Answer b % correct 64 a = 22 b = 64 c = 11 d = 3 r = .30

29. Note the following sequence of events: Emotional stimulus-->thalamus-->simultaneous physiological arousal and emotional experience. The order of occurrences summarizes the _____ theory of emotion.
- a. James-Lange
 - b. Cannon-Bard
 - c. Activation
 - d. Jukebox

Answer b % correct 53 a = 33 b = 53 c = 11 d = 3 r = .45

30. Emotional experience and arousal occur at the same time due to stimulation of the cerebral cortex, according to _____.
- a. Schachter-Singer
 - b. James-Lange
 - c. Valins
 - d. Cannon-Bard

Answer d % correct 81 a = 3 b = 17 c = 0 d = 81 r = .33

31. According to Cannon-Bard, which of the following plays an important role in experiencing emotion?
- a. thalamus
 - b. hypothalamus
 - c. limbic system
 - d. sympathetic nervous system

Answer a % correct 30 a = 30 b = 20 c = 10 d = 40 r = .20

32. Researchers have concluded that the _____ is/are the most important part of the body in nonverbal communication.
- a. hands
 - b. face
 - c. legs
 - d. torso

Answer b % correct 85 a = 15 b = 85 c = 0 d = 0 r = .44

33. When photographs of facial expressions conveying different emotions were shown to subjects in different countries, the subjects:
- a. tended to agree on the emotional meaning of the different expressions.
 - b. rarely agreed on the emotional meaning of the different expressions.
 - c. agreed only on expressions of anger and fear.
 - d. none of the above

Answer a % correct 85 a = 85 b = 6 c = 6 d = 4 r = .49

34. The emotions which are most easily recognized from facial expressions include happiness, anger, and _____.

- a. love
- b. disgust
- c. fear
- d. sadness

Answer b % correct 23 a = 0 b = 23 c = 42 d = 35 r = .27

35. The distance we place between ourselves and others is called _____.

- a. kinesis
- b. intimate space
- c. personal space
- d. interactive space

Answer c % correct 85 a = 0 b = 3 c = 85 d = 12 r = .60

Motivation: Our Wants and Needs

36. Which of the following theorists laid the groundwork for the development of drive theories?

- a. Clark Hull
- b. William McDougall
- c. Carl Rogers
- d. Sigmund Freud

Answer d % correct 35 a = 50 b = 12 c = 3 d = 35 r = .25

37. Who proposed that the human expression of emotion is innate and has survival value?

- a. William James
- b. Stanley Schachter
- c. Charles Darwin
- d. Emmett Kelly

Answer c % correct 81 a = 7 b = 6 c = 81 d = 6 r = .24

38. The major shortcoming of the instinct concept is that:

- a. instincts have never been shown to exist in any species.
- b. the instinct concept is too complex an explanation of most motivated behavior.
- c. asserting the existence of an instinct does not help us to understand the behavior in question.
- d. it is too physiological in theoretical orientation.

Answer c % correct 78 a = 0 b = 17 c = 78 d = 6 r = .33

39. Motivation refers to that which:

- a. explains the physical make-up of an organism.
- b. energizes the behavior of an organism.
- c. directs the behavior of an organism.
- d. both b and c

Answer d % correct 90 a = 0 b = 5 c = 5 d = 90 r = .20

40. An example of a primary motive is _____.

- a. greed
- b. thirst
- c. wantonness
- d. piety

Answer b % correct 86 a = 11 b = 86 c = 0 d = 3 r = .34

41. The concept of primary motives would explain our need for _____.
 a. food
 b. Gucci jeans
 c. a water bed
 d. companionship

Answer a % correct 96 a = 96 b = 1 c = 0 d = 3 r = .24

42. Social motives are:
 a. not affected by primary motives.
 b. common to all people.
 c. derived from social interactions and learning.
 d. essential for the survival of an organism.

