1. An explanation of facts and observations defined by a set of concepts and ideas that organize phenomena is a _____.
   A) hypothesis
   B) theory
   C) conclusion
   D) development

2. A systematic statement of principles and generalizations that provides a framework for understanding how and why people change over time is a _____.
   A) hypothesis
   B) developmental theory
   C) conclusion
   D) stage

3. Theories can do which of the following?
   A) produce hypotheses
   B) solve developmental problems
   C) quantify which behaviors are normal
   D) establish facts

4. In class, Sam learned that some theorists link happiness to productivity. From this, he developed the thought that happy employees in a factory will produce more products per hour. In this example, Sam's theory led him to _____.
   A) produce a hypothesis
   B) solve a developmental problem
   C) generate a discovery
   D) gain practical guidance

5. Hannah theorized that sleep helps people act in safer ways. She tested her theory by conducting an experiment. She manipulated the amount of sleep participants got and then tested participants' driving ability. Hannah learned that participants who got more sleep were safer drivers. In this example, Hannah's theory led her to _____.
   A) replicate research
   B) solve a developmental problem
   C) generate a discovery
   D) change the behavior of many people

6. Lilly's 12-year-old son used to get out of bed easily and early on school days, but lately he has been hard to wake. While reading a parenting book, Lilly came across the theory of "delayed phase of preference," in which sleep patterns shift when young people start to go through puberty. In this example, a theory helped Lilly _____.
   A) design an experiment
   B) change her own behavior
   C) generate a discovery
   D) gain practical guidance

7. A _____ is an average or usual event or experience.
   A) norm
   B) theory
   C) hypothesis
   D) median

8. The term "norm" communicates _____.
   A) a common behavior or accomplishment
   B) what is right versus what is wrong behavior among people
   C) that some behaviors are better than others
   D) that differences in behavior from the norm suggest deficits in behavior

9. When people go swimming they usually wear swimsuits. Wearing swimsuits rather than some other item of clothing when swimming is a _____.
   A) mean
   B) norm
   C) hypothesis
   D) median

10. Psychoanalytic theories contend that _____ underlie human behavior.
   A) irrational, unconscious drives and motives
   B) learned associations
   C) a history of reinforcements and punishments
   D) instincts inherited from ancestors

11. The foundation of psychoanalytic theory is _____.
   A) observable behaviors
   B) inner drives, motives, and unconscious needs
   C) a person's ideas and beliefs
   D) observations that individuals make about their environments

12. Psychoanalytic theory originated with _____.
    A) Piaget
    B) Freud
    C) Watson
    D) Erikson

13. Which is the correct order of the stages of Freud's psychosexual theory, beginning with infancy and ending with the preschool years?
    A) oral, anal, genital
    B) anal, oral, phallic
    C) oral, anal, phallic
    D) phallic, oral, anal

14. Each stage of Freud's psychosexual theory of development is characterized by a conflict associated with different parts of the body. According to Freud, how people experience and resolve each conflict influences personality _____.
    A) throughout life because early years provide the foundation of adult behavior
    B) throughout life only if some of the conflicts are successfully resolved
    C) only in childhood, with new conflicts emerging later that shape adult identity
    D) at a particular stage of development

15. According to Freud's psychosexual theory, which stage centers around breastfeeding and weaning?
    A) oral stage
    B) anal stage
    C) phallic stage
    D) genital stage

16. Though many of the theorists who followed Freud's psychoanalytic theory modified and expanded his ideas, they agreed on the importance of _____.
    A) early childhood experiences and psychosexual conflicts
    B) psychosexual conflicts and the unconscious
    C) early childhood experiences and the unconscious
    D) psychosexual conflicts and stages of psychosexual development

17. Unlike Freud, Erikson _____.
    A) only described development in childhood
    B) believed that adult problems reflect childhood conflicts
    C) emphasized family and culture in his stages
    D) was a psychoanalytic psychologist

18. Which psychoanalytic theorist identified unique stages of development from birth through late adulthood?
    A) Freud
    B) Piaget
    C) Skinner
    D) Erikson

