Comps Prep Pop Quiz
Comp Prep Test Item Study Aid
1. Using motivation from ‘within’ is called ______________.
   A. Inside motivation
   B. Interior motivation
   C. Intrinsic motivation
   D. Idealistic motivation
1. Answer - C - Intrinsic motivation is motivation that comes from within your own thinking or desire. And intrinsic motivation, is of course, opposite of extrinsic motivation, which comes from sources outside your own thought process.
2. How many stages are there of moral reasoning, according to Kohlberg?
   A. Two
   B. Six
   C. Eight paralleling Erickson’s states of psycho-social development
   D. None; Kohlberg’s there is on self-acutalization
2. Answer - B - Kohlberg’s stages have three levels (pre-conventional, conventional and post-conventional) and six stages:
1. Obedience and punishment orientation
2. Individualism and punishment orientation
3. Good interpersonal relationships
4. Maintaining the social order
5. Social contract and individual rights
6. Universal principles
3. Which of the following is not a factor in the sleep patterns of adolescents?
   A. Biorhythm changes
   B. Defiance
   C. Increased need for sleep
   D. Increased academic and social demands
3. Answer - B – Teens require more sleep than the average adult due to their rapid growth. A teens decreased sleep patterns do not generally stem from deviant behavior. Teens have biorhythm changes, making them more likely to stay up late and sleep later. They are inundated with academic and social demands which may impair the amount of quality of their sleep.
4. How could socioeconomics affect the outcome of therapeutic counseling?
   A. Lack of transportation could affect the outcome
   B. Lack of intrinsic motivation could affect the outcome
   C. Lack of cultural norms for entering therapy could affect the outcome
   D. Both A and C
4. Answer - D - Both the lack of transportation and the lack of cultural norms for receiving therapy are both socioeconomics that could definitely affect the outcome of therapeutic counseling. If a client didn’t have transportation to either get to and from the counseling or to get to a needed job or other outcomes of the counseling, the good benefits of the counseling would be for naught. If there was a cultural norm that did not approve of therapeutic counseling, the input from family or friends could easily put a stop to the therapy itself or denigrate the outcome.
5. There are five types of psychotherapeutic alliances. Pick two from the list below.
   A. I-You relationships, Nonworking alliance
   B. Transpersonal relationships, I-You relationships
   C. Working alliances, You relationships
   D. Reparative relationships, Inter-transpersonal relationships
5. Answer - B - Transpersonal and I-You relationships are two of the five types of psychotherapeutic alliances. The other three are working alliances, reparative relationships, and transferential/counter transferential relationships.
6. What is the meaning of Transferential/Counter Transferential relationships?
   A. A client transferring their relationship with another onto the therapist
   B. The therapist transferring their relationship with another onto the client
   C. Transferring the blame or outcome of behavior onto someone else
   D. Both A and B
6. Answer - D - A Transferential relationship is one where the client notices something about the therapist that reminds them of their Mother (as an example) and starts superimposing the traits and possible anxieties of their relationship with the mother onto their therapist. A Counter Transferential relationship is a Transferential relationship turned around. The therapist recognizes traits in the client that reminds them of another significant person in their lives and transfers their feelings toward that person onto the client.
7. What is one instance that might cause a clinician to break the strong code of client confidentiality?
   A. Feeling the need to talk
   B. Duty to warn
   C. When therapist is going on vacation
   D. None of the above
7. Answer - B - The Duty to warn directive is one instance the therapist might break the confidentiality code of ethics. If the client is strongly indicating suicide or the harming of someone else, the therapist would probably discuss this with a colleague or supervisor and then act as needed with the decision reached between the therapist and colleague/supervisor. The therapist duty is to protect his/her client and any person that client might harm.
8. What three components make up all attitudes?
   A. Cognitive, Affective, Behavioral
   B. Emotional, Habitual, Disposition
   C. Health, Physical, Mental
   D. Nurture, Environment, Luck
8. Answer - A - Social psychologists agree that attitude consists of these three components - the cognitive consisting of thoughts and beliefs, the affective involving feelings, and the behavioral consisting of predispositions to act in certain ways toward an object.
9. If when judging behavior of others we tend to emphasize internal personality factors over external situational causes. But when analyzing our own behavior, we emphasize internal personal attributions for our successes and tend to give external environmental attributions for our failures. This is known as ________________.

A. Compensating
B. Truth
C. Self-Serving Bias
D. Being different
9. Answer - C - The Self-Serving Bias works this way: if we do well on an exam, we tend to think/say “I really studied” or “I’m pretty smart,” but if we fail or do poorly on the exam, we tend to blame the instructor, the textbook, or the ‘tricky’ questions
10. When we offer an explanation for behavior such as, “she was weak willed” or “he was intimidating,” the term ______________ is applied.

A. Statement
B. Attribution
C. Generalization
D. Accusation
10. Answer - B - As we try to understand our world and the things that go on around us every day, we look for the reasons (or causes) for people’s behavior. Clinicians use the term Attribution to describe statements explaining why people do what they do.
11. The age integration theory:
   A. Is meant to keep older people grouped together
   B. Refers to periods in one’s life course
   C. Gives people of all ages the opportunity to pursue education, work, and leisure activities
   D. Both B and C
11. Answer - D - Age integration can refer to people in any age group and promotes the opportunity for all to work, learn, or play as they wish, regardless of age. Age integration theory draws on a premise of age stratification theory with the idea that society is based on age. This can create age-segregated institutions and acts as a barrier to entrance, exit, or participation. The good news is that we are becoming a more integrated society in many institutions and ways. For example, think of the many universities, colleges, and community learning centers that have young and older students.
12. Increasing depression after age 65 may be caused by:

A. The act of aging is depressing
B. Changes in social status
C. Decreasing income
D. Both B and C
12. Answer - D - After age 65, life usually begins to change. Decreasing income, loss of a partner, or physical health, may change social status. The loss of a long time spouse or partner can cause a wide range of changes and can create a depressed state in most people. Thankfully, there are many individual or group counseling methods involving grief work.
13. What does socioeconomic status (SES) have to do with aging and health?
   A. A person can afford better medical care and better food with better income
   B. More money makes everything look better, even aging
   C. If you have a better income, you can afford to travel or join a gym/spa
   D. Both A and C
13. Answer - D - It’s true - if money is available for better medical care, better and more plentiful food, plus a wider variety of interests and activities, aging will be a healthier and happier time. One of the difficulties of measuring the relationship between SES, health, and aging is that occupation is the key status indicator. With the elderly population mostly retired, they are not factored into the data gathered for economic well-being when the data is based on occupation.
14. Treatment via multimodal therapy begins with a comprehensive assessment of seven areas, using questions and scales to identify both _________ and ___________.

   A. Concerns and mental health
   B. Strength and problem areas
   C. Philosophies and beliefs
   D. None of the above
14. Answer - B - A comprehensive assessment is used to identify both strengths and problem areas. The seven areas that are assessed are behavior, affect, sensations, images, cognitions, interpersonal relationship, and drugs and biology. This can be represented by the acronym BASIC ID.
15. A 68 year old woman is seeing you to help adjust to retirement. You come to know that she always wanted to be a teacher, but worked all her life in the family accounting business. Given her stage of psychosocial development, your best approach is:
   A. To remind her how well she did in the accounting business
   B. To tell her she should go back to graduate school. Some schools only require a graduate degree in education, so that it would only be two or three years of school and she could be teaching
   C. To validate her despair, help her understand what value underlies the desire and help her find a suitable alternative to professional teaching.
   D. To tell her it’s too late and to help her come to terms with that.
15. Answer - C - This woman is experiencing despair, and helping her develop integrity as much as possible late in life will help her feel as if she has fulfilled her purpose. Answer A and D invalidate her grief; answer B is advising and may be unrealistic given she’s retired. Problem-solving ways to fulfill this desire perhaps through volunteer work, being a Big Sister, or mentoring students may help her feel as if her calling is aligned with her conduct (integrity).
16. You hear the mother of your five year old client answer the girl’s question about sex as follows: “Oh, now, Nellie, why would someone your age want to know about something like sex? No please get out of my way and go on and play.” According to Erickson’s states of psychosocial development, this type of response will directly increase the child’s:

A. Guilt  
B. Mistrust  
C. Stagnation  
D. Despair
16. Answer – A - Erickson’s stage of “initiative vs guilt” demonstrates the need for children’s curiosity and creativity to be encouraged and not invalidated and squelched. Discouraging question and activities with criticism, invalidation and indifference (dismissal) leads to increased guilt, less initiative, fewer social interactions and lower self-confidence. Mistrust (B) is Erikson’s first state (up to age 1), Stagnation (C) refers to middle age and Despair (D) refers to the last stage of psychosocial development.
17. Which of the following is a FALSE statement regarding Piaget’s Cognitive Development Theory?
   A. Piaget used observations from his own children for much of his research
   B. Piaget’s cognitive stages of development are chronological and none can be missed.
   C. Some never reach later stages of Piaget’s cognitive stages of development
   D. To some degree, culture determines the specifics of the cognitive stages of development
17. Answer - D – Piaget believed that the stages of cognitive development are universal and occurring similarly, regardless of culture and other factors. Piaget did observe and document his own children, and interviewed and observed some older children and adolescents. Piaget stated that these stages build upon one another, and none can be missed, but some may never be reached.
18. Gestalt therapy seems to be a sound approach for many people who seek treatment because they no longer have a sense of joy. Gestalt therapy is also well-suited for ____________?
   A. People with several mental health disorders
   B. People with eating disorders
   C. People with schizophrenia
   D. People with mental retardation
18. Answer - B - People with eating disorders including anorexia nervosa and bulimia nervosa may benefit from Gestalt therapy because they tend to have distorted perceptions of their bodies, dichotomizes themselves (perhaps separating mind and body), and have problems with contact and boundaries in relationships. Gestalt therapy assists with reconnecting the mind and body and explores distorted perceptions and relationship concerns.
19. You are seeing a young couple who have experienced infertility for several years, and they have finally decided to adopt. They are considering adopting a seven year old child from a foster parent. They tell you that this foster parent no longer wanted the child, and they inform you that the child was taken at six months of age from his mother from neglect, and he’s spent most of his seven years in group homes. They ask your opinion of early childhood experiences on future success. You know of Bowlby’s work and tell them according to this theory:

   A. There is a critical period of attachment requiring a consistent caregiver, and he’s beyond this period
   B. That he is at no higher risk for long-term consequences to himself and his relationships with others
   C. There should be no consequences or worries as long as they adopt him soon and shower him with love.
   D. He will unquestionably have major problems and they should not adopt.
19. Answer - A – The critical period for attachment is the first two years of life (so C is incorrect), according to Bowlby. During this phase, a child must have consistent love and attention from a primary caregiver, usually the mother. Absence of this can create a multitude of problems (so B is incorrect). Answer D is advice-giving and is untrue.
20. In person-centered counseling, both ________________ and ________________ are vital.
   A. Intervention strategies and therapeutic alliance
   B. Goals and therapeutic alliance
   C. Behavior and thought patterns
   D. All of the above
20. Answer - B - Goals and therapeutic alliance are a vital part of person-centered counseling. In this type of counseling, it is more a way of being with clients and given them conditions that will facilitate change than it is developing a specific treatment plan filled with interventions.
21. In person-centered therapy, what does the clinician do?
   A. Help clients with distorted thinking
   B. Create an environment that allows people to trust themselves
   C. Create behavioral interventions for the client to work on at home
   D. Interpret dreams, fantasies, and imagery.
21. Answer - B - In person-centered therapy, a clinician creates an environment that allows people to trust themselves and make good use of their potential. They do not interpret dreams or create behavioral interventions for the client. A counselors’ acceptance and understanding of their clients, their respect for the clients’ experiences, and active participation in the treatment process empowers clients to make change.
22. When is clinician self-disclosure appropriate?
   A. Clinician self-disclosure is never appropriate
   B. When it enhances the collaborative nature of the client-clinician relationship
   C. When it provides a different perspective
   D. Both B and C
22. Answer - D - Clinician self-disclosure may be used judiciously when it enhances the collaborative nature of the client-clinician relationships or when providing a different perspective. Clinician self-disclosure may also be used to provide useful feedback and to normalize a client’s reactions.
23. The fundamental goal of existential therapy is helping people find _________, ____________, and ____________ in their lives.

A. Value, meaning, and purpose
B. Value, fulfillment, and meaning
C. Hope, happiness, and structure
D. Contentment, fulfillment, and happiness
23. Answer - A - The fundamental goal in existential therapy is helping people find value, meaning, and purpose in their lives. Existential therapy is a process in which two people go on a journey to assist the client cope more effectively with the conditions of life and make better use of their potential.
24. In cognitive therapy, ____________and ____________ cognitions are steps toward a less distorted way of thinking.

A. Recognizing and mapping
B. Understanding and focusing on
C. Disputing and replacing
D. None of the above
24. Answer - C - Disputing and replacing cognitions are steps taken in cognitive therapy after the distorted cognitions have been identified, discussed, and categorized. In this disputing and replacing process, the client and clinician work together to find alternative cognitions that have more validity and are more likely to be helpful to the client.
25. “My physician didn’t call to tell me the test results. She probably has bad news and doesn’t want to tell me” is an example of what type of distorted thinking?

A. All or nothing thinking  
B. Overgeneralization  
C. Mental filter  
D. Jumping to conclusions
25. Answer - D - Jumping to conclusions is a type of distorted thinking that can occur when a person takes one action or lack of action and immediately thinks something else has happened. “Don and I had a fight this morning and now he is late coming home from work. I think he has left me.” All or nothing thinking, overgeneralization, and mental filtering are also types of distorted thinking.
26. In cognitive therapy, sessions are carefully planned and structured to maximize their _______ and ________.
   A. Impact and efficiency
   B. Goals and direction
   C. Coffee breaks and relaxation
   D. A and C
26. Answer - A - Sessions are carefully planned and structured to maximize the impact and efficiency of cognitive therapy. People complete inventories and intake questionnaires before beginning treatment. Clinicians review these in order to be well prepared. Each session has an agenda and clear goals to work toward.
27. Judith Beck, a leading cognitive therapist, has recommended 10 procedures for an initial session. What is not one of these procedures?
   A. Establish a meaningful agenda
   B. Identify and review presenting problems
   C. Lead the client in a series of free associations
   D. Establish goals
27. Answer - C - Leading the client in a series of free associations is a therapeutic tool for psychoanalysis, not cognitive therapy. The remaining seven procedures Beck recommends are as follows: determine and measure the intensity of the person’s mood, educate the person about cognitive therapy and the role of the client, provide information about the person’s difficulties and diagnosis, recommend tasks and homework between sessions, summarize the session, and obtain the client’s feedback on the sessions.
28. Before cognitive therapists move forward with interventions, they take the time to develop a ________________.
   A. Hypothesis
   B. Case formulation
   C. Outline of interventions
   D. Time line of treatment
28. Answer - B - A case formulation allows clinicians to develop a treatment plan that is likely to be successful. It includes six elements including a list of problems and concerns, hypotheses about the core belief or schema, relationship of this belief to current problems, precipitants of current problems, understanding of the background relevant to the core belief, and anticipated obstacles to treatment.
29. In behavior therapy, the first step in changing a behavior is describing that behavior in terms that are _________ and ___________.
   A. Understandable and obtainable
   B. Specific and measurable
   C. Open and reliable
   D. Both B and C
29. Answer - B - The first step in changing a behavior is describing that behavior in terms that are specific and measurable according to behavioral therapists. If appropriate, both the undesirable behavior and the desirable change should be specified. Helping people make behavior change involves a series of relatively structure and predictable steps.
30. In behavioral therapy, once the problem behaviors have been clearly described, a baseline can be obtained, reflecting the severity and frequency of the behaviors before treatment. What do both the client and clinician need to decide?

A. How to measure the behavior
B. Ways to record the measurement
C. How the client feels about the behavior
D. Both A and B
30. Answer - D - The client and clinician need to agree on how to measure the behavior and ways to record the measurement. Two of the most common methods of measuring behavior are frequency and severity. Generally, people in treatment are encouraged to keep a record of their own behaviors by using a checklist, diary, or other written record of the frequency and severity of the undesirable behavior.
31. In terms of crisis counseling, what is a crisis?
   A. Single or recurrent problems that are overwhelming or traumatic
   B. A psychosocial development stage
   C. An episode of weakness
   D. All of the above
31. Answer - A - The term crisis can be applied to single or reoccurring problems that are overwhelming or traumatic to an individual. It may be a reaction to being involved in a natural disaster, such as a tornado or hurricane, it can be related to a personal assault, an accident, or participating in an event, such as war
32. Finish the following: Crisis counseling usually lasts ____________.
   A. Until all of the client’s symptoms are resolved
   B. Until stabilization occurs and the client can resume normal functioning
   C. Usually one to three months
   D. Both B and C
32. Answer - D - Crisis counseling usually lasts only as long as one to three months, or until the client is stabilized and can resume normal functioning, such as returning to work, taking care of self and others, and meeting his/her needs on a daily basis.
33. As a counselor, what other agencies could you work with in a crisis situation?
   A. Law enforcement agencies
   B. FEMA
   C. State Health and Human Services
   D. All of the above
33. Answer - D - In a crisis situation, a counselor may work with law enforcement agencies, FEMA, and state health and human services, as well as other private organizations such as domestic violence shelters, the Red Cross, United Way, and local community organizations.
34. After a disaster, special care must be taken in which population(s)?
   A. Men and women
   B. Children and the elderly
   C. Teachers and construction workers
   D. No special care is given to any particular group
34. Answer - B - Children and elderly people may need special care after a natural disaster. Children experience the same reactions as adults, but they lack experience, vocabulary, and conceptual ability to deal with the situation. In the elderly, a natural disaster can increase the feeling of loss, can further exacerbate feeling socially isolated, and can increase feelings of depression and inability to effect positive change in their lives.
35. What are some reasons to provide community outreach?
   A. To reach an underserved population
   B. To increase public awareness
   C. To link resources with other agencies with similar purpose
   D. All of the above
35. Answer - D - There are many reasons to provide outreach within a community, including the ability to reach an underserved population, to increase public awareness, and to link resources with other agencies with similar purposes. Other reasons for providing community outreach may be to focus on an event or issue that is underrepresented in an area
36. Surveys have shown the elderly to be an underserved population in the area of mental health services. What can a mental health clinic provide in the way of community outreach?

A. Psychoeducational classes at the senior center
B. Mental health information sent via traditional mail services
C. Staff senior centers with counselors for brief, solution-focused therapy
D. All of the above
36. Answer - D - Many answers exist in the “how” of community outreach; usually, the concern is on focus, management of personnel, and fiscal concerns. After determining the type of outreach needed, those involved need to find a funding source for the proposed outreach and to identify staffing resources and location.
37. Several funding resources are available for mental health outreach programs. What are they?
   A. Grants from private or governmental foundations
   B. Revenue generated from other mental health services
   C. Fund raising events
   D. All of the above
37. Answer - D - Grants, revenue from services, and fund raising events are all examples of funding resources for community outreach programs. Private foundations are often looking for programs enhancing community services and that match their ideology. State, local, and Federal governments also have grant money to disburse to community programs. Profit from other mental health services and fund-raising events might also contribute to resources for community outreach.
38. To manage a counseling program effectively, a person must have _____________ and ________________.
   A. Supervisory and administrative skills
   B. Patience and fortitude
   C. A secretary and financial administrator
   D. None of the above
38. Answer - A - To manage a counseling program effectively, a person must have supervisory and administrative skills. Having knowledge of a variety of approaches to supervision may be necessary in managing a group of professional and paraprofessional workers. Administrative skills, such as the ability to manage time wisely, coordinate services, utilize effective communication skills in groups, as well as with individuals and insight into effective collaboration with other agencies are necessary as well if management is to be efficacious.
39. One aspect of program management involves _______________ and _________________.
   A. Applying theories and techniques with personnel
   B. Integrating teaching and counseling skills
   C. Facilitating and planning events
   D. None of the above
39. Answer - B - Integrating teaching and counseling skills is one aspect of program management in an effective clinician. Training is an integral component of an organization and the skilled manager needs to be comfortable in a teaching role and able to conduct in-service training programs in a variety of areas. The manager might or might not facilitate and plan events for the organization
40. What are two ways a program manager can build rapport and collaborate with other agencies to help people in the community?

A. Sponsor a community event and invite other agencies to collaborate in planning and execution
B. Attend community events and join committees focused on community goals
C. Both A and B
D. None of the above
40. Answer - C - Program managers can build rapport by attending community events, joining committees focused on relevant community goals, and being a willing member of a team. They can also initiate collaboration by inviting other community agencies to plan and execute a community event sponsored by the home agency. In short, being visible in the community requires both time and commitment to develop the relationships needed to effect positive change.
41. As a member of a multi-disciplinary team you might be expected to ____________.
   A. Chair a committee
   B. Organize an event
   C. Attend weekly meetings
   D. All of the above
Answer - D - As a member of a multi-disciplinary team, you might be expected to chair a committee researching the best method to bring services to an underdeveloped area of the community, organize a public awareness event, and/or attend weekly meetings to meet the goals of the team.
42. What is a multi-disciplinary team in reference to the field of counseling?