Answer c % correct 90 a = 0 b = 6 c = 90 d = 4 r = .32

43. The concept that a person acts in a certain manner because of an innate predisposition to do so is based on the _____ theory.
 a. aggression
 b. drive
 c. instinct
 d. incentive

Answer c % correct 85 a = 10 b = 0 c = 85 d = 5 r = .21

44. Which of the following best describes the instinct theory of motivation?
 a. Tension is created within an organism when it has been deprived of something it needs, thus compelling it to satisfy its needs.
 b. External cues elicit behavior from an organism.
 c. Organisms have inborn patterns of behavior and innate desires to perform in a certain manner.
 d. Organisms have desires to act in specific ways, but these behaviors can be modified by learning.

Answer c % correct 77 a = 6 b = 8 c = 77 d = 10 r = .35

45. Instincts are thought to:
 a. exist within the individual.
 b. explain why people act differently in the same situation.
 c. explain what an individual does but not why.
 d. be caused by conditions outside the organism that push it into action.

Answer a % correct 54 a = 54 b = 15 c = 23 d = 8 r = .42

46. Which of the following does NOT support drive-reduction theory?
 a. getting some food when you are hungry
 b. going to sleep when you are tired
 c. getting something to drink when you are thirsty
 d. going jogging when you are bored

Answer d % correct 94 a = 3 b = 0 c = 3 d = 94 r = .41

47. Social learning theorists would suggest which of the following to parents?
 a. Monitor and control the television programs you allow your children to watch.
 b. Let children watch violent television shows to release their hostility.
 c. Allow children to behave violently in controlled settings to decrease their violence elsewhere.
 d. Don't let children watch television.

Answer a % correct 88 a = 88 b = 3 c = 9 d = 0 r = .52

48. Two important elements of stimulus-seeking behavior are _____.
 a. novelty and complexity
 b. comfort and friendship
 c. sex and aggression
 d. rest and relaxation

Answer a % correct 50 a = 50 b = 25 c = 25 d = 0 r = .64

49. Which of the following appears to strongly affect the affiliation motive?
 a. hormones
 b. learning and early experience
 c. instinct
 d. anxiety

Answer b % correct 75 a = 0 b = 75 c = 5 d = 20 r = .37

50. An example of intrinsic motivation is reading a textbook because:
 a. you want to earn an A on a test.
 b. you want to avoid a D or F.
 c. you enjoy reading it.
 d. you are being paid to read it.

Answer c % correct 45 a = 25 b = 25 c = 45 d = 5 r = .70

51. A need that energizes and directs behavior towards some goal is known as a _____.
 a. cue
 b. behavior
 c. motive
 d. stimulus

Answer c % correct 81 a = 7 b = 5 c = 81 d = 7 r = .24

52. Hugh has such powerful sexual needs that he engages in dangerously promiscuous behavior. In this case, Hugh's sexual needs are a(n) _____.
 a. emotion
 b. motive
 c. stimulus
 d. cue

Answer b % correct 78 a = 22 b = 78 c = 0 d = 0 r = .45

53. Stimulus motives _____.
 a. are set in motion by internal stimuli
 b. deal with information about the environment in general
 c. function to assure the bare survival of the organism
 d. depend less on external stimuli than primary drives do

Answer a % correct 81 a = 6 b = 81 c = 6 d = 6 r = .27

54. Greg cannot stand being cooped up in the house all day. He is happiest when he is outdoors engaging in some vigorous activity. His need for activity is a _____.
 a. primary drive
 b. primary motive
 c. stimulus drive
 d. stimulus motive

Answer d % correct 35 a = 16 b = 9 c = 38 d = 35 r = .66

55. _____ are largely innate motives that push us to investigate, and often change, the environment.

- a. Primary drives
- b. Stimulus motives
- c. Secondary motives
- d. Secondary drives

Answer b % correct 65 a = 1 b = 65 c = 25 d = 6 r = .21

56. _____ center around our relationships with people.

