Suppose that while walking down the street, you are approached by a man with a gun who demands your money. According to James-Lange theory of emotion, you are most likely to conclude____.

A. since your heart is pounding in this dangerous situation, you are afraid
B. you are afraid because your heart is pounding
C. your heart is pounding because you are afraid
D. it is alright to be afraid in this situation

45. _____is a lifelong continuous process of planning, implementing, and managing one's learning, work and leisure in order to achieve life's objectives.

A. goal setting
B. problem solving skill
C. time management skill
D. career development skill

46. In psychological assessment report of a client, accelerated heart rate, shortness of breath, feeling of choking, chest pain, nausea, feeling dizzy, fear of losing control, fear of dying and an overall discrete period of fear or discomfort in which the above symptoms developed abruptly and reached a peak within 10 munities are stated. Based on this report, which disorder is more likely presented?

A. agoraphobia
B. general anxiety disorder
C. posttraumatic stress disorder
D. Panic attack

47. One way of reducing the massive forgetting that occurs immediately after learning is to_____.

A. include group discussion when you study for the test
B. repeat the learned material
C. organize your notes properly
D. study very hard before the test

48. Goitom never trusts anyone even if the person is his own blood and flesh. He always anticipates that people are after him. Even going on the road to school, he always turns around to look if someone is following him. Goitom is most likely to suffer from_____.

A. Obsessive Compulsive disorder
B. Narcissistic behavior
C. Schizoid disorder
D. Paranoid Disorder

49. You are assigned with 10 students from diverse cultural background at the same dormitory. All of you came from different cultural, ethnic, and religious background. To live peacefully with one another, what kind of diversity management skill will you NOT propose for the rest of your dormmates?

A. Avoid imposing values on one other that may conflict or be inconsistent with cultures
B. Being proactive in listening, accepting, and welcoming people
C. Increase level of understanding about each other's cultures
D. Engaging in behaviors that show cultural insensitivity

50. Meaza is a university student. She is well organized, punctual, and with high level of motivation to discharge her responsibility. From the five trait dimensions, on which trait is Meaza high most likely?

A. Conscientiousness
B. Extrovert
C. Agreeableness
D. Openness

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34. Walter Mischel of Stanford University set out to study whether deferred gratification can be a indicator of future success. He conducted an experiment and found out that those who deferre gratification were significantly more competent and received higher aptitude test scores than thei peers, meaning that this characteristic may remain with a person for life. Which life skill was mos important for the outcomes?

A. Self-esteem
B. Self-concept
C. Self-control
D. Self-confidence

35. Aster is 18 years old and her parents asked her to decide to join university or to marry her belove boyfriend. Based on this scenario, which type of conflict of motives Aster faces primarily?

A. Approach- Approach conflict
B. Avoidance - Avoidance conflict
C. Approach - Avoidance conflict
D. Multiple approaches - Avoidance conflicts

36. Which communication style more characterizes assertive behavior of a person than others?

A. lose-lose approach
B. win-win approach
C. lose- win approach
D. win-lose approach

37. A child who saw an attractive toy at a super market requested his mother to buy it so as to satisfy hi need. Despite his mother's lack of money, the child cried and insisted his mother to buy the toy. Thi indicates that the child is guided by ____.

A. moral principle
B. ego ideal
C. pleasure principle
D. reality principle

38. Every goal should be specific, measurable, attainable, realistic, and time bound. Which of thes characteristic of a goal needs understanding our potential in a good manner so as to achieve the goal?

A. Specific
B. Measurable
C. Time bound
D. Attainable

39. Kaleb is a freshman student who wants to score all courses above a grade of B. He is studying hard and his aspiration is good to be an achiever. But when he tried to talk with his friends, he has go difficulties in communication. What would you suggest the first step Kaleb should take to solve hi problem?

A. Define and represent the problem mentally
B. Recognize and identify the problem
C. Monitor his or her progress toward the goal
D. Develop a solution strategy alternatives and select the best one

40. The feature of psychological disorder that one way or another creates a social, personal and occupational problem on those who exhibit the behavior is_____.

A. Psychological disorder
B. Personal Distress
C. Abnormality
D. Maladaptiveness

41. An executive manager is frightening middle line managers that they will be demoted if they do not work hard. According to Maslow's hierarchy of needs, the executive manager's demand that middle line managers have to work more creates_____.