A. Groups of professionals in a variety of fields meeting for a particular purpose
B. A team developed to provide disciplinary action for certain behavioral issues
C. Parents and teachers meeting to assess student actions
D. All of the above
42. Answer - A - A multi-disciplinary team is a group of professionals from a variety of fields (or disciplines) that have joined together for a particular purpose. A task force for reducing domestic violence might include counselors, law enforcement personnel, domestic violence shelter staff, state health and welfare workers, as well as other members of the community interested and involved in this concern.
43. What would not be a focus of a multi-disciplinary team in the realm of mental health services?
   A. Domestic violence
   B. Substance use in the community
   C. Traffic violations
   D. Teen pregnancy
43. Answer - C - Traffic violations do not fall under the realm of mental health services and would not be a focus of a multidisciplinary team involving a counselor. Domestic violence, substance use, teen pregnancy, rural health care, child abuse, and neglect, are all examples of likely teams a mental health worker might be asked to participate in on behalf of their agency.
44. There is a state prison in your community. What type of community outreach might be needed in your area?
   A. Support groups for partners of incarcerated adults
   B. Children of incarcerated parents outreach
   C. Both A and B
   D. No community outreach is needed in this area
44. Answer - C - With a state prison in the area, there may be a population of partners and children of the inmates living within the local community in need of mental health services. These needs may be addressed through support groups, school systems, and public awareness campaigns increasing awareness of services. A multidisciplinary team may be established to determine the needs of this population and generate ideas for services.
45. What type of therapy would be the basis for a smoking cessation program?
   A. Adlerian therapy
   B. Existential therapy
   C. Cognitive Behavior therapy
   D. Person-centered therapy
45. Answer - C - Research has shown that cognitive behavior therapy is effective in smoking cessation programs, with eating disorders, as well as mental health disorders such as depression, anxiety, and obsessive-compulsive disorders. Treatment is well planned and structured, focusing on changing thoughts and behaviors.
46. Support groups are effective in what areas of concern?
   A. Divorce
   B. Parenting a child with disabilities
   C. Grief
   D. All of the above
46. Answer - D - Support groups can be an effective form of treatment for a variety of issues, including divorce, parenting a child with disabilities, and for people experiencing loss. Through this venue, participants receive strength and encouragement from group members, allowing them to work out the issues involved and to learn vicariously through other’s experiences. With a skilled facilitator, group work can be particularly helpful as it allows the members to try out behaviors and new skills in a controlled, unthreatening environment.
47. Group work may not be effective for which type of disorder?
   A. Depression
   B. Anxiety
   C. Eating disorders
   D. Autism Spectrum disorders
47. Answer - D - Persons with autism spectrum disorders may not be good candidates for group work. Persons involved in group work need to have clear mental abilities, be able to focus on the here and now, and be capable of interacting socially, providing support and feedback when needed. People with autism spectrum disorders are more inwardly focused, have difficulty interacting with others, and may not have the communication skills necessary to participate in a group format.
48. Rational Emotive Behavioral Therapy (REBT) has been shown to work effectively for what type of concerns?
   A. Mild to moderately severe mental health disorders
   B. Traumatic childhood concerns
   C. Psychotic disorders
   D. None of the above
48. Answer - A - REBT has been shown to be effective in treating mild to moderately severe mental health disorders, including depressive disorders, anxiety disorders, and adjustment disorders. It may also help some of the milder personality disorders (e.g. avoidant and dependent personality disorders) make important and pervasive changes. It is not recommended for treating traumatic childhood concerns due to its direct, somewhat confrontational stance. People with psychotic disorders may not have the ability to focus on cognitive distortions and thus would not find REBT to be helpful in treatment.
49. Solution-based brief therapy is ideal for ______________.
   A. Adjustment problems
   B. Anxiety and depression
   C. Both A and B
   D. Dissociative identity disorder
49. Answer - C - Solution-based brief therapy is particularly well suited to treatment of anxiety and depression, as well as problems of adjustment. As with other cognitive and behavioral approaches, it does not work well with people who are actively suicidal or dangerous, are suffering from psychosis or dissociative identity disorders, or with severe eating disorders
50. When considering treatment goals for brief solution-based therapy, what considerations need to be kept in mind?

A. Goals should be written down
B. Goals need to be meaningful and important to clients
C. Goals need to be small and within easy reach
D. All of the above
50. Answer - D - Treatment goals for brief solution-based therapy need to be meaningful and important to clients, small and within easy reach rather than large and challenging, and need to be written down and a copy given to both the client and clinician. Additionally, goals should be realistic and achievable, within the clients’ control, and measurable.
51. The Multimodal Life History (developed by Lazarus) is what kind of document about people’s backgrounds, their personal and social histories, their presenting problems, and the seven areas of functioning?

A. A brief questionnaire
B. An extensive written questionnaire
C. A narrative process between client and counselor
D. A multiple choice test
51. Answer - B - The Multimodal Life History is an extensive written questionnaire that asks about backgrounds, histories, presenting problems, and the seven areas of functioning, which include behavior, affect sensations, images, cognitions, interpersonal relations, and drugs, (biology). These seven areas of functioning in multimodal therapy are represented by the acronym BASIC ID.
52. In multimodal therapy, the “D” in the seven areas of functioning acronym BASIC ID is for __________.
   A. Desire
   B. Discipline
   C. Dancing
   D. Drugs and behavior
52. Answer - D - The “D” in BASIC ID stands for drugs and behavior. This is broadly defined as behavioral functioning, including overall health, nutrition, exercise, and self-care. It encompasses any type of substance use or misuse as well. The other letters in the acronym stand for biology, affect, sensations, images, cognition, and interpersonal relations.
53. What kind of tests are the Rotter Incomplete Sentences Blank and Draw-A-Person Test
A. Specialized personality test
B. Specialized achievement tests
C. Projective personality Tests
D. Inventory personality tests
53. Answer - C – These tests are projective in nature. The Rotter’s Incomplete Sentences Blank prompts the subject to complete partial sentences in the testing process. The Draw-A-Person Test prompts the subject to make a drawing of a person. The results are evaluated and interpreted by the counselor. Both tasks are unstructured or open-ended, allows the subject to project individual feelings, ideas, states, needs, etc, onto it. From this the tester may gain insights to the subjects internal consciousness.
54. Styles of group leadership have been described as all BUT the following:
A. Autocratic
B. Effective
C. Democratic
D. Laissez Faire
54. Answer - B - Effective is NOT a term used to describe group leader style. (It is however a term used in Virginia Satir’s A-B-C-D-E family therapy model to describe a healthy way of interacting.) Group leadership styles are described as autocratic (A) or authoritarian, democratic (C) or laissez faire (D). The autocratic style may not be liked by group members but is best for making quick decisions. The democratic style may be liked better by group members but is not always the most productive. With a cohesive, committed group, the laissez faire style often gets superior results.
55. How can a clinician gain self-knowledge to assist in finding their clinical approach?
   A. Through inventories such as the Myers-Briggs Type Indicator (MBTI)
   B. Feedback received from others
   C. Talking to their mothers
   D. Both A and B
55. Answer - D - A clinician can gain self-knowledge through inventories such as the MBTI and through listening to feedback received from others. This knowledge, combined with information on the treatment systems, can help a clinician find their clinical approach by mating the theoretical approach that seems best suited to them at this point in their career.
56. Why are most of the questions on the MMPI test about abnormal behavior?
   A. Most clients have abnormal behavior
   B. Its purpose is to rule out the abnormal behaviors
   C. It is designed primarily to diagnose psychological disorders
   D. Both A and B
56. Answer - C - There are many so-called normal questions on the full MMPI, but it is designed for clinical and counseling psychologists to diagnose psychological disorders. It is grouped into ten clinical scales, each measuring a different disorder.
57. Jerome an African American client of yours, tells you his best friend’s girlfriend is “sick.” You take this to mean she is ill. This is an example of:
   A. A connotative error
   B. An allopathic viewpoint
   C. An autoplastic viewpoint
   D. an Emic viewpoint
57. Answer - A – A connotative error occurs when there is a misunderstanding about the meaning of a word, which may be based on culture.
58. What is the Rorschach Test?
   A. A method for assessing personality
   B. It’s a test known as the inkblot test
   C. It’s a test using cards with pictures
   D. Both A and B
The Rorschach Inkblot test is a projective test created by a Swiss psychiatrist (Rorschach) in the 1900’s. The idea behind the test is that the differences in perception relate to differences in personalities.
59. A test using cards with pictures, usually containing people, is called___________.
   A. The Thematic Apperception Test
   B. The Unconscious Personality Test
   C. The Apperception Test
   D. The Henry Murray Test
The Thematic Apperception Test is a projective test created by Henry Murray in 1938. It is mainly used by psychoanalytically trained therapists. The underlying theory is that the test’s respondents identify with the main character and project their psychological needs and conflicts into the story they tell using the cards.
60. What are two of the criticisms of projective tests?
   A. Respondents cannot fake their responses, the tests are too easy
   B. The tests cause too much anxiety, they are too unstructured
   C. Two different examiners can interpret the same results two different ways, resulting in low reliability and validity of the tests
   D. The results are worthless and the tests take too much time
60. Answer - C - Interpreting the results of the tests depends too much on the subjective judgment of the examiner and some might be more skilled or experienced than others. The reliability and validity of projective tests is the lowest of all the personality tests.
61. Mores are the written laws of society.
   A. True
   B. False
61. Answer – B. False – Mores are a set of norms and customs derived from generally accepted practices, not laws. Laws are strict and binding rules that are enforced by an authoritative body.
62. Which of the following pairs does NOT represent two of John Holland’s six personality types?
A. Realistic and Investigative
B. Artistic and Social
C. Enterprising and Conventional
D. Exploratory and Directive
“Exploratory” and “Directive” are NOT included in Holland’s personality types. The styles he identified are: 1) Realistic (aggressive; likes explicit tasks; poor interpersonal skills). 2) Investigative (intellectual; likes systematic, creative investigations; poor persuasive and social skills). 3) Artistic (imaginative; likes self-expression; dislikes systemic, ordered activities). 4) Social (likes interpersonal activities; dislikes working with tools or machines). 5) Enterprising (extrovert; likes leadership and persuasive activities; dislikes abstract or cautious work). 6) Conventional (practical; likes structured, orderly activities; dislikes ambiguous or unsystematic work). Each person is said to possess all six types in varying proportions.
63. You have been meeting with Johan for four months now and by and large, he has been reserved. However, for the past few weeks, he has warmed up and been more open. It’s likely he has experienced:
A. Good mores
B. Ethnocentrism
C. Therapeutic surrender
D. An etic viewpoint
63. Answer - C – Therapeutic surrender occurs when a client from a different culture opens up and trusts, in this case, with the counselor.
64. Convergent validation and discriminant validation occur within what type of validity?
A. Content validity
B. Predictive validity
C. Construct validity
D. Concurrent validity
64. Answer - C – Construct validity exists when a test successfully measures a hypothetical construct, such as locus of control, field dependency, creativity, etc. Convergent validation occurs when the construct being studied correlates highly with other constructs. Discriminant validation occurs when there is no statistically significant correlation with other constructs.
65. What does an employee performance evaluation tell a company?

