**CHAPTER 8**

**Learning**

1. By learning to associate a squirt of water with an electric shock, sea snails demonstrate the process of:

a. habituation.

b. spontaneous recovery.

c. classical conditioning.

d. observational learning.

e. operant conditioning.

2. By pushing vending machine buttons, children often learn that this action is associated with the delivery of a candy bar. This process best illustrates:

a. latent learning.

b. respondent behavior.

c. spontaneous recovery.

d. operant conditioning.

e. habituation.

3. John B. Watson considered himself to be a(n):

a. physiological psychologist.

b. cognitive psychologist.

c. behaviorist.

d. psychoanalyst.

e. operant conditioner.

4. The first experimental studies of associative learning were conducted by:

a. Watson.

b. Skinner.

c. Bandura.

d. Pavlov.

e. Wundt.

5. Last year, Dr. Frautschi cleaned Nancy’s skin with rubbing alcohol prior to administering each of a series of painful rabies vaccination shots. Which of the following processes accounts for the fact that Nancy currently becomes fearful every time she smells rubbing alcohol?

a. observational learning

b. classical conditioning

c. the overjustification effect

d. operant conditioning

e. latent learning

6. In Pavlov’s experiments on the salivary conditioning of dogs, the UCS was:

a. a tone.

b. salivation to the sound of a tone.

c. the presentation of food in the dog’s mouth.

d. salivation to the food in the mouth.

7. In Aldous Huxley’s *Brave New World*, infants develop a fear of books after books are repeatedly presented with a loud noise. In this fictional example, the loud noise is a(n):

a. unconditioned stimulus.

b. unconditioned response.

c. conditioned stimulus.

d. conditioned response.

8. In Pavlov’s experiments, the dog’s salivation triggered by the taste of food was a(n):

a. conditioned response.

b. unconditioned response.

c. unconditioned stimulus.

d. conditioned stimulus.

9. In Pavlov’s experiments, the dog’s salivation triggered by the sound of the tone was a(n):

a. conditioned response.

b. unconditioned stimulus.

c. unconditioned response.

d. conditioned stimulus

10. If a bell causes a dog to salivate because it has regularly been associated with the presentation of food, the bell is called a(n):

a. unconditioned stimulus.

b. primary reinforcer.

c. conditioned stimulus.

d. immediate reinforcer.

11. A real estate agent showed Henry several pictures of lakeshore property while they were eating a delicious, mouth‑watering meal. Later, when Henry was given a tour of the property, he drooled with delight. For Henry, the lakeshore property was a:

a. UCS.

b. CS.

c. UCR.

d. CR.

12. Extinction occurs when a \_\_\_\_\_\_\_\_ is no longer paired with a \_\_\_\_\_\_\_\_.

a. UCR; CR

b. CS; UCR

c. UCS; UCR

d. CS; UCS

e. UCS; CR

13. Kathleen developed an intense fear of flying 5 years ago when she was in a plane crash. The fact that today she can again fly without distress indicates that her fear has undergone:

a. spontaneous recovery.

b. extinction.

c. generalization.

d. discrimination.

14. Spontaneous recovery refers to the:

a. expression of learning that had occurred earlier but had not been expressed because of lack of incentive.

b. organism’s tendency to respond spontaneously to stimuli similar to the CS as though they were the CS.

c. return of a response after punishment has been terminated.

d. reappearance, after a rest period, of an extinguished conditioned response.

15. Toddlers taught to fear speeding cars may also begin to fear speeding trucks and motorcycles. This best illustrates:

a. generalization.

b. secondary reinforcement.

c. shaping.

d. latent learning.

e. spontaneous recovery.

16. The ability to distinguish between a conditioned stimulus and similar stimuli that do not signal an unconditioned stimulus is called:

a. shaping.

b. acquisition.

c. discrimination.

d. generalization.

e. latent learning.

17. Nikki has learned to expect the sound of thunder whenever she sees a flash of lightning. This suggests that associative learning involves:

a. the overjustification effect.

b. cognitive processes.

c. spontaneous recovery.

d. continuous reinforcement.

e. shaping.

18. Watson and Rayner’s study of Little Albert demonstrated how specific fears:

a. can interfere with the process of learning.

b. can be used as negative reinforcers.

c. are acquired through observational learning.

d. may be produced through classical conditioning.

19. After learning to fear a white rat, Little Albert responded with fear to the sight of a rabbit. This best illustrates the process of:

a. secondary reinforcement.

b. generalization.

c. shaping.

d. latent learning.

e. spontaneous recovery.

