

**Psychology 1504: Positive Psychology**  
**Spring 2006 – Midterm Exam**  
**Professor Tal Ben-Shahar**

**Directions:** 30 multiple choice questions (1pt. each) and 4 short answer questions (5pts. each). **\*\*All answers should be recorded on the separate answer sheet.\*\* GOOD LUCK!**

**Multiple Choice:**

1. Maslow writes about D-love and B-love; the “D” in D-love stands for:
  - A. dependency.
  - B. diffusive.
  - C. deficiency.
  - D. dysfunctional.
  - E. demonstrative.
  
2. According to Maslow, we should study "the best" to understand human potential. This approach to research is called:
  - A. the exception proves the rule.
  - B. the growing tip statistic.
  - C. paragon mentality.
  - D. practical idealism.
  - E. the greatness factor.
  
3. Which of the following is NOT one of Branden’s pillars of self-esteem?
  - A. The practice of Self-Acceptance.
  - B. The practice of Living Purposefully.
  - C. The practice of Personal Integrity.
  - D. The practice of Self-Assertiveness.
  - E. The practice of Loving Others.
  
4. According to Branden in *The Six Pillars of Self-Esteem*, the greatest barrier to romantic relationships is:
  - A. lack of communication.
  - B. decreased sexual drive.
  - C. D-cognition.
  - D. happiness anxiety.
  - E. different love languages.
  
5. According to Branden, what are the two components of self-esteem?
  - A. Self-efficacy and self-respect.
  - B. Self-acceptance and self-respect.
  - C. Self-assertiveness and self-efficacy.
  - D. Self-acceptance and self-assertiveness.
  - E. Self-engagement and self-acceptance.
  
6. In Rosenthal’s Pygmalion in the Classroom study, he found that:
  - A. students who were taught not to blame others performed better.
  - B. students who were taught how to work hard performed better.
  - C. students whose teachers were primed to believe in them performed better.
  - D. students whose teachers felt these students could not succeed performed best.
  - E. students with the highest IQs performed best.

7. In 1979, Professor Ellen Langer took a group of older men to a “1959” retreat. After role playing for one week as if they were living in 1959, researchers found all of the following to be true of the men, EXCEPT:

- A. longer fingers.
- B. increased flexibility.
- C. better hearing and sight.
- D. less of a need for partnership.
- E. increased memory.

8. Visualization can be an effective tool for cognitive therapy because:

- A. your mind wants consistency between your imagination and reality.
- B. the mind-body relationship measures the reliability of visualization, deciding if a goal is too lofty.
- C. your mind must be steadied before you can reach your goals.
- D. visualization prevents one from generalizing and catastrophizing.
- E. visualization facilitates an optimistic explanatory style.

9. All of the following are on Burns’ cognitive distortions list EXCEPT:

- A. Should statements.
- B. Emotional reasoning.
- C. Externalization.
- D. Disqualifying the positive.
- E. Jumping to Conclusions.

10. Which of the following describes “the Great Deception” mentioned in lecture?

- A. The negative priming we receive from the media which suggests that people behaving badly is the norm.
- B. The notion that change is not possible.
- C. The notion that most people are unhappy.
- D. Research that focuses on pathology, thus reinforcing negative experiences and emotions.
- E. The experience we share where everyone around us smiles and we feel pressured to smile back even when we don’t feel like smiling.

11. When one uses the cognitive distortion of magnification and minimization, they tend to apply magnification to others’ desirable qualities and minimization to their own. This is also referred to as:

- A. The Binocular Effect
- B. Personalization
- C. The Fortune Teller Effect
- D. The Pygmalion Effect
- E. Overgeneralization

12. Maslow found in self-actualizing people:

- A. the ability to be exceptionally abstract.
- B. the ability to be simultaneously abstract and concrete.
- C. the ability to capture, classify, and elaborate.
- D. the ability to verbalize the ineffable.
- E. the ability to rapidly organize the attributes of others.

13. The basic premise of cognitive therapy is that:
- A. emotions drive action.
  - B. action drives thoughts.
  - C. irrational thinking is inevitable.
  - D. thoughts drive emotion
  - E. cognitions are self-fulfilling prophecies.
14. What is the meaning of “error of the average”?
- A. Most people think they are above average, like being better than average drivers.
  - B. Our tendency to overlook the more exceptional parts of our lives due to our ability to adapt.
  - C. There is no such thing as an average person.
  - D. The average tends not to reflect the possibilities of humans.
  - E. Our belief that most of the time we must experience the more mundane D-cognition.
15. All of the following strategies are recommended in the Ending Procrastination article for reducing procrastination EXCEPT:
- A. writing a statement of intention.
  - B. making your task meaningful.
  - C. practicing meditation.
  - D. promising yourself a reward.
  - E. eliminating tasks you never plan to do.
16. The results of Langer’s 1989 study of two groups living in an old age home revealed the following:
- A. the group who had visitors on a regular basis were more vital than the group who did not.
  - B. the group who had to ask for what they wanted had lower self-efficacy than the group who had all of their wishes met.
  - C. the group who had all of their wishes met were more cheerful than the group who had to make more choices about their day-to-day activities.
  - D. the group who had more choice were twice as likely as the other group to be alive after 18 months.
  - E. the group who had exercised more were more than twice as likely to be alive 18 months later.
17. According to Diener and Seligman’s (2002) study, “extremely happy people”:
- A. do not experience negative emotions.
  - B. are also the most successful people.
  - C. are in a higher socio-economic group and live in a warm climate.
  - D. do not use Burn’s cognitive distortions.
  - E. cognitively interpret negative experiences differently than unhappy people.
18. In the “Immune Neglect” article by Daniel Gilbert and his colleagues, the “durability bias” refers to:
- A. people’s tendency to overestimate the psychological immune system when making affective forecasts.
  - B. preconceived notions regarding the robustness of the experiment’s methodology.
  - C. people’s tendency to overestimate their resilience in the face of adversity.
  - D. people’s tendency to overestimate the duration of their affective reactions to negative events.
  - E. preconceived notions regarding the stability of the subjects’ temperaments.