19. Within Erikson's theory of psychosocial development, each of the developmental stages is characterized by a particular challenge or _____.
    A) conflict negotiation
    B) developmental conflict
    C) developmental crisis
    D) crisis opposition

20. Behaviorists believe that psychologists should focus on _____.
    A) observable behaviors
    B) inner drives and motives
    C) a person's ideas and beliefs
    D) a person's sexual conflict

21. Behaviorism has also been referred to as _____.
    A) conditioning theory
    B) learning theory
    C) modeling theory
    D) operant theory

22. The process by which a response becomes linked to particular stimulus is called _____.
    A) psychoanalysis
    B) cognition
    C) observational learning
    D) conditioning

23. Pavlov's experiments with dogs that salivated when they heard a specific noise without the presence of food provide an example of _____.
    A) classical conditioning
    B) observational learning
    C) operant conditioning
    D) reinforcement

24. When a person or animal learns to associate a neutral stimulus with a meaningful stimulus, gradually responding to the neutral stimulus in the same way as to the meaningful one, it is exhibiting _____.
    A) classical conditioning
    B) observational learning
    C) operant conditioning
    D) modeling

25. A balloon popped and made Bobby cry. It happened again when he was at a friend's birthday party. Now when Bobby sees a balloon he starts to cry. Bobby cries in response to the balloon because of _____.
    A) operant conditioning
    B) observational learning
    C) classical conditioning
    D) modeling

26. Skinner believed that psychology should focus on the study of behavior. The type of conditioning that Skinner identified was _____.
    A) classical conditioning
    B) observational conditioning
    C) operant conditioning
    D) cognitive conditioning

27. Operant conditioning is also referred to as _____.
    A) classical conditioning
    B) instrumental conditioning
    C) observational conditioning
    D) reinforcement conditioning

28. The teacher praised the students for their good work on the spelling test. The teacher hopes that the praise will encourage the students to study hard for the next spelling test. In this example, praise is operating as a _____.
    A) reinforcement
    B) punishment
    C) conditioner
    D) norm

29. The boss praised his hourly employees for their good work. The boss hopes that the praise encourages the employees to continue to work hard. In this example, the reinforcement is _____.
   A) the boss's praise
   B) the employee's good work
   C) the boss
   D) an hourly wage

30. Any consequence that follows a behavior and makes the person likely to repeat that behavior is called a(n) _____.
   A) punishment
   B) condition
   C) reinforcement
   D) observation

31. Theorists who promote classical conditioning differ from theorists who promote operant conditioning in their beliefs about the source of learned behavior. Which of these statements is true?
   A) Classical conditioning theorists emphasize the association between one stimulus and another, whereas operant conditioning theorists emphasize past reinforcement.
   B) Classical conditioning theorists emphasize past reinforcement, whereas operant conditioning theorists emphasize the association between one stimulus and another.
   C) Classical conditioning theorists emphasize observing another person's actions, whereas operant conditioning theorists emphasize past reinforcement.
   D) Classical conditioning theorists emphasize the association between one stimulus and another, whereas operant conditioning theorists emphasize observing another person's actions.

32. Social learning theory indicates that learning occurs from _____.
   A) the association between one stimulus and another
   B) past reinforcement
   C) observing and imitating others
   D) responding to a particular stimulus

33. A person observes the actions of others and copies them. Social learning theorists would call this an example of _____.
   A) classical conditioning
   B) operant conditioning
   C) modeling
   D) cognition

34. Observational learning is also called _____ .
    A) classical conditioning
    B) operant conditioning
    C) modeling
    D) cognition

35. Jimmy watches his friend kick a soccer ball into the goal. Later that day, Jimmy finds a soccer ball and proceeds to kick it into the goal. Jimmy most likely engaged in the same behavior as his friend due to _____ .
    A) classical conditioning
    B) modeling
    C) operant conditioning
    D) reinforcement

36. The modeling of behavior is more likely to occur when the model is _____ .
    A) older than the observer
    B) pitied by others
    C) powerful in the group
    D) an observer

