

Student's Full Name (Please PRINT): _____ Code #: _____

SAMPLE EXAM QUESTIONS

(Each question is worth 3 points, except for # 1, which is worth 4 points.)

(1) What is the meaning of the Greek word "ataraxia"?

- (a) Lack of emotions
- (b) Reduced motivation
- (c) A life free of anxiety
- (d) Anxiety

(2) Drive, need, arousal, and incentive are all examples of:

- (a) ...physiological processes
- (b) ...intervening variables
- (c) ...dependent variables
- (d) ...learning effects

(3) According to the textbook, what concept is defined as follows: "An optimistic tendency to approach novel stimuli and explore the environment."

- (a) Personality trait
- (b) Desirability of control
- (c) Sensation seeking
- (d) Spence-Helmreich achievement theory

(4) In this course, how many exams will you have?

- (a) One
- (b) Three
- (c) Five
- (d) Six