20. In which form of learning is behavior said to be influenced by its consequences?

a. observational learning

b. classical conditioning

c. operant conditioning

d. latent learning

21. The study of respondent behavior is to \_\_\_\_\_\_\_\_ as the study of operant behavior is to \_\_\_\_\_\_\_\_.

a. Pavlov; Skinner

b. Bandura; Skinner

c. Skinner; Bandura

d. Bandura; Pavlov

22. A Skinner box is a(n):

a. soundproofed cubicle in which organisms are classically conditioned in the absence of distracting noise.

b. aversive or punishing event that decreases the occurrence of certain undesirable behaviors.

c. special “slot machine” that is used to study the effects of partial reinforcement on gambling behavior.

d. chamber containing a bar or key that an animal can manipulate to obtain a reinforcer.

e. television projection device designed for use in laboratory studies of observational learning.

23. You would be most likely to use operant conditioning to teach a dog to:

a. fear cars in the street.

b. dislike the taste of dead birds.

c. wag its tail whenever it is emotionally excited.

d. retrieve sticks and balls.

24. An event that increases the frequency of the behavior that it follows is a(n):

a. conditioned stimulus.

b. respondent.

c. unconditioned stimulus.

d. reinforcer.

e. operant.

25. Every Saturday morning Arnold quickly washes the family’s breakfast dishes so that his father will allow him to wash his car. In this instance, washing the car is a(n):

a. positive reinforcer.

b. unconditioned response.

c. conditioned response.

d. negative reinforcer.

26. Receiving delicious food is to escaping electric shock as \_\_\_\_\_\_\_\_ is to \_\_\_\_\_\_\_\_.

a. positive reinforcer; negative reinforcer

b. primary reinforcer; secondary reinforcer

c. immediate reinforcer; delayed reinforcer

d. reinforcement; punishment

e. partial reinforcement; continuous reinforcement

27. Frank, a stock broker, runs 2 miles every day after work because it reduces his level of stress. Frank’s running habit is maintained by a \_\_\_\_\_\_\_\_ reinforcer.

a. positive

b. negative

c. conditioned

d. partial

28. Four‑year‑old Della asks her mother for a special treat every time they go to the grocery store. Although at one time her mother granted every request, she now does so only occasionally. Research suggests that Della will:

a. soon give up asking for a treat entirely.

b. come to ask for a treat only occasionally.

c. continue to ask for a treat every time she goes to the store.

d. ask for a treat every time her mother takes her out, even if they don’t go to the grocery store

29. A fixed‑ratio schedule of reinforcement is one in which a response is reinforced only after a(n):

a. specified time period has elapsed.

b. unpredictable time period has elapsed.

c. specified number of responses have been made.

d. unpredictable number of responses have been made.

30. Jake is a carpet installer who wants to be paid for each square foot of carpet he lays rather than with an hourly wage. Jake prefers working on a \_\_\_\_\_\_\_\_ schedule of reinforcement.

a. fixed-ratio

b. fixed-interval

c. variable-interval

d. variable-ratio

31. Paul and Michael sell magazine subscriptions by telephone. Paul is paid $1.00 for every 5 calls he makes, while Michael is paid 1 dollar for every subscription he sells, regardless of the number of calls he makes. Paul’s telephoning is reinforced on a \_\_\_\_\_\_\_\_ schedule, whereas Michael’s is reinforced on a \_\_\_\_\_\_\_\_ schedule.

a. variable‑ratio; fixed‑ratio

b. fixed‑ratio; variable‑ratio

c. fixed‑ratio; variable‑interval

d. fixed‑interval; variable‑ratio

32. Gamblers who insert coins in a slot machine are reinforced on a \_\_\_\_\_\_\_\_ schedule.

a. fixed‑interval

b. variable‑interval

c. fixed‑ratio

d. variable‑ratio

33. Asking women for dates is most likely to be reinforced on a \_\_\_\_\_\_\_\_ schedule.

a. fixed-interval

b. fixed-ratio

c. variable-interval

d. variable-ratio

34. A fixed‑interval schedule of reinforcement is one in which a response is reinforced only after a(n):

a. unpredictable time period has elapsed.

b. specified time period has elapsed.

c. specified number of responses has been made.

d. unpredictable number of responses has been made.