37. Tammy grew up watching her parents fight. Now that Tammy is an adult she does not want to fight all the time with her romantic partners. Which of the following explains how Tammy learned that she did not want a relationship filled with conflict?
    A) classical conditioning
    B) operant conditioning
    C) social learning theory
    D) cognitive theory

38. The foundation of cognitive theory is _____ .
    A) observable behaviors
    B) inner drives and motives
    C) a person's thoughts and expectations
    D) observations

39. Who was a cognitive theorist?
    A) Freud
    B) Watson
    C) Piaget
    D) Maslow

40. With regard to cognitive development, Piaget argued that _____.
    A) what children know is more revealing than how they think
    B) how children think is more revealing than what they know
    C) the cultural context is more revealing than what children know
    D) what children know is more revealing than their cultural context

41. Which of these is the correct sequential order of Piaget's four stages of cognitive development?
    A) formal operational, concrete operational, preoperational, sensorimotor
    B) preoperational, sensorimotor, formal operational, concrete operational
    C) sensorimotor, preoperational, concrete operational, formal operational
    D) sensorimotor, preoperational, formal operational, concrete operational

42. According to Piaget, intellectual advancement occurs because of cognitive _____.
    A) learning
    B) resolution
    C) equilibrium
    D) modeling

43. A state of mental balance in which people are not confused because they can use their existing thought processes to understand current experiences and ideas is called _____.
    A) social learning
    B) conflict resolution
    C) cognitive equilibrium
    D) information processing

44. Jenny has never seen a pear before today. As her mom hands it to her, she says that it is a fruit. Jenny knows that apples and bananas are fruits and that she likes eating them, so she has a reference for this new experience. Jenny is experiencing _____.
    A) social learning
    B) operant conditioning
    C) guided participation
    D) cognitive equilibrium

45. According to Piaget, when new experiences are interpreted to fit into old ideas it is called _____.
    A) learning
    B) assimilation
    C) equilibrium
    D) accommodation

46. Sally has a dog at home so she knows about dogs. She is walking down the street and sees an animal walking toward her. The animal has four legs, fur, a tail, and is barking. Sally knows that these are characteristics of a dog given her knowledge of dogs. She quickly concludes that this animal is a dog. This example illustrated the Piagetian concept of _____.
    A) operations
    B) assimilation
    C) equilibrium
    D) accommodation

47. According to Piaget, when old ideas are restructured to include new experiences it is called _____.
    A) learning
    B) assimilation
    C) equilibrium
    D) accommodation

48. Sally has a dog at home so she knows about dogs. She is walking down the street and sees an animal walking toward her. The animal has four legs, fur, and a tail. Sally knows that these are characteristics of dogs. But the animal coming toward her is meowing, not barking. Sally's mom tells her that the animal is a cat. Now when Sally sees an animal with four legs, a tail, and fur she will conclude it is a dog if it barks and a cat if it meows, illustrating _____.
    A) operations
    B) assimilation
    C) equilibrium
    D) accommodation

49. With respect to Piaget's theory of cognitive development, the more difficult cognitive adaptation is _____.
    A) assimilation
    B) accommodation
    C) assimilation during childhood and accommodation during adulthood
    D) accommodation during childhood and assimilation during adulthood

50. The approach to cognitive development that describes cognition with details of the cognitive process instead of stages is called _____ theory.
    A) learning
    B) information-processing
    C) cognitive cultural
    D) accommodation

51. A perspective that compares human thinking processes, by analogy, to computer analysis of data is _____.
    A) the social learning theory
    B) the information-processing theory
    C) behaviorism
    D) the psychoanalytic theory

52. Within the information-processing perspective, what is the correct sequential order for producing cognition?
    A) the brain produces an output; input is picked up by the five senses; the brain reacts, connects, and stores memories
    B) the brain reacts, connects, and stores memories; input is picked up by the five senses; the brain produces an output
    C) input is picked up by the five senses; the brain produces an output; the brain reacts, connects, and stores memories
    D) input is picked up by the five senses; the brain reacts, connects, and stores memories; the brain produces an output