A. Both B and D
B. Any concerns the employee may have
C. How much time is being spent at the ‘water cooler’
D. Identifies training needs, present employee skill level
65. Answer - A - A wide range of things can be covered in an employee performance evaluation. One on one time with a supervisor can be a bonding feature and all types of concerns, job situations, praise, and future training needs. Of course, a big factor is how it is handled.
66. What two words best describe a Job Analysis?
   A. Recruitment, selection
   B. Description, tasks
   C. Structured, machines
   D. Relaxed, friendly
A job analysis is a detailed description of the tasks involved in a job, the relationship between that job and other jobs, and the knowledge, skills, and abilities necessary to perform the job successfully.
67. Sexual harassment is a big part of the work environment and takes place in the political and academic setting, as well as in the workplace. Pick out the true statements about sexual harassment listed below.

A. Older women who report are often ignored or ridiculed
B. Younger, prettier women who report are often said to be asking for it
C. Victims often face difficulties such as unemployment or demotions if they resist or report
D. All of the above
Unfortunately, sexual harassment is still very much a part of many work environments. One of the misconceptions about it is that it is often reported. A survey has found that of the women that were harassed, 75% ignored the harassment and only 18% reported the harassment. It’s not reported often for all of the above reasons. Men can also be the victim of sexual harassment, but it appears to be less common.
68. Sexual harassment is primarily ______________and not an expression of sexual desire.
   A. An animal act
   B. A primitive act
   C. An act of stupidity
   D. An assertion and abuse of power
68. Answer - D - People mistakenly believe that sexual harassment is primarily an expression of sexual desire. It is, instead, an assertion and a show of abuse and power over another human being.
69. There have been two basic types of managers identified by their different assumptions about human nature. Pick their theories.

A. Theory A - all employees spend too much time visiting
B. Theory X - all employees dislike work and are lazy
C. Theory Y - all employees like work and seek responsibility
D. Both B and C
69. Answer - D - The two basic types of managers are those (theory X) that are negative towards their employees, always looking for the wrong; and those (theory Y) that take a positive outlook with their employees and look for (and find) the best in each one.
70. A key method of Theory Y management is the idea that the people involved in implementing a decision are also involved in making it. This is referred to as:
   A. Participative Decision Making
   B. Combination Decision Making
   C. Management Decision Making
   D. Employee Decision Making
Participative Decision Making is a decision making model in which the people involved in implementing a decision are also involved in making it. This promotes teamwork and avoids conflicts between managers and employees.
71. Why do some workers put in long hours and stay late while some arrive late and leave early? These differences are why employers are interested in Worker Motivation. There are three Theories that promote worker motivation. Pick the one listed here.

A. Working longer hours theory
B. Equity theory
C. Motivate theory
D. Work balance theory
71. Answer - B - The three theories are Goal-Setting Theory, Equity Theory, and Expectancy Theory. Equity theory says that we are strongly motivated to maintain a state of equilibrium or balance. In a work setting, employees prefer jobs in which the output is equal to the input. If imbalances occur, workers adjust their input, output, or their psychological perceptions.
72. The theory that a match between a person’s personality and their work results in increased job satisfaction, is known as _________________.
   A. Theory Y
   B. Hawthorne Theory
   C. Personality-job Fit Theory
   D. None of the above
72. Answer - C - Job satisfaction results from a match between personality and occupation according to the Personality-job Fit Theory. Supportive colleagues, supportive working conditions, mentally challenging work, and equitable rewards are also important.
73. Rashad, a 28 year old Indian male client of yours has not married and still lives with his parents. You have been working to help him cut the apron strings so he can be out on his own, independent of his family. This is an example of:

A. Ethnocentrism  
B. Effective Counseling  
C. Therapeutic surrender  
D. None of the above
73. Answer - A – Ethnocentrism leads the counselor to think that his or her culture holds the correct values and beliefs. It is customary for Indian males to live with their parents until they wed.
74. A counselor has a client who is an African American 25 year old male. He has been relatively non-verbal even after meeting with him for six sessions. The counselor does not understand his client’s behavior and believes that “buy in” from a client is important to a good outcome. The counselor likens it to behaviors he has seen before in counseling when clients have been quite willful. The counselor meets with his treatment team and labels his client as “resistant.” The labeling is likely a result of:
   A. Fact; resistance is resistance
   B. Counter-transference
   C. Cognitive dissonance
   D. Burn-out
74. Answer - C – Cognitive dissonance occurs when two cognitions conflict. We try to reduce the unpleasant anxiety that arises with cognitive dissonance by modifying the situation into something we have already conceptualized. Here the counselor lumped his client in with his past experiences with resistant clients, rather than attributing it to another cause, in this case, culture.
75. When one person meets another, impressions tend to be formed immediately. These first impressions are often difficult to change. What word, or words, is given to describe or mean this situation?

A. First Meeting syndrome
B. Subjectivity
C. Impression syndrome
D. None of the above
75. Answer - B - When one person meets another for the first time, sometimes nothing more than clothes or facial appearance helps to form a first impression. These first impressions are referred to as subjectivity.
76. What percent of all African American clients do not return after the first visit due to the lack of trust that a Caucasians counselor can help them?
   A. 80%
   B. 20%
   C. 90%
   D. 50%
76. Answer - D – Issues documented in research around trust with this population indicates that it may be a spill-over from African-Americans not trusting Caucasians outside of the therapeutic relationship. Additional factors include: the African American believing that the Caucasians counselor could not understand or accept them, or know much about their culture; fear of being misdiagnosed as “crazy;” their (African American’s) struggle to believe that Caucasians can remain unbiased. The therapist’s ability to express genuine concern, communicate knowledge of the culture and not appear overwhelmed by the African American’s problems tends to build trust.
77. Which of the following are the proper steps for developing cultural competency?
   A. Do a needs assessment of awareness and knowledge only
   B. Identify specific objectives at the skill level only
   C. Learn and practice new behaviors
   D. Automatically repeat steps B & C
77. Answer - C – The steps to developing cultural competency are:

1. Identify specific objectives in each area
2. Do a needs assessment of skill, knowledge and awareness
3. Learn and practice new behaviors and
4. Evaluate skill, knowledge and awareness
78. Cultural encapsulation assumes that reality is defined by one set of cultural assumptions that are insensitive in cultural variation among individuals. One of the areas in need of attention in this area is:

A. Counseling props
B. Counselor documentation styles
C. Tests and measures used by the counselor
D. Use of the DSM-5
E. Both C and D
78. Answer - E – Tests and measurements, including the DSM-5 remain culturally biased, often seeing dependence as pathological, failing to consider supports and focusing on individualism, regardless of culture.
79. You walk into your first group session. Who would you expect to divulge the least to you, a Caucasian Counselor?
   A. A 52 year old Caucasian female
   B. A 39 year old Caucasian male
   C. A 24 year old African American male
   D. A 59 year old Hispanic female
79. Answer - C – From a gender perspective, males tend to divulge less. As a race, African Americans tend to divulge little as well, making answer C the least likely to reveal much to a Caucasian counselor.
80. When meeting with a client, a career counselor might _____________.
   A. Have the client take an interest inventory
   B. Assist the client with self-exploration to determine goals
   C. Teach decision-making skills
   D. All of the above
Career counseling involves using a wide variety of inventories designed to assess interests, abilities, and values to help the client pinpoint career goals. The counselor may also assist the client in self-exploration and values clarification to further the likelihood for setting goals that will be successful. They may also teach a variety of skills such as decision-making, effective goal setting, and life planning.
81. In the Social Cognitive Career theory, people sometimes eliminate many career possibilities when looking at choices because ______________.  
    A. They have very narrow interests  
    B. They have faulty self-efficacy beliefs  
    C. They follow their parents’ footsteps  
    D. None of the above
According to social cognitive career theory, many people eliminate occupational choices because they have faulty self-efficacy beliefs or low expectations of their ability to perform in certain types of jobs. People with low confidence in math or science may eliminate any engineering or medical careers because of their belief they would not be able to perform well academically.
82. In Social Cognitive Career theory, counselors may need to assist a client to ______________.
   A. Analyze career barrier perceptions
   B. Identify closed occupational possibilities
   C. Both A and B
   D. None of the above
In social cognitive career theory, counselors may assist their client in analyzing their perceptions of barriers to a career. Some clients may believe there are too many barriers (e.g., lack of math skills) to certain types of careers. Counselors may work with clients to change those perceptions and problem solve with their clients to remove those possible barriers. There may also be misperceptions held regarding the types of careers and counselors can help clients identify previously closed occupational possibilities, such as engineering for women or nursing for men.
83. In modifying faulty self-efficacy beliefs, a social cognitive approach used by counselors may assist the clients to __________ and ____________.
   A. Adjust their attitude and create new outcomes
   B. Develop new performance beliefs and reanalyze past experiences
   C. Regroup their skills and reorganize their resume
   D. None of the above
83. Answer - B - Social cognitive minded counselors may assist their clients in modifying faulty self-efficacy belief by helping them develop new performance beliefs and reanalyze past experiences that have led to the faulty beliefs they hold. An example may be a person who believes he cannot learn to use a computer based on a past experience. A counselor may enroll them in a basic computer class and as the person learns computer skills, he also develops new performance beliefs about the computer and can then reanalyze the belief that he cannot have a career that has anything to do with computers.
84. What is the role of the Occupational Outlook Handbook in career counseling?
   A. Paperweight
   B. Source of information
   C. Evaluation tool
   D. None of the above
84. Answer - B - The Occupational Outlook Handbook, or OOH, is a valuable source of information about careers, the outlook or forecast of the career, potential salary, where jobs of this type might be found, education requirements, etc. Many career counselors consider it to be the foremost resource for researching careers.
85. Who created the Archway Model of Career Determinates theory?
   A. Erik Erikson
   B. James Joyce
   C. Donald Super
   D. Jean Piaget
Donald Super is the creator of the Archway Model of Career Determinates theory. His theory has five stages, including, growth, exploration, establishment, maintenance, and decline. Each stage is based along a time line but varies in the exact ages each stage is reached. His theory emphasizes self-concept and vocational adjustment through the lifespan.
86. How many classifications are included in Holland’s theory of Vocational Types?
   A. Five
   B. Four
   C. Six
   D. Eight
86. Answer - C - There are six vocational types in Holland’s career theory. These are based on a behavioral style or personality approach to career choices and include Realistic, Investigative, Artistic, Social, Enterprising, and Conventional. People choose multiple choice answers on a test, which are components of the six areas. The scores from this test give the person an indication of where his or her interests lie regarding vocational types.
87. In Bandura’s social cognitive theory, what is the meaning of self-efficacy?
   A. It is a person’s belief in their ability to organize and perform the actions required to produce a desired outcome
   B. It is the belief that all actions a person takes will be beneficial to one’s self
   C. It is a theory that all people believe the best about themselves
   D. None of the above
Self-efficacy is an individual’s belief in their ability to organize and perform the actions required to produce a desired outcome. In Bandura’s theory, self-efficacy is based on personal performance, vicarious experiences, verbal persuasion, and physiological and emotional factors. Self-efficacy plays a central role in motivation. The person who believes they can do something, will try and keep trying until they have accomplished what they intended.
88. A person who scores highly in the Realistic area of Holland’s vocational types is someone who_____.
   A. Is very realistic in their goals.
   B. Enjoys helping others reach their goals
   C. Likes to work with their hands, machines, and tools.
   D. Has a down-to-earth approach to live
88. Answer - C - A person who scores highly in the Realistic area of Holland’s vocational types is someone who likes to work with their hands, machines, and tools. They like to be actively working, not sitting at a desk, and are often seen in jobs working outdoors such as construction, farming, and letter carrier.
89. What is the meaning of life roles as it applies to career counseling?
   A. We take on a variety of roles in life as we age and this affects our career choices
   B. Life roles are how a person views one’s self
   C. There are no “life roles” as it applies to career counseling
   D. Both A and B
In career counseling, one’s life roles are taken into consideration throughout the career path. In one stage of life, a person might be seen as a ‘student’ and the focus is on education. Or they might be seen as ‘breadwinner’ and the focus is on earning a wage to support a family. Future roles may need to be examined in career counseling to ensure a good fit. At a later stage, one’s role might be ‘physician’ as well as ‘mother.’ How well these fit together may be because of a preemptive look at the possibility of taking on both roles prior to entering into training to become a physician, especially if the woman values the role of ‘mother’ for later in life.
90. In Super’s development of self-concept, one of the stages is exploration. What is the age range for this stage?