- a. Stimulus motives
- b. Social motives
- c. Aggression motives
- d. Primary motives

Answer b % correct 100 a = 0 b = 100 c = 0 d = 0 r = .00

57. Which of the following is the most recent conclusion concerning the role of stomach contractions in signaling hunger? They:

- a. have no influence.
- b. play a minor role.
- c. play a major role.
- d. cannot be studied because of lack of technology.

Answer b % correct 65 a = 15 b = 65 c = 15 d = 5 r = .37

58. The concept that an organism is motivated to act because its body is in a state of need is based on the _____ theory.

- a. incentive
- b. affiliation
- c. drive
- d. instinct

Answer c % correct 88 a = 10 b = 0 c = 88 d = 2 r = .33

59. It is believed that the hypothalamus controls _____.

- a. aggression
- b. social learning abilities
- c. long-term mechanisms of body weight
- d. biological motives

Answer c % correct 59 a = 12 b = 3 c = 59 d = 26 r = .21

60. Bill hasn't eaten for four days and is very hungry. A friend offers to take him to lunch or to a new Arnold Schwarzenegger movie that she knows Bill wants to see. The drive theory of motivation would predict:

- a. Bill is equally likely to select either option.
- b. Bill will select the lunch.
- c. Bill will select the movie.
- d. Bill will not select either option.

Answer b % correct 95 a = 5 b = 95 c = 0 d = 0 r = .55

61. Primary motives are:

- a. learned.
- b. unlearned.
- c. cognitive.
- d. socially determined.

Answer b % correct 85 a = 10 b = 85 c = 5 d = 0 r = .43

62. Which of the following is NOT a social motive?

- a. affiliation
- b. aggression
- c. need for rest
- d. achievement

Answer c % correct 91 a = 0 b = 9 c = 91 d = 0 r = .31

63. Drives that are unlearned are called _____.

- a. primary
- b. secondary
- c. reflexive
- d. learned

Answer a % correct 90 a = 90 b = 6 c = 4 d = 0 r = .20

64. A group of people is watching a movie in which an attractive man and woman are shown getting undressed. Which of the following is most likely to become MOST aroused?

- a. a healthy young man
- b. a healthy young woman
- c. an adolescent of either sex
- d. a healthy adult of either sex

Answer a % correct 94 a = 94 b = 0 c = 3 d = 3 r = .47

65. An innate or inborn predisposition to act in a specific way is called a/an _____.

- a. instinct
- b. drive
- c. incentive
- d. need

Answer a % correct 96 a = 96 b = 0 c = 2 d = 2 r = .21

66. When you get too warm, you begin to perspire. This is an example of:

- a. a drive.
- b. homeostasis.
- c. a need.
- d. adjustment.

Answer b % correct 87 a = 2 b = 87 c = 2 d = 10 r = .26

67. Clark Hull's drive-reduction perspective was based on which of the following principles?

- a. homeostasis
- b. instinct
- c. psychic energy
- d. genetics

Answer a % correct 75 a = 75 b = 15 c = 5 d = 5 r = .47

68. The observation that people often seek stimulation and that not all motives are aroused by internal states contradicts the _____ theory of motivation.

- a. incentive
- b. drive-reduction
- c. Gestalt
- d. cognitive

Answer b % correct 40 a = 20 b = 40 c = 10 d = 30 r = .30

69. Homeostasis refers to:

- a. realizing one's full potential.
- b. a balanced state in the body's internal environment.
- c. a state of optimum stimulation either above or below equilibrium.
- d. the mechanism by which unconscious needs are satisfied.