53. Robin has always had a difficult time remembering things. She went to a psychologist, and underwent tests concluding that the way she senses input and then stores the information is interfering with her ability to recall the information. This explanation for Robin's memory difficulties is consistent with _____.
    A) psychoanalytic theory
    B) evolutionary theory
    C) social learning theory
    D) information-processing theory

54. Which theory emphasized unconscious drives and early experiences with respect to development, and which emphasized learning by association, reinforcement or observation?
   A) Psychoanalytic theory emphasized unconscious drives and early experiences, whereas behaviorism emphasized learning.
   B) Psychoanalytic theory emphasized unconscious drives and early experiences, whereas cognitive theory emphasized learning.
   C) Behaviorism emphasized unconscious drives and early experiences, whereas psychoanalytic theory emphasized learning.
   D) Cognitive theory emphasized unconscious drives and early experiences, whereas psychoanalytic theory emphasized learning.

55. Which theory emphasized unconscious drives and early experiences with respect to development, and which emphasized learning by understanding how a person thinks?
   A) Psychoanalytic theory emphasized unconscious drives and early experiences, whereas behaviorism emphasized learning by understanding how a person thinks.
   B) Psychoanalytic theory emphasized unconscious drives and early experiences, whereas cognitive theory emphasized learning by understanding how a person thinks.
   C) Behaviorism emphasized unconscious drives and early experiences, whereas psychoanalytic theory emphasized learning by understanding how a person thinks.
   D) Cognitive theory emphasized unconscious drives and early experiences, whereas psychoanalytic theory emphasized learning by understanding how a person thinks.

56. Johnny is 12 years old and has been aggressive toward his siblings and peers, hitting, kicking, and calling them names. Johnny's parents are worried about these new aggressive behaviors and consult with a psychologist, who suggests that this behavior could be the result of unconscious drives originating from conflicts during early development. The psychologist's explanation for the aggression is consistent with _____.
   A) psychoanalytic theory
   B) cognitive theory
   C) behaviorism
   D) information-processing theory

57. Johnny is 12 years old and has been aggressive toward his siblings and peers, hitting, kicking, and calling them names. Johnny's parents are worried about these new aggressive behaviors and consult with a psychologist, who suggests that this behavior could be a result of watching too many violent movies and playing too many violent videogames. The psychologist's explanation for the aggression is consistent with _____.
A) psychoanalytic theory
B) cognitive theory
C) behaviorism
D) information-processing theory

58. Approaches to toilet training have changed over time. At one point, it was suggested to parents to postpone toilet training until the child was at least a year old to avoid serious personality problems later on. This view is consistent with _____.
A) psychoanalytic theory
B) cognitive theory
C) behaviorism
D) information-processing theory

59. Approaches to toilet training have changed over time. At one point it was suggested that parents toilet train whenever they wished, using reinforcement as part of the training. This view is consistent with _____.
A) psychoanalytic theory
B) cognitive theory
C) behaviorism
D) information-processing theory

60. Different theories and diverse parental practices are associated with toilet training. According to the text, what is the best method for toilet training?
A) It is best to start to toilet train children before they turn 1year old.
B) Using reinforcements for toilet training works for all children.
C) Children should decide when they want to be toilet trained.
D) There is no single best strategy for toilet training all children.

61. The so-called "new" theories, unlike the grand theories, are multicultural and multidisciplinary. _____ theory, for example, draws on education, anthropology, and history.
A) Psychoanalytic
B) Information-processing
C) Evolutionary
D) Sociocultural

62. _____ theorists concluded that traditional psychological theories underrated human potential by focusing on evil, not good.
   A) Evolutionary
   B) Humanistic
   C) Cognitive
   D) Behaviorism

63. The so-called "new" theories, unlike the grand theories, are multicultural and multidisciplinary. Evolutionary theory, for example, draws on the work of _____.
   A) Darwin
   B) Piaget
   C) Freud
   D) Skinner

64. The idea that human development results from the dynamic interaction between developing persons and their surrounding society is the central thesis of _____.
   A) humanism
   B) sociocultural theory
   C) evolutionary theory
   D) cognitive theory