A. Birth to mid-teens
B. Mid-teens to early twenties
C. Early twenties to mid thirties
D. There is no stage of exploration in Super’s theory
90. Answer - B - In the mid-teens and early twenties, the major theme is exploration. In this stage, the major task is to develop a healthy self-concept and examine the possibilities of career through role tryouts and exploration, eventually leading to narrowing the choices of career and pursuing that choice. Some people may rapidly advance through this stage while others may linger.
91. What more closely constitutes incompetent practice?
A. Practicing where education or training is lacking in that area
B. Working with a physical disability
C. Knowing a client’s ethnicity
D. All of the above
91. Answer - A - One reason to declare incompetency in a practice is working with a client in an area where education or training has not been completed. Knowing a client’s ethnicity is greatly recommended and working with a physical disability should not be a problem to a counselor.
92. What method is often used in securing informed consent?
   A. Finger print document
   B. Written consent
   C. Oral consent
   D. Both B and C
92. Answer - D - After thoroughly informing the client of all aspects of the counseling, such as fees, style, and expectations of both parties, the counselor then asks for either a written or oral (or both) consent.
93. How would you describe a dual relationship in one word?
   A. Ethical
   B. Unethical
   C. Depends
   D. Nice
93. Answer - B - Dual relationships usually cause a counselor to lose objectivity and effectiveness, therefore they are considered unethical. There is occasionally a relationship between client and counselor that is considered ethical if it can reasonably be expected to cause no harm to, or exploitation of, the client.
94. Counseling practitioners may fully discuss clients with which of the following?
   A. Their mothers
   B. Other counselors in the coffee room
   C. The client’s mother
   D. None of the above
94. Answer - D - Practitioners discuss confidential matters of their work only for appropriate scientific or professional reasons and only with other professionals that are concerned with such matters.
95. A supervisory relationship involves two kinds of legal issues. Which ones are they?
   A. Financial, living arrangements
   B. Transportation, lunch hours
   C. Sexual relationships, harassment issues
   D. Break room duties, work hours
95. Answer - C - Supervisory/practitioner relationships are to remain on a professional level. No harassment of any kind, whether it is sexual, cultural, age related, or if connected with any number of other issues will be cause for legal intervention. Having a sexual relationship with a direct supervisor is construed as conflict of interest and could likely sway work related decisions.
96. What ethical issues are related to the research process?
   A. Plagiarisms, correct and factual note taking
   B. Humane animal care and use
   C. Institutional approval
   D. All of the above
96. Answer - D - All of the above factors are directly related to the research process. Plagiarism, or using someone else’s work, is absolutely unethical. Great care is taken to see that any animals used in research are given the most comfort, health care, and humane treatment possible. The institutional approval is often required, correct and factual note taking is a must. Fabrication of material is a definite no-no.
97. What rights do clients have in relation to the testing process?
   A. No special ‘rights’
   B. Just to know when a test is being given and the scores
   C. Informed consent, signed release for any info given to others
   D. None of the above
97. Answer - C - Along with the right for an interpreter if needed, the client must give ‘informed’ consent and if any information on the results of the test are to be shared with anyone, the client must give their written permission. Of course, there may extenuating circumstances that need special care.
98. What are some of the ethics and laws governing school counselors?
   A. School counselors are released from most counseling ethics/laws
   B. Same as all counseling ethics, plus there is a special book on ethics/laws for school counselors
   C. There is an American School Counselor Association to help school counselors
   D. Both B and C
98. Answer - D - All counseling ethics do apply, along with some specific ones to deal with the special circumstances involved with school counseling. School counselors are in the midst of a wide variety of counseling situations every day spent at the schools. They are dealing with ‘minors’ with all ranges of problems, including suicides. They do have an association (ASCA) and the association does have a book (School Counseling Principle: Ethics and Law) that specializes in helping the counselor deal with the difficult and unusual (and sometimes emergency) situations
99. Are there any special considerations needed for divorce and custody litigation?
   A. Keeping the adults focused on what is best for the children
   B. Dealing with the stress for each and all family members
   C. Give the kids to the Mom, she’s used to dealing with them
   D. Both A and B
Parents sometimes get caught up in the issues between husband and wife and forget to remain focused on what is best for the children. Of course there is a tremendous amount of stress for everyone during this major life change, again, sometimes the children’s stress gets pushed to the background, but it is very real and needs to be addressed.
100. How can tests aid a counselor with a new client?
A. They can help see if the client’s needs are in the counselor’s range of services.
B. They can help the counselor to obtain a greater understanding of the client.
C. They can help the client obtain a greater degree of self-understanding
D. They can help with any or all of these purposes in the counseling process
100. Answer - D – To help a counselor decide if a client’s needs are within counselor’s range of services (A), to help a counselor gain understanding of the client (B), and to help a client gain self-understanding (C) are only a few of the ways that test can inform the counseling process.
An infant first sucks on nipple to nurse. Then the infant sucks on other things-a toy, Daddy’s finger etc. Later, this infant discovers other things to do with objects beyond sucking on them such as grasping them, shaking them, and otherwise manipulating them, for example. These two behaviors were labeled by Jean Piaget with what terms in order of their occurrence?
A. Adaptation and Assimilation
B. Adaptation and Organization
C. Assimilation and Accommodation
D. Accommodation and Assimilation
101. Answer – C – Incorporating additional objects or events into the infant’s existing schema or structure, such as sucking on things other than a nipple, is assimilation. When the infant later modifies its organization by forming new schemas in response to the environment, this is accommodation. Adaption is Piaget’s term for adjustment to the environment, and assimilation and accommodation are two processes which are parts of adaptation. Organization is how we organize knowledge and mental processes. Piaget said that we use two tendencies: organization and adaption.
102. Some of the well-known names in the history of psychology include:
   A. Ivan Pavlov, Carl Sandburg, Alfred Binet
   B. Mary Calkins, Erik Erikson, Albert Bandura
   C. Sigmund Freud, B F Skinner, Mae West
   D. All of the above
102. Answer - B –

• Mary Calkins established a psychology laboratory in 1891 and later became the first woman president of the American Psychology Association.
• Along with his other contributions to psychology, Erik Erikson published a revision of Freud’s psychoanalytic theory in the 1950’s entitled “Childhood and Society.”
• During the 1960’s, Albert Bandura was a prominent name in psychology and in 1963, along with Richard Walters, wrote “Social Learning and Personality Development.” In this, he describes the effects of observational learning on personality development.
103. Structuralism was one of the earliest schools. What was the focus or theory of that school?
   A. Focused on the basic sensations and feelings of experiences
   B. Focused on the study of mental processes
   C. Focused on touchy, feely things
   D. Both A and B
103. Answer - D - Structuralism focused on the sensations and feelings of conscious experience and established the importance of studying the mental process.
104. Robert Havighurst is identified with all BUT which of the following?

A. Stages of growth, each of which must be completed to reach the next one
B. Stages of growth resulting in successively higher levels of cognitive function
C. Developmental tasks arising from maturation and environmental influences
D. Developmental tasks that are acquired via maturation, social learning and effort
104. Answer - B – Havighurst’s stages of growth were not specifically focused on cognitive development alone. Developmental stages resulting in progressively higher levels of cognitive function would be a more accurate description of Jean Piaget’s cognitive development theory. Havighurst did identify stages of growth, each one requiring completion to reach the next (A). Havighurst also believed that developmental tasks arise from a combination of physical maturation, cultural and social influences, combined with the individual’s values and desires (C). These tasks consist of knowledge, skills, attitudes, and behaviors which are attained via a combination of maturation, social learning, and personal effort (D).
105. Sigmund Freud’s theory is still controversial and receives a lot of criticism. Why?
   A. Much of his theory had no basis for belief
   B. Its base is individual case study without a control of ‘normal’ people
   C. His concepts and techniques are difficult to study scientifically
   D. All of the above
105. Answer - D - Freud’s concept of the conscious, unconscious, and preconscious mind was a new and intriguing idea. Couple that with his techniques for uncovering hidden, unconscious motives - and you have cause for much controversy and criticism. Add the fact that his work was based on individual case studies, all of which involved people with ‘abnormal’ thoughts and behaviors without comparison to ‘normal’ people’s thoughts and behaviors. Although his theories are still controversial and still receive much criticism, Freud had a major impact on psychotherapy and psychiatry development and he can be credited with much of the growth of psychology throughout the world.
106. You meet a group of people that includes the following subgroups or categories: Members of racial, ethnic, and religious minorities; women; single parents; divorce(e)s; elderly persons; people with disabilities; gay men; lesbian women; Transgender and Bisexual men and women; poor people; children, and young adults. Of all these categories to which does the term cultural pluralism refer?

