

**PSYCHOLOGY****SECTION II****Time—50 minutes****2 Questions**

**Directions:** You have 50 minutes to answer BOTH of the following questions. It is not enough to answer a question by merely listing facts. You should present a cogent argument based on your critical analysis of the questions posed, using appropriate psychological terminology. You may plan your answers in this orange booklet, but no credit will be given for anything written in this booklet. **You will only earn credit for what you write in the separate Free Response booklet.**

1. Gavin's parents took him to his favorite science museum, and he explored all of the exhibits. One of the interactive exhibits featured glass marbles. He grabbed a large marble and tried to bounce it on the ground. At one point during the visit, he became separated from his parents, and it took a few minutes for them to find him. Later that night, he drew a colorful picture of the exhibits at the museum. The next day, Gavin brought his picture with him to preschool. While his grandmother drove, Gavin talked to her about the picture.

**Part A**

- Explain how Jean Piaget's concept of assimilation could relate to Gavin's experience with the glass marble.
- Explain how egocentrism could relate to how Gavin interacted with his grandmother in the car.
- Explain how avoidant attachment could relate to Gavin when he was separated from his parents.

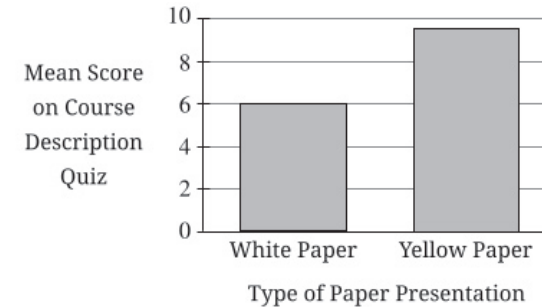
**Part B**

Explain how each of the following terms could relate to Gavin in this scenario.

- Serial position effect
- Motor cortex
- Cognitive map
- Cones in the retina

**Begin your response to this question at the top of a new page in the separate Free Response booklet and fill in the appropriate circle at the top of each page to indicate the question number.**

2. Professor Gonzalez hypothesizes that students will remember more information from his detailed course description if it is printed on yellow paper than if it is printed on standard white paper. To test this hypothesis, he put the names of all his students into a bowl, then drew out names to assign them to two different groups. He gave one group of the students in his class a course description printed on white paper, and gave the other group of students a course description printed on yellow paper. Students were instructed to thoroughly read the description outside of class in preparation for their next class. In the next class, he gave all students a ten-question quiz asking them about the information found on the course description. Professor Gonzalez then compared the number of correct answers for each group of students. The statistically significant results are depicted in the graph.

**Part A**

- State the operational definition of the dependent variable.
- Identify the experimental group.
- In addition to the manipulation of an independent variable, identify the procedure Professor Gonzalez used to make this study a true experiment.
- Explain how the data as presented in the graph do or do not support Professor Gonzalez's hypothesis.

**Part B**

Explain how each of the following might relate to a student's performance on any quiz.

- Context-dependent memory
- Yerkes-Dodson law
- Low level of the Big Five trait of conscientiousness

**Begin your response to this question at the top of a new page in the separate Free Response booklet and fill in the appropriate circle at the top of each page to indicate the question number.**

**STOP****END OF EXAM****PSYCHOLOGY****SECTION II****Time—50 minutes****2 Questions**

**Directions:** You have 50 minutes to answer BOTH of the following questions. It is not enough to answer a question by merely listing facts. You should present a cogent argument based on your critical analysis of the questions posed, using appropriate psychological terminology. You may plan your answers in this orange booklet, but no credit will be given for anything written in this booklet. **You will only earn credit for what you write in the separate Free Response booklet.**

1. Claire's sports team made it to the championship basketball game. To play the game, the teammates will need to work together to move a ball toward their own goal. They must then aim carefully to throw the ball into a hoop that is elevated about 10 feet off the ground. The winner is the team that gets the ball into the hoop the most times.

**Part A**

Explain how each of the following might help Claire be successful during the game.