65. Which Russian theorist emphasized the cultural context?
   A) Piaget
   B) Vygotsky
   C) Maslow
   D) Erikson

66. Vygotsky used the term _____ to describe how cognition is stimulated and developed in people by more skilled members of society.
   A) zone of proximal development
   B) guided participation
   C) apprenticeship in thinking
   D) selective adaptation

67. Vygotsky used the term _____ to describe the method used by parents, teachers, and entire societies to teach novices the skills and habits expected within their culture.
   A) zone of proximal development
   B) guided participation
   C) apprenticeship in thinking
   D) selective adaptation

68. Sally is helping her mom make a cake. Her mom helps her pick out the right ingredients, measure them, and mix them together. According to Vygotsky, Sally is engaging in _____.
    A) her zone of proximal development
    B) guided participation
    C) operant conditioning
    D) selective adaptation

69. According to Vygotsky, the skills, knowledge, and concepts that the learner is close to acquiring but cannot yet master without help is referred to as _____.
    A) zone of proximal development
    B) guided participation
    C) operant conditioning
    D) selective adaptation

70. Within Vygotsky's zone of proximal development, the role of the more skilled member of society is to _____ in order to help the novice learn.
    A) model the work
    B) take charge of the situation
    C) urge a new competence
    D) critique behaviors

71. Within Vygotsky's zone of proximal development, the novice should do which of the following to guide and inspire the more skilled member of society?
    A) ask questions
    B) give up after three unsuccessful attempts
    C) urge a new competence
    D) demand more intensive assistance

72. The sociocultural approach to understanding development often focuses on differences among people. Sociocultural scientists focus on differences in which of the following areas?
    A) culture
    B) temperament
    C) evolutionary style
    D) genes

73. _____ theories hold that all people share impulses and motivations.
   A) Sociocultural
   B) Universal
   C) Psychoanalytic
   D) Cognitive

74. A theory that stresses the potential of all humans for good and the belief that all people have the same basic needs, regardless of culture, gender, or background, is _____.
   A) humanism
   B) evolutionary theory
   C) behaviorism
   D) sociocultural theory

75. According to Abraham Maslow, all people _____.
   A) have the same basic needs or motivations
   B) are driven by inner drives and motives
   C) learn from the environment
   D) learn from observing others

76. Maslow's hierarchy includes _____ levels of needs.
   A) three
   B) four
   C) five
   D) six

77. Within Maslow's hierarchy, the correct order of needs from lowest to highest is _____.
   A) physiological; safety; love and belonging; esteem; self-actualization
   B) physiological; self-actualization; safety; love and belonging; esteem
   C) safety; physiological; self-actualization; esteem; love and belonging
   D) esteem; safety; physiological; love and belonging; self-actualization

78. Within the context of Maslow's hierarchy, a person who is hungry and stops at a restaurant to eat is focused on a(n) _____.
   A) physiological need
   B) safety need
   C) love and belonging need
   D) esteem need

79. Within the context of Maslow's hierarchy, people who lock their windows and doors at night are focused on _____.
A) physiological needs
B) safety needs
C) love and belonging needs
D) esteem needs

80. Within the context of Maslow's hierarchy, people who visit friends on the weekend are focused on a(n) _____.
A) physiological need
B) safety need
C) love and belonging need
D) esteem need

81. Within the context of Maslow's hierarchy, people who feel good about themselves after they have received a good score on an exam are focused on a(n) _____.
A) physiological need
B) safety need
C) love and belonging need
D) esteem need

82. According to Maslow, self-actualization is _____.
A) getting basic physiological needs met
B) fulfilling one's unique potential
C) feeling safe
D) being respected

83. Ephram's parents did not adequately meet his physiological and safety needs when he was growing up. As a result, according to Maslow, as an adult he will _____ to achieve self-actualization.
A) strive diligently
B) be better equipped
C) become stuck in the safety stage and be unable
D) be less able

84. Carl Rogers, also a humanist, thought that people should give each other _____, which means that they should see each other with appreciation without conditions.
A) reinforcement
B) unconditional positive regard
C) self-actualization opportunities
D) love and belonging