A. Only the members of racial, ethnic, and religious minorities
B. Racial, ethnic, and religious minorities and the gays and lesbians.
C. Racial, ethnic, and religious minorities and people with disabilities
D. The term cultural pluralism refers to all of the individuals listed.
106. Answer - D – Cultural pluralism refers to broad categories of individuals in society with special concerns or needs, and/or who are seeking greater representation in society. They include all of the groups listed in this question.
107. What do “title and practice-control” laws mean?
A. These are laws stating that one cannot practice counseling without using the title of LPC.
B. These are laws stating one can practice counseling without a license but cannot use the title.
C. These are laws stating one cannot practice counseling without a Professional Counselor license.
D. These are laws stating one may not get a professional counseling license without using the title.
107 Answer - C – Title and practice-control laws state that one cannot practice counseling without a Professional Counselor license. Some states have laws saying that one may practice counseling without a license, but if doing so one may not legally use the Professional Counselor (LPC) title (B). These are called “title control” laws. There is no law specifying that one cannot practice counseling without using the LPC title (A). And using the LPC title is not a requirement for obtaining a license (D).
108. Do licensing and degrees differ from state to state?
A. No; they are standard across the board
B. Yes; each state has its own requirements
C. The ACA controls all licensure and degree requirements
D. You don’t need either a degree or license, just go for it.
108. Answer - B - Just like in any other field, be it teaching, medical, or electrical, states control their own requirements and accept most school program credits and degrees, but there will be exceptions. Licensure is always a state requirement, with the state’s own individual and national board exams. There may be a reciprocal with a nearby state, but not always. You can find out what your state requires through the Psychology Licensing Board in your state.
109. Justin has not always had problems, but currently needs some help adjusting to changes in college. His therapist sets specific goals right away. She tells him that he does not necessarily need to entirely understand his problems in order to find solutions. She also uses a scale of 1-10 to measure changes. What type of therapy is Justin undergoing?

A. Solution-Focused Brief Therapy (SFBT)
B. Rational Emotive Behavior Therapy (REBT)
C. Person-Centered/Client-Centered Therapy
D. Social Constructionist Narrative Therapy
109. Answer – A – SFBT, Solution Focused Brief Therapy emphasizes setting specific goals early in the therapeutic relationship and having a limited number of sessions. In SFBT, understanding of the nature of the problem is not considered necessary to the generation of solutions to it. SFBT counselors often use scales to identify changes in the client’s affect. The other three (B, C, D,) are not necessarily short-term types of counseling.

• REBT (B) focuses on correcting irrational beliefs and self-verbalizations by reconstructing and replacing them with rational thought.
• Rogerian or person-centered counseling (C) focuses on empathy, warmth, unconditional acceptance and the relationship between the therapist and client.
• Narrative therapy (D) is based on social constructionism and focuses on client’s “story,” or their subjective perception of reality, which is considered valid and socially constructed and which may be deconstructed and rewritten to help clients view their lives differently.
110. For a therapy group composed of adults with a single group leader, what is generally considered to be the optimum group size?

A. 3
B. 8
C. 5
D. 10
110 Answer – B – The optimum group size for an adult group with no co-leader is generally considered to be 8 people. With young children who are 5 or 6 years old, an optimum group size would be 3 (A) or 4. Groups may be larger with older children. For adults, 5 (C) may be too small, and 10 (D) too large
111. What is the most accurate statement regarding the duration of a therapy group?
   A. When a therapy group is first formed, nobody knows exactly how long the group will exist or run.
   B. When a therapy group is first formed, it is generally accepted that it will run for about six months.
   C. When a therapy group is first formed, the group members decide on how long they want it to run.
   D. When a therapy group is first formed the leader should set its duration and advise the members.
111. Answer – D – When a therapy group is formed, the leader(s) should decide in advance how long it will run and should advise the members of this. The group’s duration should not be unknown (A) or indefinite. There is no generalization that therapy groups should run for six months (B). The group members should not decide on its length (C) as they do not have the leader’s knowledge or expertise.
112. Which of these groups does NOT represent three of Donald Super’s nine major life roles?
   A. Mentor, Employer, Advisor
   B. Child, Student, Citizen
   C. Spouse, Homemaker, Parent
   D. Worker, Leisurite, Pensioner
112. Answer – A – Mentor Employer, advisor are NOT roles defined by Super. The nine life roles he identified are: Child, student citizen (B); Spouse, homemaker, parent (C); and Worker, liesurite and pensioner (D). Super’s theory is developmental and holistic. He formulated the concept of the “life-career rainbow,” which encompassed his major stages of the life span and the life space (drawn from his interpretation of these roles).
113. According to Linda Gottfredson, young children around 6 tend to choose occupations based upon:
   A. Their social values
   B. Their ability levels
   C. Their sex or gender
   D. Their personal traits
According to Gottfredson, younger children tend to choose occupations which fit their sex. Gottfredson’s theory is developmental. She stated that since children of this age will choose occupations based on gender roles or stereotypes. Orientation to Sex Roles is the name of her second developmental stage, covering ages 6-8. Preadolescents tend to choose occupations consistent with their social values (A) since they are in Gottfredson’s state of Orientation to Social Valuation (ages 9-13). Children of this age may also rule out occupations they feel are inappropriate to their intelligence or levels of ability (B). Adolescent, who are in Gottfredon’s stage of Orientation to Internal Unique Self (age 14 and older), tend to choose occupations based on their awareness of their own personal characteristics (D).
114. Ann Roe believed that all BUT which of these elements influenced occupational selection?

A. Genetic factors
B. Environmental influences
C. Parent-child relationships
D. Cognitive development
Answer - D – Cognitive development was NOT identified as a major determinant in Ann Roe’s theory, which is needs based approach. She believed that occupational selection is a function of the needs developed by a child, whose structure were influenced by a combination of genetics (A), environmental experiences (B), and interactions between the parents and the child (C). Career development as a part of cognitive development is more closely identified with Tiedeman, O’Hara, and Miller-Tiedeman’s decision making model of career development.
115. Who is Victor Frankl?
   A. The father of psychotherapy
   B. A developmental theorist
   C. An actor
   D. An early existentialist therapist
115. Answer: - D - Victor Frankl is one of the primary therapists associated with the development of existentialism. He wrote “Man’s Search for Meaning” and called his approach to treatment logotherapy- therapy through meaning. Born in Vienna, Austria in 1905, he was imprisoned in a Nazi prison camp during much of the Second World War.
116. According to Gestalt therapists, people experience psychological difficulties because _________.
   A. They have become cut off from important parts of themselves
   B. They do not eat a balanced diet
   C. They had parents who ignored them
   D. All of the above
116. Answer - A - Gestalt is defined as a structured entity that is more than and different from its parts. The purpose of Gestalt therapy is to help people acknowledge important parts of themselves they have “cut off” such as emotions, bodies, or contact with others. Successful therapy creates awareness in the neglected and disowned parts and restores a sense of wholeness, integration, and balance.
117. In order to supervise other counselors in their clinical work, a clinician must have ______________.
   A. 1000 hours of client interaction
   B. 3000 hours of client interaction
   C. Requirements vary from state to state
   D. Five years of experience
117. Answer - C - The requirement for supervision varies from state to state. In each state, a certain amount of direct contact hours with clients are required. States vary the amount of these hours and type of licensure needed to supervise other counselors and their work with people.
118. If you give two tests and the correlation between them is .80, what is the true variance they have in common?
   A. 40%
   B. 64%
   C. 16%
   D. 80%
118. Answer – B – 0.64, or 64% = .80, or .80 squared. The amount of true variance (versus error variance), is measured by the square of the correlation of the tests. Response A would be the correlation halved; response C would be 20% of the correlation; and response D would be the correlation with no change
119. A Latina counselor agrees to work with a client from an Asian background. What does this counselor need to effectively assist her client?
   A. Diversity training
   B. A degree in Asian Culture
   C. A recommendation from another therapist
   D. An eagerness to assist the client
119. Answer - A - Diversity training provides knowledge of differing cultures and insight into the cultural norms of a particular community. Knowledge of the importance of family, differences in frame of reference, and how mental health concerns are presented in a particular culture are all important pieces of diversity training. A degree in Asian culture is not necessary, nor is a recommendation from another therapist. An eagerness to assist the client would also be helpful, but diversity training is essential.
120. How often does a clinical supervisor need to meet with the counselors he/she is supervising?
   A. Once a week
   B. Every day
   C. Monthly
   D. Time varies state to state
120. Answer - D - Each state determines the number of hours a counselor needs to be supervised prior to licensing, as well as how often they must meet with their supervisor. To check on this in your state, contact the licensing division on the state website. Usually the supervisor and counselor meet at least monthly, with the supervisor assisting and consulting with the clients being seen.
121. When a counselor is seeing clients under supervision, what does the client need to know about the arrangement?
   A. How often the counselor meets with the supervisor
   B. That the counselor is being supervised and will be consulting with a licensed clinician to discuss client’s status
   C. The client does not need to know the counselor is being supervised
   D. Both A and B
121. Answer - B - The counselor will need to receive consent to release information from the client in most states in order to discuss counseling progress with the supervisor. It is important for clients to realize the counselor is being supervised by a licensed clinician and what this entails for the client. It is not necessary for the client to know how often the counselor meets with the supervisor, although they might ask.
122. A lead clinician might provide in-service training for counselors under their supervision. What types of training might be provided?
   A. Stress management techniques
   B. Group facilitation
   C. Wine tasting
   D. A and B
122. Answer: - D - Group facilitation is an important skill to learn and brush up on through the years, as counselors often lead groups in their practice. Stress management skills, for both the counselor to practice him/herself, or to teach to clients, are valuable skills as well. Wine tasting is best left to the personal preference of each counselor in their after work hours.
123. In diversity, or cultural awareness training, what subjects might be taught?
   A. Types of food each culture prefers
   B. Belief systems
   C. Geographic location of cultures of origin
   D. None of the above
123. Answer - B - Culture awareness training includes the cultural belief systems, style of communicating, world view of the culture (how life is seen as a whole), and other areas necessary for effective communication, understanding, and connection with a person from a particular culture. It may be of interest to know the geographical location of the culture of origin or their preferred foods, but not as vital to the counseling/client relationship perhaps.
124. The lead clinician notices several of the counselors within the organization are using EMDR (Eye Movement Desensitization and Reprocessing) in their work with clients. She is curious about whether this is an effective method. What can she do?
   A. Perform a data analysis of research in EMDR
   B. Read a bunch of articles
   C. Take an EMDR training class
   D. Nothing. She is very busy and the clients seem to be doing well.
124. Answer - A - By performing a data analysis of the research, the lead clinician can get an unbiased, research-based overview of EMDR as a method of treatment in clients. She may then observe the use of EMDR on clients and discuss the use of this method with the counselors to get a clear impression of the treatment within the organization.
125. Evaluating the performance of other counselors is an important aspect of supervision. What is an appropriate way to evaluate another counselor?