Answer b % correct 85 a = 5 b = 85 c = 10 d = 0 r = .65

70. The concept of _____ replaced the concept of instinct in motivation theory.

- a. purpose
- b. optimal level of stimulation
- c. drive reduction
- d. homeostasis

Answer c % correct 67 a = 11 b = 11 c = 67 d = 11 r = .32

71. The process by which the body maintains a balance or equilibrium in its internal environment is called _____.

- a. neoteny
- b. autoregulation
- c. homeostasis
- d. hypothalamus

Answer c % correct 94 a = 3 b = 0 c = 94 d = 3 r = .25

72. A(n) _____ is an external stimulus that can motivate behavior even if no drive is initially present.

- a. homeostatic mechanism
- b. motor program
- c. arousal mechanism
- d. incentive

Answer d % correct 81 a = 0 b = 3 c = 17 d = 81 r = .67

73. The basis of drive theory is the principle of _____.

- a. reinforcement
- b. achievement
- c. homeostasis
- d. homeopathy

Answer c % correct 38 a = 29 b = 31 c = 38 d = 2 r = .43

74. Which of the following is NOT true about hunger?

- a. It is a physiological motive.
- b. It is a drive-reduction motive.
- c. It is a social motive.
- d. It is a motive common to most people.

Answer c % correct 55 a = 5 b = 25 c = 55 d = 15 r = .28

75. A famed psychologist claims that motivated behaviors result from an effort to reduce tension caused by bodily needs such as hunger or thirst. This psychologist's philosophy most closely matches _____ theory.

- a. threshold
- b. trait
- c. homeostatic
- d. drive reduction

Answer d % correct 78 a = 3 b = 0 c = 19 d = 78 r = .41

76. Thirst, sex, and hunger are examples of _____ drives.

- a. primary
- b. secondary
- c. internalized
- d. externalized

Answer a % correct 80 a = 80 b = 5 c = 15 d = 0 r = .23

77. Investigators believe that the number of fat cells we have is determined partly by genetics and partly by our diet during:

- a. the first two years of life.
- b. adolescence.
- c. the prenatal period.
- d. the first five years of life.

Answer a % correct 75 a = 75 b = 15 c = 5 d = 5 r = .22

78. According to set-point theory, the size of fat cells is determined by:

- a. heredity.
- b. eating habits during adolescence and adulthood.
- c. diet during the first two years of life.
- d. the mother's diet before birth of the child.

Answer b % correct 35 a = 25 b = 35 c = 40 d = 0 r = .45

79. Considering external cues in obesity, which of the following statements is true?

- a. Obese subjects ate more than thin subjects if the food tasted good.
- b. Thin subjects increase food intake if the food is attractive.
- c. Thin subjects increase food intake if the food is easily available.
- d. Obese people will eat more than normal-weight people if the food is difficult to obtain.

Answer a % correct 75 a = 75 b = 10 c = 5 d = 10 r = .34

80. Sweet taste seems to play a role in _____.

- a. stimulating eating
- b. cutting calories
- c. weight gain
- d. stomach contractions

Answer a % correct 85 a = 85 b = 0 c = 12 d = 3 r = .37

81. According to _____ theory, the number of fat cells in the body is established during early childhood.

- a. drive
- b. caloric
- c. hypothalamic
- d. set-point

Answer d % correct 85 a = 0 b = 0 c = 15 d = 85 r = .71

82. Bulimia is most common among which of the following?

- a. females in their late teens and early 20's
- b. middle-age females
- c. adolescent males
- d. both males and females in their late teens and early 20's

Answer a % correct 85 a = 85 b = 3 c = 3 d = 9 r = .40

83. Dorothy is both hungry and thirsty. Which of the following is involved in both of these drives?
- a. the hippocampus
 - b. spinal reflexes
 - c. the hypothalamus
 - d. the amygdala

Answer c % correct 94 a = 3 b = 0 c = 94 d = 3 r = .20

84. Which motivational theorist is associated with the following assumption? "Before higher level needs can be addressed or acted on, one's lower level needs must be met."
- a. Freud
 - b. Maslow
 - c. McClelland
 - d. Harlow