85. Eli's parents caught him sneaking out of the house late at night. When discussing the incident, they acknowledge that his behavior was wrong but that they still love and cherish him as a son. Rogers would say that the parents are offering their son _____.
A) reinforcement
B) unconditional positive regard
C) self-actualization opportunities
D) conditioning

86. According to evolutionary theory, people _____.
A) have the same basic needs or motivations
B) are driven to survive and reproduce
C) learn from the environment
D) learn from observations

87. According to evolutionary theory, why are so many people afraid of snakes?
A) because of daily life-threatening experiences
B) because of unconscious memories of childhood experiences with snakes
C) because they have learned by watching others react with fear to snakes
D) because a fear of snakes helped our ancestors survive millions of years ago

88. The process by which living creatures (including people) adjust to their environment over generations is referred to as _____.
A) reinforcement
B) conditioning
C) selective adaptation
D) cognitive equilibrium

89. _____ is when genes for traits that aid survival and reproduction are selected over time to allow the species to thrive.
A) Reinforcement
B) Conditioning
C) Selective adaptation
D) Cognitive equilibrium

90. Chris is helpful and cooperative and takes care of his family and friends. Aaron is selfish and arrogant and puts his needs before his family and friends. Whose traits would likely be selected for future generations in order to meet the evolutionary goals of humans?
   A) Chris's traits
   B) Aaron's traits
   C) Chris's and Aaron's traits
   D) Aaron's traits, but only for half the population

91. For centuries, men have needed women to be sexually faithful to ensure that her children are also his offspring. Which theory is consistent with this explanation for faithfulness among romantic partners?
   A) humanism
   B) evolutionary theory
   C) behaviorism
   D) sociocultural theory

92. The theories that have made us aware of the impact of early-childhood experiences, remembered or not, on development are _____ theories.
   A) psychoanalytic
   B) cognitive
   C) sociocultural
   D) universal

93. _____ has/have shown the effect that immediate response, associations, and examples have on learning, moment by moment and over time.
   A) Psychoanalytic theories
   B) Cognitive theories
   C) Sociocultural theories
   D) Behaviorism

94. The theories that have brought an understanding of intellectual processes and how our thoughts and beliefs affect every aspect of our development are _____ theories.
   A) psychoanalytic
   B) cognitive
   C) sociocultural
   D) universal

95. The theories that have reminded us that development is embedded in a rich and multifaceted cultural context, evident in every social interaction, are _____ theories.
    A) psychoanalytic
    B) cognitive
    C) sociocultural
    D) universal

96. The theories that stress that human differences are less significant than shared characteristics are _____ theories.
    A) psychoanalytic
    B) cognitive
    C) sociocultural
    D) universal

97. Critics of sociocultural theory argue that it is _____.
    A) too subjective
    B) too mechanistic
    C) neglectful of individual choices
    D) not considerate enough of context

98. Critics of behaviorism argue that the theory _____.
    A) is too subjective
    B) is too mechanistic
    C) neglects individuals
    D) undervalues emotions

99. The approach taken by most developmentalists, in which they apply aspects of each of the various theories of development rather than adhering exclusively to one theory, is referred to as the _____ perspective.
    A) eclectic
    B) multidisciplinary
    C) self-selected
    D) multicontextual

Answer Key

1. B
2. B
3. A
4. A
5. C
6. D
7. A
8. A
9. B
10. A
11. B
12. B
13. C
14. A
15. A
16. C
17. C
18. D
19. C
20. A
21. B
22. D
23. A
24. A
25. C
26. C
27. B
28. A
29. A
30. C
31. A
32. C
33. C
34. C
35. B
36. C
37. C
38. C
39. C
40. B
41. C
42. C
43. C
44. D

45. B
46. B
47. D
48. D
49. B
50. B
51. B
52. D
53. D
54. A
55. B
56. A
57. C
58. A
59. C
60. D
61. D
62. B
63. A
64. B
65. B
66. C
67. B
68. B
69. A
70. C
71. A
72. A
73. B
74. A
75. A
76. C
77. A
78. A
79. B
80. C
81. D
82. B
83. D
84. B
85. B
86. B
87. D
88. C
89. C
90. A

91. B
92. A
93. D
94. B
95. C
96. D
97. C
98. B
99. A

1. What is a developmental theory? Identify the three things discussed in the text that a theory can do.

2. Freud's theory of psychosexual development and Erikson's theory of psychosocial development are two examples of psychoanalytic theory. First, describe two similarities of the theories. Second, describe two differences between the theories.