A. Ask the counselor’s clients what they think of him/her
B. Sit in on a session or videotape the session (with client permission)
C. Review client files for accuracy of paperwork and documented client progress
D. Both B and C
125. Answer - D - Depending on the type of evaluation, a lead clinician might ask to sit in on a session with a client’s permission or videotape the session for later viewing and skill development training. This decision would need to be made in respect to the client. If this would create discomfort and inhibit the counseling process, it may not be a viable option. Reviewing client files for accuracy and progress is a very necessary and expected process for the lead clinician.
126. What is quality assurance and control as it pertains to a clinical practice?
   A. It has to do with the air quality within the building
   B. Assuring the clients that the counselors are of good quality
   C. Ensuring all client files are accurate and up-to-date
   D. All of the above
126. Answer - C - Quality assurance and control in a clinical practice ensures all client files are accurate and up-to-date, with all necessary legal documents filled out and signed, treatment plans completed and signed by client and clinician, assessments have been entered into the file, any testing results are in place, progress or case notes are accurate and up-to-date, and client’s progress and any other clinical notes of concern are documented. This may be done by the clinic supervisor, a team of counselors, or a quality assurance team member.
127. When performing an evaluation on another counselor, a supervisor will look at what areas of performance?
   A. Time management skills
   B. Accurate and timely paperwork completion
   C. Progression toward client goals
   D. All of the above
127. Answer - D - In a clinic, all three areas are an important aspect of evaluation. The use of time management skills is a necessary component to managing the work load. If a counselor uses a large amount of time completing paperwork, there is either less time to see clients or the counselor is spending a large amount of overtime or personal time to complete the required case notes. The need for accurate and timely completion of paperwork is necessary for both quality assurance and refreshing the counselor’s memory prior to the next counseling session. Progression toward client goals is a vital area of evaluation. Clients need to make progress and see progress toward their goals in the counseling process or soon become discouraged.
128. A counselor is having a difficult time making progress with a client toward the goals initially determined in the treatment plan. What are some options available to rectify this concern?

A. Consultation with other counselors in the practice
B. Terminate working with the client
C. Asking another counselor to sit in on a session (with client permission)
D. A and C
128. Answer - D - When a counselor is not making progress with a client, many options are available to help resolve the issue. Most likely, a consultation with other counselors in the practice, including the lead counselor, may engender additional insights and ideas to move the client toward progression. If consultation is not helpful, another counselor may be asked to observe a session and provide feedback. Usually, terminating a relationship with the client is not the answer, unless it is determined, through much discussion with client and lead clinician, that another counselor would be a better fit for the client and his/her concern
129. A clinic is seeing an increase in people with a Major Depressive Disorder diagnosis. What might the lead clinician do about this?

A. Nothing; these disorders tend to be cyclic
B. Provide refresher training on accurate diagnosis and treatment for MDD
C. Bring this to the notice of other clinicians in the weekly meeting
D. Both B and C
129. Answer - D - A lead clinician might decide to provide refresher training on a particular diagnosis if counselors see an increase in this type of disorder or he may address it at a weekly clinical meeting, asking for feedback and opening it up for group discussion. No other action may need to be taken other than an observation of the increase. The lead clinician might also look into a community awareness program highlighting this disorder.
130. What is a community needs assessment?
   A. Assessing the variety of jobs that need filling in the community
   B. Gathering information about a community regarding strengths, resources, and areas for improvement
   C. Communities don’t need assessment, people do!
   D. A and C
130. Answer - B - A community needs assessment looks at the strengths and resources of a community in assisting its people in a variety of ways. The assessment might reveal plenty of health facilities, but a lack of transportation to get to the facilities. As needs are assessed, task forces may be created to address the issues of concern.
131. Why would a director of a counseling practice conduct a community needs assessment?

A. Curiosity
B. To match clinic services with community needs
C. To assist with the health and well-being of the community
D. B and C
A director of a counseling practice might conduct or be a part of a community needs assessment both to ensure clinic services are providing for the community’s mental health concerns, as well as assisting with the overall well-being of the community. The results of the assessment might determine offering additional services or replacing services not fully utilized with those that might be more needed.
132. A population within a clinic’s service area is not accessing mental health services, even when it is determined there is a need. An informal assessment reveals they do not have reliable transportation. What is one option to remedy this concern?

A. A satellite office in that area
B. An outreach program in the area
C. Ignore it
D. A and B
132. Answer - D - Although a satellite office may be an expensive solution, it may be viable, depending on the need and size of the population. A less expensive solution could be an outreach program, evening classes, or support groups held in local area churches or community buildings.
133. The lead clinician often determines which counselors see new clients. What factors determine placement?
   A. Counselor’s area of expertise; matched to presenting problem
   B. Age and gender of client
   C. Caseload of counselor
   D. All of the above
133. Answer - D - Many factors determine placement of new clients with a counselor. It is important for a good fit between client and counselor to achieve a healthy therapeutic alliance. The presenting problem and the counselor’s area of expertise might determine placement, as well as age and gender of client. Some female clients prefer seeing a female counselor; others may prefer a male counselor. A counselor’s caseload may determine placement as well. Adding to an already full caseload can create counselor burn out and a lessening of client success.
134. Professional ethics require a counselor to avoid dual relationships. What is a ‘dual relationship’?
   A. A concurrent relationship with a client
   B. Seeing more than one client in the same family
   C. Seeing a client who is also your accountant
   D. Both A and C
134. Answer - D - A concurrent, or dual, relationship is generally considered unethical for counselors. For example, counselors certainly should not engage in intimate relationships with clients, nor share social, activities, business dealings, or more other non-therapeutic interactions.
135. What are the demographic characteristics of the effective clinician?

A. Age and gender
B. Professional discipline (e.g., psychology, counseling, social work)
C. No-one knows exactly what makes an effective clinician.
D. Both A and B
Research does not provide much information about the relationship of clinician background to effectiveness. One interesting variable that has shown a correlation with outcome is the clinician’s perception of having difficulties during their own childhood. It is unclear if the outcome is due to other factors during this period.
136. Confidentiality is an important aspect of the therapeutic relationship. Why?
   A. It helps clients feel safe in treatment
   B. It encourages clients to share material that might be painful or embarrassing
   C. It helps clinicians trust the client
   D. Both A and B
136. Answer - D - Confidentiality is an important aspect of the therapeutic relationship because it helps the clients feel safe in treatment and encourages them to share sensitive material. It helps the client trust the clinician, not the other way around. At the same time, confidentiality has limits, for clients who are minors, who present a danger to themselves or others, or who have abused a child, an elderly person, or a disabled person.
137. Counselors have a responsibility to protect clients who threaten suicide or other form of physical harm to themselves. This is usually called ____________.
   A. Responsible reporting
   B. Duty to Warn
   C. Duty to respond to threats
   D. Breaking confidentiality
137. Answer - B - Duty to warn is the duty to protect clients who present a danger to themselves or others. The decision to break confidentiality is not an easy one and should be made with extreme care, consulting with a colleague or supervisor when faced with this issue.
138. Some personal characteristics of an effective clinician are listed below. What is NOT one?
   A. Friendly and likeable
   B. Realistic self-confidence and self-esteem
   C. Affirm rather than diminish others
   D. Active social life
138. Answer - D - Although an active social life might be enjoyable, as well as prevent stress, it is not one of the personal characteristics of an effective clinician. Having good interpersonal skills and qualities similar to what people most value in friends are characteristics that also make an effective clinician, such as being friendly and likeable, self-confident, healthy self-esteem, and the ability to affirm others rather than diminish them.
139. Clinicians tend to choose counseling approaches that are _________ their personality styles.
   A. Opposite of
   B. Unrelated to
   C. Compatible with
   D. None of the above
Clinicians choose approaches that are compatible with their personality styles. Erikson, the developmental psychologist, studies the relationship between a clinician’s preferred theoretical orientations and personality types. Findings suggested that those clinicians who like to think chose cognitive styles of approach, while those who were feeling types chose more affective approaches.
140. There is a high level of substance use in teens within your practice area. What might be developed to address this concern?
   A. Public awareness campaign against drug and alcohol use
   B. A teen support group
   C. A series of parenting classes addressing teen behavior
   D. All of the above
140. Answer - D - There are many different approaches to outreach, from creating an effective public awareness campaign to support groups, parenting classes, stress management seminars, teaching alternative behaviors, etc. The director of outreach programming would need to evaluate the demographics and concerns in the area before choosing one or several of these approaches.
141. When acting as a consultant to another counselor, what skills might be the most helpful?
   A. Active listening skills
   B. Organization skills
   C. Time management skills
   D. Relaxation skills
141. Answer - A - Active listening skills are very helpful skills to have when acting as a consultant. Active listening skills are usually characterized by paying attention, nodding, rephrasing, asking an occasional question, and being a good sounding board for the person who is talking.
People are said to be products of five different cultures. Two are inevitable culture sources (a culture of human biology and culture of ecology, which refers to the climates in which people live). Which is NOT one of the other three?

