

PRE-QUIZ FOR CHAPTER 9

00. Traits that represent tendencies toward certain classes of needs and goals, with a particular capacity to propel a person, are called:

- a. dynamic traits
- b. emotion-linked traits
- c. motability traits
- d. tendentious traits

00. Murray's concept of need fusion occurs when:

- a. two needs combine together to form a third need
- b. a need "explodes" and its energy becomes self-perpetuating
- c. two needs "join together" in motivating a person to do one thing that will satisfy both needs
- d. one need "takes over" another need to insure the first need's satisfaction

00. Various researchers have suggested that mood-congruent judgment leads to improvements in:

- a. intelligence, sociability, and honesty
- b. creativity, motivation, and future planning
- c. hypnotizability, dissociation, and inside control
- d. health, happiness, and behavior

00. For Rotter, the likelihood of action depends on a function involving:

- a. the expectancy of reward, and the reward value
- b. self-efficacy, self-denial, the expectancy of reward, and its reward value
- c. need conflict, need subsiation, and need fusion
- d. none of the above

00. Very precise gestures that have a fairly or definitely precise meaning to everyone in a given culture, such as vertical head nods to mean "yes," are called:

- a. illustrators
- b. posturals
- c. movilators
- d. emblems