3. First, describe classical and operant conditioning. Second, name the researcher who identified classical conditioning and the researcher who identified operant conditioning.

4. Explain social learning theory. Where does it come from, and what does it emphasize? Then, describe the concept of modeling and indicate at least three reasons that a model is likely to be copied.

5. List Piaget's four stages of cognitive development in order, and explain what Piaget believed causes intellectual advancement.

6. Define information-processing theory. According to this theory, what is the process that underlies cognition?

7. Describe what Vygotsky meant by "apprenticeship in thinking" and "guided participation" and give an example of each.

8. Name and describe each of the five levels in Maslow's hierarchy of needs in order.

9. Describe the two biologically based drives associated with evolutionary theory and explain how selective adaptation relates to this theory.

10. Define "eclectic perspective" and provide an example of how a clinician might use this approach to explain a case of childhood aggression.

11. Define Vygotsky's zone of proximal development and how it relates to learning. Provide two examples.

12. Name four kinds of theories and describe how they have contributed to science's understanding of human development.

Answer Key

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

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

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

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

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

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

Name the researchers associated with each	Correctly names Pavlov and Skinner	Correctly names Pavlov *or* Skinner	Cannot name either Pavlov or Skinner *or* confuses who belongs with each type of conditioning

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

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

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

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

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

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

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

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

8. Level 1 is physiological needs, which is having access to things such as food, water, clothing, and shelter. Level 2 is safety, which is protection from harm, both physical and emotional. Level 3 is love and belonging, which is having a social network such as friends and family and possibly a religious community. Level 4 is esteem, which is being respected by oneself and others. Level 5 is self-actualization, which is reaching one's full potential (being creative, spiritual, curious, and appreciative of one's environment and others).

	Good (5 pts)	Fair (3 pts)	Weak (1-0 pts)
Name levels	Names five levels in the correct order	Names three levels in the correct order	Names two or fewer levels in the correct order
Describe levels	Describes five levels	Describes three levels	Describes two or fewer levels

9. According to evolutionary theory, every species has two long-standing, biologically based drives: survival and reproduction. A basic idea from evolutionary theory is selective adaptation, which proposes that humans today react in ways that helped their ancestors' survival and reproduction millions of years ago. Thus, some of the best human behaviors—such as cooperation and self-sacrifice—may have originated long ago when groups survived because they took care of one another and other groups died out when they didn't take care of each other. In one version of selective adaptation, genes for traits that aid survival and reproduction are the ones most commonly selected over time, thereby allowing the species to thrive.

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

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

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

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

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

12. Cognitive theory helps scientists to understand how intellectual processes and thinking affect people's actions. Behavioral theory (or behaviorism) has shown the effect that immediate responses and associations have on human learning. Sociocultural theories show how one's culture, social interaction, and environment impact one's behaviors.

Psychoanalytic theory has made scientists aware of the importance of social and emotional experiences during early childhood. Universal theories stress those things that all humans share despite their culture, location, or era (such as the desire for safety and love).

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

1. A _____ is an explanation of facts and observations defined by a set of concepts and ideas that organize phenomena.

2. A _____ theory is a systematic statement of principles and generalizations that provides a framework for understanding how and why people change over time.

3. Theories can produce hypotheses, generate discoveries, and offer practical _____.

4. Theories can produce hypotheses, generate _____, and offer practical guidance.

5. Theories can produce _____, generate discoveries, and offer practical guidance.

6. Jason learned that emotions impact performance. From this, he developed the idea that students who are sad when they take a test will perform poorly compared to those who take it while happy. In this example, Jason used a theory to produce a _____.