19. According to Locke and Latham, goals affect performance through four mechanisms. They are:

- A. direction, effort, persistence, and strategies.
- B. feedback, self-efficacy, goal commitment, and task complexity.
- C. internal acknowledgement, external praise, cultural coherence, and cost improvement.
- D. beliefs, motivation, performance, and interpretation.
- E. displeasure, efficacy, pleasure, and simplicity.

20. The Minnesota twin research done by Lykken and Tellegan (1996) showed that happiness is determined by one's:

- A. explanatory style for interpreting negative and positive experiences.
- B. genes.
- C. peer group.
- D. early childhood environment.
- E. socio-economic status.

21. According to Thomas Sowell's constrained vision, all of the following are true EXCEPT:

- A. human nature is immutable.
- B. rejecting our nature leads to unhappiness.
- C. our role is to understand human nature and make the best use of it.
- D. human nature is perfectible.
- E. flaws are inevitable.

22. The underprivilege of privilege refers to:

- A. the disparity in levels of unhappiness we see in different SES groups.
- B. the permission to be human.
- C. the gratification of a person's wishes without having to endure struggles and failures.
- D. the fact that money, beyond a basic level, does not contribute to levels of happiness.
- E. the letdown one usually experiences after the high of attaining a desired outcome.

23. All of the following are characteristics of peak experiences EXCEPT:

- A. they are sometimes experienced as undesirable.
- B. perceptions in these moments are non-classificatory.
- C. a sense of wonder and awe.
- D. a disorientation in time and space.
- E. they are experienced as self-validating and having their own intrinsic value.

24. According to Masten & Reed, the overriding factor that accounted for the difference between at-risk kids who succeeded and those who failed to overcome their circumstances was:

- A. optimism.
- B. resilience.
- C. self-esteem.
- D. self-efficacy.
- E. conscientiousness.

25. Which of the following most closely represents Maslow's understanding of the relationship between illness and health?

- A. Illness as the absence of health.
- B. Happiness as the mediator between illness and health.
- C. Self actualization as the mediator between illness and health.
- D. Peak experiences as the mediator between illness and health.
- E. Health as the absence of illness.

26. The first landmark study of cognitive therapy demonstrated that this type of treatment was:

- A. more effective than antidepressant medication.
- B. as effective as antidepressant medication.
- C. not effective unless accompanied by antidepressant medication.
- D. less effective than antidepressant medication.
- E. not as effective as earlier therapies.

27. Emmons and McCullough found that participants in the gratefulness condition were different from people in the hassle condition in the following way:

- A. gratitude group members are more likely to behave pro-socially than those in the hassles group.
- B. people who focus on hassles are less likely to adapt to the positive and less likely to take the positive for granted.
- C. grateful people are less likely to deal well with stress and adversity.
- D. paradoxically people who focus on hassles are more resilient in the long run.
- E. people who focus on hassles and learn from them are happier than people who focus on nothing at all.

28. The Cambridge-Somerville youth study sought to find the effects of a five year intervention where youth were offered social resources (academic tutoring, psychiatric attention, doctors, membership in youth organizations, etc.) The results were:

- A. that the control group performed poorly compared to the experimental group.
- B. those in the experimental group became doctors more often because of positive role models
- C. that those who had experienced the intervention were worse off.
- D. rendered useless by an increase in juvenile offenses.
- E. successful due to a huge budget, random sampling, and a 40-year follow up.

29. Happiness boosters are:

- A. medication that temporarily improves a person's mood.
- B. hedonistic activities that lead to a spike in our base level of happiness.
- C. peak experiences that bring about Post Peak Experience Order (PPEO).
- D. activities that, if carried out regularly, make us more resilient.
- E. activities that provide us both meaning and pleasure.

30. Herbert Benson's work on the placebo effect was demonstrated by giving which group a drug commonly used to induce vomiting?

- A. Elderly men.
- B. Children.
- C. Pregnant Women.
- D. Hospital Patients.
- E. Alcoholics.

Name: \_\_\_\_\_ TF: \_\_\_\_\_

**SHORT ANSWER QUESTIONS: ANSWER ALL FOUR QUESTIONS (5 POINTS EACH)**

**1. Explain the “Stockdale Paradox.” Include the two necessary parts of the paradox and explain the implication of the theory on the study of resilience.**

**2. Name and briefly describe two of the three reasons presented in lecture regarding why psychology needs more "positive" research.**

NAME: \_\_\_\_\_ TF: \_\_\_\_\_

**3. What are the questions that make up the Three-Question-Process (TQP)? What is the next step after answering the three questions, and what is the purpose of the TQP?**

**4. Mihaly Csikszentmihalyi defines flow as “a dynamic state that characterizes consciousness when experience is attended to for its own sake.” List three of the benefits of flow and explain two of the conditions that make the experience of flow more likely.**