Answer b % correct 92 a = 2 b = 92 c = 0 d = 4 r = .33

85. What is the lowest need in Maslow's hierarchy?
- a. physiological
 - b. safety
 - c. achievement
 - d. self-actualization

Answer a % correct 52 a = 52 b = 15 c = 17 d = 13 r = .38

86. Maslow is associated with which of the following notions?
- a. that when the body temperature falls, we are motivated to eat
 - b. that the motive to explore and manipulate is important for individual survival
 - c. that our motives are organized into a hierarchy
 - d. that some people are driven by the achievement motive

Answer c % correct 88 a = 0 b = 4 c = 88 d = 6 r = .48

87. According to Maslow's hierarchy of motives theory, which one of the following needs must first be satisfied?
- a. self-actualization
 - b. esteem needs
 - c. physiological needs
 - d. safety needs

Answer c % correct 78 a = 3 b = 3 c = 78 d = 17 r = .28

88. For Maslow, the most highly evolved motive is _____.
- a. esteem
 - b. physiological need
 - c. intellectual need
 - d. self-actualization

Answer d % correct 81 a = 5 b = 14 c = 0 d = 81 r = .36

89. The correct order of Maslow's hierarchy of motives from most primitive to the most complex and human is _____.
- a. safety, physiological, belongingness, esteem, self-actualization
 - b. physiological, esteem, self-actualization, safety, belongingness
 - c. physiological, esteem, safety, belongingness, self-actualization
 - d. physiological, safety, belongingness, esteem, self-actualization

Answer d % correct 78 a = 19 b = 0 c = 3 d = 78 r = .36

90. Which theory maintains that emotion is caused by the interaction of physiological processes and interpretation?

- a. James-Lange theory
- b. cognitive theory
- c. activation theory
- d. Cannon-Bard theory

Answer b % correct 53 a = 28 b = 53 c = 3 d = 17 r = .24

91. Bob tells Jan that he is feeling fine, but Jan doesn't believe him. What should she focus on to have the BEST chance of identifying any emotions Bob might be hiding?

- a. his words
- b. his body posture
- c. his vocal intonations
- d. his facial expressions

Answer d % correct 63 a = 2 b = 21 c = 12 d = 63 r = .53

92. Abraham Maslow theorized that human needs are:

- a. basically identical to those of animals.
- b. arranged in a hierarchy of importance.
- c. destined to conflict with one another at all times.
- d. less important than emotions.

Answer b % correct 97 a = 3 b = 97 c = 0 d = 0 r = .24

Attraction, Love, and Hate: The Greatest Mysteries of Them All

93. How are proximity to others and the establishment of friendships related?

- a. not related
- b. inversely correlated
- c. negatively related
- d. positively related

Answer d % correct 82 a = 3 b = 15 c = 1 d = 82 r = .33

94. The fact that you are most likely to marry someone who lives near you illustrates the _____ effect.

- a. propinquity
- b. numerosity
- c. similarity
- d. reciprocity

Answer a % correct 91 a = 91 b = 0 c = 8 d = 1 r = .27

95. The adage "Birds of a feather flock together" pertains most directly to the _____ factor in liking.

- a. propinquity
- b. numerosity
- c. similarity
- d. reciprocity

Answer c % correct 95 a = 2 b = 1 c = 95 d = 1 r = .20

96. The most important factor in attraction is _____.

- a. proximity
- b. similarity
- c. attractiveness
- d. reciprocity

Answer a % correct 37 a = 37 b = 43 c = 14 d = 6 r = .25

97. Studies on similarity and attractiveness have found that _____.
a. the more similar two people are, the stronger the attraction between them, up to a point
b. similarity appears to be unrelated to attraction
c. complementarity is a more powerful influence on attraction than similarity
d. the more similar two people are, the weaker the attraction between them, due to boredom

Answer a % correct 85 a = 85 b = 5 c = 9 d = 1 r = .20

98. How are proximity to others and the establishment of friendships related?
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