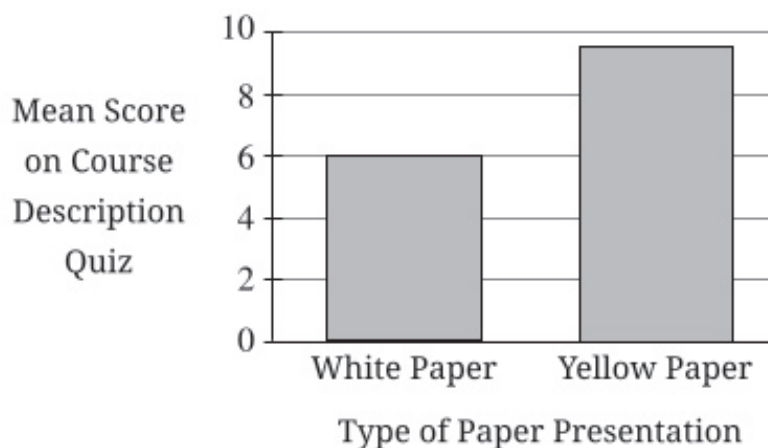


2. Professor Gonzalez hypothesizes that students will remember more information from his detailed course description if it is printed on yellow paper than if it is printed on standard white paper. To test this hypothesis, he put the names of all his students into a bowl, then drew out names to assign 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

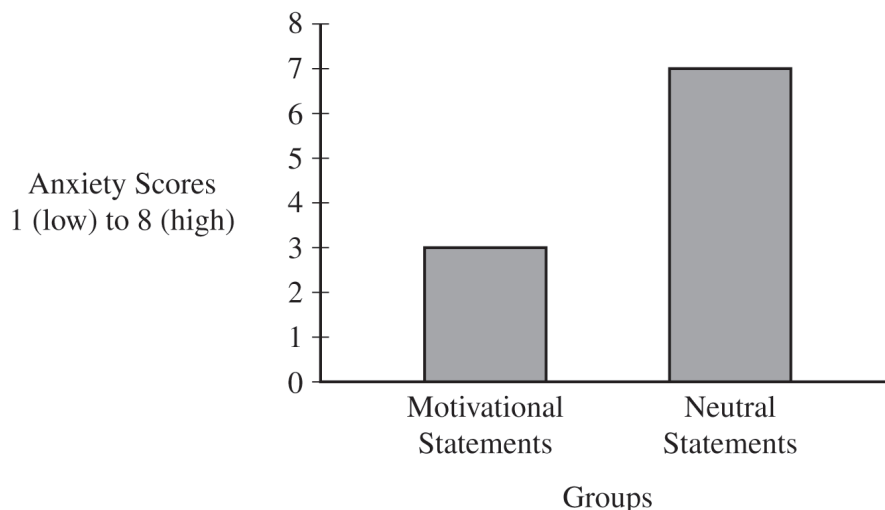
Claire's team won the championship game. Ten years later, the team got together for a reunion at the gym where the game was originally held. At the reunion, they discussed the championship game.

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