- Retinal disparity
- Intrinsic motivation
- Social facilitation
- Kinesthetic sense

**Part B**

Claire's team won the championship game. Ten years later, the team got together for a reunion at the gym where the game was originally held. At the reunion, they discussed the championship game.

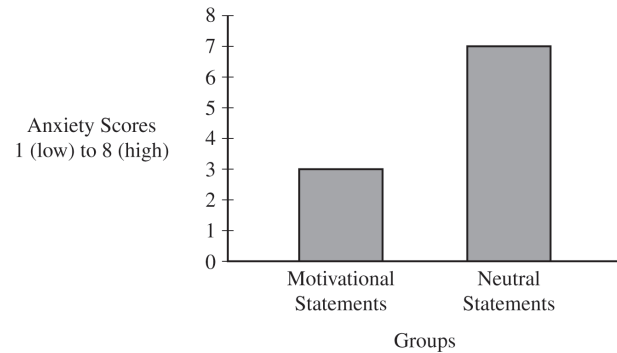
Explain how each of the following might influence Claire's recollection of the game.

- Context-dependent memory
- Self-serving bias
- Retroactive interference

---

**Begin your response to this question at the top of a new page in the separate Free Response booklet and fill in the appropriate circle at the top of each page to indicate the question number.**

2. Dr. Dawson is a psychologist who believes that students who read motivational statements before a test will experience lower levels of anxiety as compared with students who read neutral statements. To examine this belief, he conducted a study. In the study, he randomly assigned half of the participants to read motivational statements and the other half to read neutral statements. Immediately after reading the statements, all of the students completed a survey about their current level of anxiety (1 = low; 8 = high) and then took the test. Dr. Dawson found statistically significant results that are depicted in the graph.

**Part A**

- State a valid operational definition of the dependent variable in this study.
- Identify the control group in this study.
- Explain why the study would be considered an experiment.
- Explain how the results of the study do or do not support Dr. Dawson's hypothesis.

**Part B**

The test Dr. Dawson gave was a vocabulary test. Explain how the following terms might relate to the students who performed poorly on the test in this study.

- External locus of control
- Stage one of Selye's general adaptation syndrome
- Crystallized intelligence

---

**Begin your response to this question at the top of a new page in the separate Free Response booklet and fill in the appropriate circle at the top of each page to indicate the question number.**

**STOP****END OF EXAM**

PSYCHOLOGY  
SECTION II  
Time—50 minutes  
2 Questions

**Directions:** You have 50 minutes to answer BOTH of the following questions. It is not enough to answer a question by merely listing facts. You should present a cogent argument based on your critical analysis of the questions posed, using appropriate psychological terminology. You may plan your answers in this orange booklet, but no credit will be given for anything written in this booklet. **You will only earn credit for what you write in the separate Free Response booklet.**

1. Part A

Steve is in the kitchen happily making breakfast for his four children, who are all playing together in the living room. After hearing a loud crash, Steve becomes quite upset and rushes into the living room, where he sees a lamp shattered on the floor. The children are watching television, and no one is trying to clean up the lamp.

Explain how each of the following relates to the scenario.

- Soundwave amplitude
- Procedural memory
- Diffusion of responsibility
- Dispositional attribution
- Ghrelin

Part B

Instead of asking the children what happened, Steve immediately turns off the television and sends them all outside to rake the large amount of leaves in the backyard. Steve stays irritable for the rest of the day.

Explain how each of the following relates to the scenario.

- Authoritarian parenting style
- Steve’s high level of the Big Five trait of neuroticism

Begin your response to this question at the top of a new page in the separate Free Response booklet and fill in the appropriate circle at the top of each page to indicate the question number.

2. Michael is the regional manager for a car company and needs to give a presentation to the president of the company about how different management styles might relate to the total number of sales of the company’s new electric car. He hires an industrial/organizational psychologist to study three stores, each in a different city. Each store’s manager has their own distinct management style:
- In Store A, the manager has a supportive style (open and warm).
  - In Store B, the manager has a strict style (rigid and severe).
  - In Store C, the manager, who is Michael’s good friend, has a distant style (permissive and disengaged).