35. An executive in a computer software firm works with his office door closed. At the same time every hour he opens the door to see what his employees are doing. The employees have learned to work especially hard during the 5 minutes before and while the door is open. Their work pattern is typical of responses that are reinforced on a \_\_\_\_\_\_\_\_ schedule.

a. fixed‑interval

b. fixed‑ratio

c. variable‑ratio

d. variable‑interval

36. The highest rates of operant responding are associated with the \_\_\_\_\_\_\_\_ schedule of reinforcement.

a. fixed-ratio

b. fixed-interval

c. variable-ratio

d. variable-interval

37. An aversive consequence that decreases the recurrence of the behavior that precedes it is a:

a. negative reinforcer.

b. punishment.

c. conditioned stimulus.

d. delayed reinforcer

38. The use of physical punishment may:

a. lead to the suppression but not the forgetting of undesirable behavior.

b. demonstrate that aggression is a way of coping with problems.

c. lead people to fear and avoid the punishing agent.

d. do all the above.

39. For purposes of effective child-rearing, most psychologists favor the use of \_\_\_\_\_\_\_\_ over \_\_\_\_\_\_\_\_.

a. shaping; modeling

b. reinforcement; punishment

c. spontaneous recovery; extinction

d. classical conditioning; operant conditioning

e. primary reinforcers; secondary reinforcers

40. If rats are allowed to wander through a complicated maze, they will subsequently run the maze with few errors when a food reward is placed at the end. Their good performance demonstrates:

a. shaping.

b. latent learning.

c. delayed reinforcement.

d. spontaneous recovery.

e. modeling.

41. For several years Ruth played softball for the sheer enjoyment of the game. Her loss of intrinsic interest in playing after being recruited by a professional team for $100 a game best illustrates:

a. the overjustification effect.

b. spontaneous recovery.

c. intermittent reinforcement.

d. latent learning.

e. respondent behavior.

42. Which of the following is the best example of the overjustification effect?

a. Zeke loses interest in playing baseball after the coach suspends him for a throwing error.

b. Bill dislikes doing homework even more after his father eliminates his allowance because he received an “F” in geometry.

c. Phyllis enjoys babysitting more after her hourly wage is tripled.

d. Phoebe loses her former interest in playing the violin after her mother promises to pay her 50 cents for each hour of practice.

43. Two years ago, the de Castellane Manufacturing Company included its employees in a profit‑sharing plan in which workers receive semi‑annual pay bonuses based on the company’s profits. Since this plan was initiated, worker productivity at de Castellane has nearly doubled. This productivity increase is best explained in terms of:

a. observational learning.

b. latent learning.

c. operant conditioning.

d. classical conditioning.

e. spontaneous recovery.

44. When grocery shopping with his mother, 4-year-old Hakim sometimes throws temper tantrums if his mother refuses his requests for a particular snack food. Parent training experts would suggest that his mother should:

a. threaten to punish Hakim if he continues his tantrums.

b. offer to buy the snack food Hakim wants only if he quiets down and behaves himself.

c. continue shopping while ignoring Hakim’s tantrums.

d. return any snack foods that are already in her cart to the store shelves.

45. Our ability to learn by witnessing and imitating the behavior of others best illustrates:

a. respondent behavior.

b. prosocial behavior.

c. operant conditioning.

d. observational learning.

46. Jeremy wears his baseball cap backward because he noticed his older brother does so. This illustrates the importance of:

a. respondent behavior.

b. immediate reinforcement.

c. spontaneous recovery.

d. modeling.

e. shaping.

47. In a well‑known experiment, nursery school children pounded and kicked a large inflated Bobo doll that an adult had just beaten on. This experiment served to illustrate the importance of:

a. negative reinforcement.

b. operant conditioning.

c. respondent behavior.

d. observational learning.

e. spontaneous recovery.

48. Mr. Schneider frequently tells his children that it is important to wash their hands before meals, but he rarely does so himself. Experiments suggest that his children will learn to:

a. practice and preach the virtues of cleanliness.

b. practice cleanliness but not preach its virtues.

c. neither practice nor preach the virtues of cleanliness.

d. preach the virtues of cleanliness but not practice cleanliness.

49. Children of abusive parents often learn to be aggressive by imitating their parents. This illustrates the importance of:

a. delayed reinforcement.

b. spontaneous recovery.

c. observational learning.

d. respondent behavior.

e. shaping.

50. Skinner is to shaping as Bandura is to:

a. punishing.

b. extinguishing.

c. discriminating.

d. modeling.

e. generalizing.