7. A _____ is an average or usual event or experience.

8. The term _____ communicates a common behavior that results from biological or social pressure.

9. In Western cultures, it is a _____ for brides to wear white at their weddings.

10. Psychoanalytic theories hold that irrational, unconscious drives and motives, often originating in _____, underlie human behavior.

11. The foundation of psychoanalytic theory is inner drives, motives, and _____ needs.

12. According to Freud, the _____ stage is the first stage of psychosexual development.

13. _____ is the psychoanalytic theorist who described eight stages of human development.

14. Within his theory of psychosocial development, _____ emphasized relationships to family and culture at each stage of the theory.

15. Behaviorism is a type of _____ theory.

16. The process by which responses gradually are linked to particular stimuli is called _____.

17. After visiting the doctor's office several times and receiving a shot each time, Erin now tenses and cries when her mother pulls into the doctor's parking lot. Erin's response is due to _____ conditioning.

18. In _____ conditioning, a person takes an action that is followed by a response.

19. Tanner received praise for his aggressive defense in the basketball game. This encouraged him to play aggressive defense in the next game. In this example, praise was operating as a _____ for Tanner.

20. The _____ theory states that every individual learns many things through observation and imitation of other people.

21. When a person takes actions that others then copy, they are _____ certain behaviors.

22. Tim watches his dad mow the lawn. After a few minutes, Tim takes a toy lawnmower and begins following his dad, row by row. Tim is _____ his dad's behavior.

23. Piaget's stages of cognitive development include the sensorimotor, preoperational, concrete operational, and _____ operational stages.

24. According to Piaget, humans seek cognitive _____.

25. With respect to Piaget's theory of cognitive development, _____ is when new experiences are reinterpreted to fit into old ideas.

26. With respect to Piaget's theory of cognitive development, _____ is when old ideas are restructured to include new experiences.

27. The _____ theory was inspired by the input, programming, memory, and output of a computer.

28. The central thesis of _____ theory is that human development results from the dynamic interaction between developing persons and their surrounding society.

29. Vygotsky said that each person develops with the guidance of more skilled members of the society, who are tutors or mentors in a(n) _____ in thinking.

30. Vygotsky developed the concept of _____, which is the method used by parents, teachers, and entire societies to teach novices the skills and habits expected within their culture.

31. _____ theories hold that all people share impulses and motivations.

32. _____ stresses the potential of all humans for good and the belief that all people have the same basic needs.

33. According to _____, all people have the same basic needs, which can be arranged on a hierarchy.

34. According to Maslow, a person getting a drink is satisfying a _____ need.

35. According to Maslow, a person taking a self-defense class is satisfying a _____ need.

36. Within Maslow's hierarchy of needs, one sign of self-actualization is that people can be fully _____.

37. _____ thought that people should give each other unconditional positive regard.

38. Humanists emphasize what all people have in _____, not their national, ethnic, or cultural differences.

39. According to _____ theory, nature works to ensure that individuals survive and reproduce.

40. Selective _____ is the process by which living creatures (including people) adjust to their environment.

41. Each developmental theory has received severe criticism. The _____ theory has been criticized for being too subjective.

42. Dr. Fine is trying to explain childhood aggression. He says that children might learn aggression by observing it, but they also may be expressing aggression because being aggressive may allow them to survive long enough to reproduce. In explaining childhood aggression, Dr. Fine is using the _____ perspective.

Answer Key

1. theory
2. developmental
3. guidance
4. discoveries
5. hypotheses
6. hypothesis
7. norm
8. norm
9. norm
10. childhood
11. unconscious
12. oral
13. Erik Erikson (Erikson)
14. Erikson (Erik Erikson)
15. learning
16. conditioning
17. classical
18. operant
19. reinforcement
20. social learning
21. modeling
22. modeling
23. formal
24. equilibrium
25. assimilation
26. accommodation
27. information-processing
28. sociocultural
29. apprenticeship
30. guided participation
31. Universal
32. Humanism
33. Abraham Maslow (Maslow)
34. physiological
35. safety
36. themselves
37. Carl Rogers (Rogers)
38. common
39. evolutionary
40. adaptation
41. psychoanalytic
42. eclectic