A. Safety needs
B. Esteem needs
C. Belongingness needs
D. Physiological needs

42. Seasonal migration of animals can best be described with the_____ theory of motivation.

A. instinct
B. incentive
C. arousal
D. drive

43. Which one of the following features does NOT belong to the physiological component of emotion?

A. change in an individual's heart rate
B. an individual's mouth becomes dry
C. an individual experiences fear
D. an individual's pupils of the eye dilates

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26. Mr. Tolosa usually locks and unlocks a door 5-10 times before leaving home and even he returns from his way to the workplace to his home to check whether the door was locked properly. This statement best describes _____.
A. Generalized anxiety disorder
B. Obsessive-compulsive disorder
C. Post-traumatic stress disorder
D. Agoraphobia

27. Assume that Almaz had been watching cooking shows on a television when she was a child. After some years, when asked to make a dish for an event, she exhibited the knowledge. In this scenario, Almaz's ways of learning is best expressed by:
A. Operant conditioning
B. Classical conditioning
C. Latent learning
D. Insight learning

28. When your psychology instructor teaches you the theories of personality by comparing the psychoanalytic theory of personality with the cognitive and behavioral theories, which method of note taking is appropriate for you?
A. Charting method
B. Acronym using method
C. Outlining method
D. Cornell method of taking note

29. A perspective which states that the cause of psychological disorders is mainly arises from problems in information processing and developing self-defeating thoughts which leads to the development of negative emotions and self-destructive behaviors is the _____.
A. Learning perspective
B. Cognitive perspective
C. Psychoanalytic perspective
D. Biological perspective

30. One of the following statements is NOT true about short term memory?
A. It has limited capacity and duration
B. Information stored is readily available for use
C. It is possible to prolong it for long period of time by rehearsal
D. It is the direct replica of the information from the environment

31. The decay theory of forgetting asserts that people forget information when the information _____.
A. has been replaced with newer information
B. is overloaded with emotions
C. is deteriorated with the passage of time
D. has a negative emotional impact

32. According to the psychodynamic theory, people are
A. Biological creatures driven by fundamental biological needs that produce psychological tensions until the needs are met
B. Social creatures driven by sociological needs that produce psychological tensions until the needs are met.
C. Biological creatures driven by fundamental biological needs that produce physiological tensions until the needs are met.
D. Social creatures driven by biological needs that produce physiological tensions until the needs are met.

33. The humanistic perspective of personality theory emphasizes _____.
A. the importance of unconscious processes and the influence of early childhood experience
B. the description and measurement of specific personality differences among individuals
C. learning and conscious cognitive processes
D. self and the fulfillment of a person's unique potential

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18. Which one of the following is NOT true about factors that affect attention?
A. People are attracted to unique objects than customary ones
B. Moving objects tend to get your attention more than non-moving object
C. Bigger and brighter stimuli are more likely to capture your attention
D. Similar stimuli attract attention more easily than contrasting ones

19. According to Carl Rogers's theory of personality, anxiety and neurotic behavior is caused when__.
A. a person faces with obstacles to exercise his/her natural ability
B. a person gains freedom to exercise his/ her organismic value
C. the discrepancy between real self and ideal-self narrows
D. a person gains unconditional positive regard

20. _____ early school of thought in psychology emphasizes on the study of the mind because mind is the key for human beings' survival in the environment.
A. Structuralism
B. Functionalism
C. Behavioral
D. Psychoanalysis

21. Dawit, a 27 years old adult, indicated in his interview with a well-known TV show about his career success saying "The source of my success is personal understanding about my potential which helps me to know in which area I should invest my skill, knowledge, and in general I know when an opportunity is a good fit for me". In this case, which life skill component is more evident?
A. emotional intelligence
B. Self-control
C. self-awareness
D. self esteem

22. A visually impaired beggar on the street of Addis Ababa is pleading in a usual way with a piece of paper attached on floor in front of him which reads "I am blind, help me". But, no one is giving him a cent for long hours. A stranger who bypass has observed that the technique used by the beggar is not effective in inducing the bypassers to give him money. Thus, the stranger changed the beggars' poster to "Today Is a Beautiful Day. Yet, I Can't See." Then he collected large sum of money. How could you describe the stranger's characteristics? He is more _____.
A. a critical thinker
B. a creative thinker
C. both critical and creative thinker
D. neither critical nor creative thinker

23. Menigstu is an admitted patient in Saint Amanuel Mental Hospital. Since the time when he was admitted, he has been taking both psychotherapy and capsule as treatments. The psychotherapy treatment focuses on identifying the behaviors that are causing Menigstu's problems, and then replace them with appropriate behaviors by applying the principles of operant conditioning. This type of psychotherapy belongs to the_____ model.
A. Humanistic-Existential Model
B. Psychodynamic Model
C. Biological Model
D. Behavioral Model

24. An instructor praises the students sometimes after one correct answer, other times after three correct answers, and so on. This type of schedule of reinforcement is_____.
A. Variable ratio schedule
B. Fixed ratio schedule
C. Variable interval schedule
D. Fixed interval schedule

25. People who donate anonymously to charity are probably motivated by
A. Social motivation
B. Secondary motives
C. Extrinsic motivation
D. Intrinsic motivation

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