The number of electric cars sold at each store over a five-month period is shown in the table.

|          | ELECTRIC CARS SOLD BY STORE |                        |                         |
|----------|-----------------------------|------------------------|-------------------------|
| Month    | Store A (supportive style)  | Store B (strict style) | Store C (distant style) |
| January  | 9                           | 7                      | 3                       |
| February | 7                           | 8                      | 2                       |
| March    | 9                           | 5                      | 5                       |
| April    | 5                           | 3                      | 4                       |
| May      | 5                           | 2                      | 1                       |

- Explain why this study is not a true experiment.
- Identify the implied dependent variable for the study if the study had been a true experiment.
- Calculate the mean of Store B’s sales.
- Explain why the location of the store is a confounding variable in this study.
- Explain how the halo effect could influence Michael’s interpretation of the findings.
- Explain why the hiring of an industrial/organizational psychologist was appropriate for this study.
- Explain how Michael could use positive reinforcement to help him finish his presentation by the deadline.

Begin your response to this question at the top of a new page in the separate Free Response booklet and fill in the appropriate circle at the top of each page to indicate the question number.

STOP

END OF EXAM

**PSYCHOLOGY****SECTION II****Time—50 minutes****2 Questions**

**Directions:** You have 50 minutes to answer BOTH of the following questions. It is not enough to answer a question by merely listing facts. You should present a cogent argument based on your critical analysis of the questions posed, using appropriate psychological terminology. You may plan your answers in this orange booklet, but no credit will be given for anything written in this booklet. **You will only earn credit for what you write in the separate Free Response booklet.**

## 1. Part A

Jordan recently moved to a new school for her senior year of high school, and she has been adjusting to her new environment.

Explain how each of the following relates to Jordan's adjustment to her new school.

- Spotlight effect
- Cognitive map
- Jordan's low level of the Big Five trait of extraversion

## Part B

Jordan tries out for and makes the debate team. Jordan has made friends with other members of the team, and she really enjoys sitting with them at lunch every day. The coach is impressed with Jordan's debate skills, so he makes her captain of the team. When Jordan starts to help the coach plan for the next big debate, her friends stop sitting with her at lunch. She then stops helping the coach plan for the next debate but ends up winning it.

Explain how each of the following concepts relates to the scenario.

- Negative punishment
- Formal operational stage of cognitive development
- Actor-observer bias concerning Jordan's debate performance
- Jordan's high level of self-efficacy

**Begin your response to this question at the top of a new page in the separate Free Response booklet and fill in the appropriate circle at the top of each page to indicate the question number.**

2. Mobile Gamer Central (MGC) is preparing to launch a new game app. The advertisements for this new game are brightly colored, have lively music, and feature celebrities playing the game. To generate interest in the game, MGC pays to have these advertisements pop up multiple times while people are using other apps on their phone. The marketing director is pleased with the advertising campaign and thinks the game is really fun to play.

## Part A

Explain how each of the following concepts relates to the scenario.

- Peripheral route to persuasion
- False consensus effect
- Mere-exposure effect

## Part B

After a few weeks with moderate success, MGC's marketing director decides to test the most effective ways to increase sales of the game. Marketing researchers recruit 100 people to play the new game. They randomly assign half of the people to observe someone demonstrating how the game is played and assign the other half of the people to play the video game themselves. Participants rate how likely they are to buy the game on a scale of 1 (not likely) through 10 (very likely). Results are presented in the table.

| Participants' Rating | Observed Game Demonstration<br>( $n = 50$ ) | Personally Played Game<br>( $n = 50$ ) | $p$ value |
|----------------------|---------------------------------------------|----------------------------------------|-----------|
| Mean                 | 6.31                                        | 2.04                                   | $< 0.001$ |
| Standard Deviation   | 1.25                                        | 0.80                                   |           |

- Identify the operational definition of the dependent variable in the study.
- Explain what the difference between the standard deviations in the study indicates.
- Explain why random assignment is necessary for determining cause and effect in the study.
- Explain what the  $p$  value allows MGC to conclude about the study.

**Begin your response to this question at the top of a new page in the separate Free Response booklet and fill in the appropriate circle at the top of each page to indicate the question number.**

**STOP****END OF EXAM**