A. Racio-ethnic
B. Linguistic
C. Regional
D. National
142. Answer - B – “Linguistic” is NOT one of the five cultures. Language is often a common feature in a national (D) culture, and language may be an aspect of our ecological culture, or where we live. Language is also often one part of an ethnic (A) culture, along with practices, learning and style of living. But a specific language does not constitute one of the five distinct culture types.
143. Does the DSM-5 explain the causes of disorders?
   A. Yes
   B. For specific categories of disorders
   C. Only for disorders where the causes are well-known
   D. No
143. Answer - D - The DSM-5 does not attempt to explain the causes of disorders; it is strictly descriptive.
144. Which of the following is NOT true about standardized scores?
A. Standardized score scales allow comparison of different test scores for the same individual.
B. Standardized scores enable comparison of scores between or among different individuals.
C. Standardized scores indicate the individual’s distance from the mean in standard deviations
D. Standardized scores may be discontinuous and my employ units which are not equivalent
144. Answer: - D - Standardized scores are continuous, and the units they use are equal. Standardized scores do enable us to compare several different test scores for the same person (A). They allow normative or relative meaning which enables comparisons between or among individuals (B). They do express the distance of an individual’s score from the mean in terms of the particular standard score distribution’s standard deviation (C).
145. Which of these is NOT correct regarding standard scores?
A. We obtain a standard score by converting raw score distributions
B. A z-score is a type of standardized score which is commonly used.
C. An n-score is a type of standardized score that is commonly used.
D. A t-score is a type of standardized score that is commonly used.
145. Answer – C- An “n-score” is NOT a type of standardized score. Standardized scores are obtained by converting raw score distributions (A) into an accepted standardized format. The two most commonly used standardized scores are the z-score (B) and the t-score (D).
146. Which of the following is true regarding validity and reliability of tests?
   A. Validity is how consistent the test is.
   B. A test may be reliable but not valid.
   C. A test may be valid but not reliable
   D. Reliability is specific to the situation
146. Answer – B – A test may be reliable, meaning it is consistent and its results can be replicated, without being valid – meaning it does not test what it claims to test. Answer A is the definition of reliability, not validity. Answer C is not true: valid tests will normally be reliable (unless the variable being measured changes). Answer D is not true of reliability but is true of validity, which is situation-specific (i.e., a test can be valid for some purposes but not for others).
147. What about the term “insanity”? Where does it fit in?
A. It’s a legal term
B. It’s an exception
C. It’s an action word
D. I don’t know
147. Answer - A - Insanity is a legal term. It indicates that a person cannot be held responsible for his/her actions because of mental illness.
148. In establishing a therapeutic relationship, Sweeney has described seven actions that can be used in counseling to provide encouragement.  

A. Focus on what people are doing rather than evaluate their performance  
B. Focus on the effort rather than the outcome  
C. Focus on motivation from without (extrinsic), rather than within (intrinsic)  
D. Focus on what is positive rather than what is negative
148. Answer - C - Sweeney suggested a clinician focus on motivation from within (intrinsic), rather than without (extrinsic), not the other way around. His three other actions include focusing on behavior rather than the person, focusing on what is being learned rather than the lack of learning, and focusing on the present more than the past or future.
149. Which client characteristic seems unrelated to outcome?
   A. Intelligence
   B. Age
   C. Education
   D. Socioeconomic level
149. Answer - B - Age appears to be unrelated to outcome in therapeutic treatment. However, intelligence, education, and socioeconomic level all have an impact on successful outcome of treatment. In most treatment modalities, thinking skills, the ability to look at current and past behaviors, and to adapt during treatment are all important parts of the success of the outcome and with limited intelligence, this would be difficult. Education levels again would have an effect on many modalities depending on types of treatment used. Socioeconomic level may indicate other variables affecting outcome (i.e., transportation issues, payment, and cultural norms for entering therapy, to name a few).
150. Elena’s client admitted to drinking excessively at a party. Which of the following questions is most likely to have a negative impact on the client?
   A. How did you feel about that?
   B. What happened?
   C. What would you do differently next time?
   D. Why did you drink so much?
150. Answer - D - The question “why did you drink so much?” has an accusatory ring to it and can put the client on the defensive, closing down any further communication between client and clinician. “How did you feel about that?” elicits the client’s feelings about her actions and is nonjudgmental, likely leading to an exploration of her feelings behind the action of drinking excessively. “What happened?” is a general question asking for clarification and the client would go on with her narrative, perhaps giving background information and leading to more discussion. “What would you do differently next time?” allows the client to see drinking excessively as a behavior she can choose or not choose and would again lead to further conversation and insight into the behavior.
151. Clients with which of the following disorders are most likely to lack the ability to engage in the self-examination required by Adlerian therapy?
   A. Impulse control disorders
   B. Psychotic disorders
   C. Personality disorders
   D. Anxiety disorders
151. Answer - B - In depth self-examination requires logic, good cognitive functioning, and the ability to be free from hallucinations and other psychotic events. Impulse control and personality and anxiety disorders do not affect the ability to be present and focused on the tasks the Adlerian clinician asks the client to complete.
152. Which of the following is not an open question?
   A. What brought you here?
   B. How are things going?
   C. Did you have a good week?
   D. How did you react?
The question “did you have a good week?” allows the person to answer in a closed way, either yes or no, without giving any additional information and is thus not a good way to elicit information in an interview with a client. “What brought you here,” “how are things going,” and “how did you react” all require the client to answer in greater detail and brings in a depth to the interview.
153. People most likely to enjoy the energetic and interactive approach of REBT are those with which characteristics?
   A. Low self-esteem
   B. Highly motivated pragmatic, logical
   C. Fairly resilient, tough minded
   D. All but A
153. Answer - D - REBT (Rational Emotive Behavior Therapy) is a direct, somewhat confrontational approach to therapy. People who are externally oriented, intelligent, well-educated, and articulate do well with this modality.
154. A clinician can create a therapeutic alliance with their client by ________.
   A. Mutuality
   B. Genuineness
   C. Hope
   D. All of the above
154. Answer - D - All of the above. Mutuality is a feeling of shared warmth, affection, affirmation, and respect. Genuineness is giving the client clear, accurate, and honest yet sensitive messages. Having hope throughout the therapeutic process enables clients to persist in the hard work that is therapy.
155. There are five types of psychotherapeutic alliances. Which type focuses on shared goals and an agreement to engage in certain tasks to achieve those goals?

A. Transpersonal relationships  
B. I-You relationships  
C. Working alliances  
D. Reparative/developmentally needed relationships
155. Answer - C - The working alliance focuses on shared goals and an agreement to engage in certain tasks to achieve those goals. Transpersonal relationships communicate to the client the sense of therapy as a shared journey leading to personal growth. I-You relationships emphasize immediacy and mutuality in the therapeutic relationship, with the clinician serving as a role model. Reparative relationships are most often used with severely damaged clients and offers reparenting and nurturing in an effort to compensate for deprivation in an earlier relationship.
156. One aspect of role induction is ______________.
   A. Listening to the client
   B. Familiarizing the client with the nature of counseling
   C. Ensuring the room is set up properly
   D. None of the above
156. Answer - B - Familiarizing the client with the nature of counseling, with their responsibilities in this collaborative process, and with the kinds of changes that can realistically be expected from treatment is called role induction and can help both client and clinician view themselves as engaged in a common endeavor that is likely to succeed.
157. Duty to warn is an important part of professional ethics in therapy. What is not an aspect of duty to warn?
   A. Duty to protect others who are endangered by a client
   B. Duty to protect clients who threaten suicide or other forms of physical harm
   C. Duty to seek consultation from a colleague or supervisor when faced with an issue to break confidentiality
   D. Duty to warn client when the therapist will be on vacation
157. Answer - D - Duty to warn is the directive to protect clients and others from physical, mental, or emotional harm and in fulfilling those duties, a clinician may sometimes need to break confidentiality in order to report their concerns to those needing to know in order to prevent harm. As the decision to break confidentiality is usually an extremely difficult one to make due to the therapeutic alliance with the client, clinicians are encouraged to seek consultation with a colleague or a supervisor.
158. Which of these is an example of non-interactive research?
   A. Historical analysis
   B. Ethnography
   C. Case Study
   D. None of these
158. Answer - A – Historical analysis is analytical research done mainly via analysis of documents, and as such is not interactive in nature. Ethnographies (B) and case studies (C) are examples of interactive research conducted via interviews and observations. Both interactive and non-interactive research designs are qualitative research designs.
159. A critical component of the diagnostic interview includes which of the following?
   A. Family and social history
   B. Medical history
   C. Previous diagnoses
   D. All of the above
159. Answer - D - All of the above. Diagnostic interviews vary in length and content, but all include a family and social history, a medical background, and a list of previous diagnoses, if any. From there, depending on the type of clinician, other elements will be added, including current symptoms, lifestyle questions, drug use, etc.
160. When do clinicians need to refer clients to other professionals?
   A. When a possible underlying medical condition is discovered
   B. When additional concerns discovered are not within the clinician’s expertise
   C. When the clinician is having a bad day
   D. A and B
160. Answer - D - Clinicians need to refer clients to a health professional for medical assessment when a concern is brought up in this arena. Also, perhaps an underlying substance abuse issue has been disclosed and the client would benefit from attending a support group; referral to an appropriate agency or community group might be given.
161. There are many confounding variables that can threaten an experiment’s validity, but which of the following is a threat to both internal validity and external validity?

A. Attrition (mortality)
B. Instrumentation
C. Selection of subjects
D. Experimenter bias
161. Answer - C – Internal validity asks, “Did the treatment clearly cause the effect?” External validity asks the question “Can you generalize the results?” Thus the selection of subjects can affect both. Internal validity is compromised if comparison groups have different compositions (e.g., if they are not randomly selected), making it unclear if the outcome resulted simply from different kinds of persons in each group. Selection of subjects can also affect external validity if the subjects were not randomly selected, as the results may only apply to other similar individuals, such as college students, and cannot be generalized to the larger population. Attrition (A) would affect internal validity if subjects drop out of the study, since results could be very different without the continued presence of these subjects. External validity would not be as directly affected by attrition as internal validity. Instrumentation (B) would affect internal validity if the measurement instruments are inaccurate or are changed during the study, or if there are human recording errors. In these cases, instrumentation would be a confounding variable and it would be more pertinent to internal than external validity. Experimenter bias (D) could influence subjects’ responses, which would confound internal validity. External validity would be more confounded by subject reactions or lack of ecological validity if the setting circumstances of the study are so unusual that generalization is possible.
162. In assessing a client’s progress toward counseling goals, a clinician should __________.
   A. Ask the client how they are doing
   B. Refer to the treatment plan
   C. Ask other clinicians how they think the client is doing
   D. Not worry about assessing progress; it’s all about the journey
162. Answer - B - Referring to the initial treatment plan where treatment goals were determined is an excellent way to assess a client’s progress toward those goals. Is treatment on track or has therapy taken on a life of its own and wandered away from the initial treatment goals? A clinician might discuss these goals and progress toward them with the client as part of the therapeutic process, but would first refer to the treatment plan. Remember confidentiality
163. Many tests are available to assess client functioning. What is a reliable, valid test for assessing depression?
   A. The MMPI-TM2
   B. The QOLI
   C. The HTP
   D. The BDI
The BDI, or Beck Depression Inventory, has been extensively studied for content validity, concurrent validity, and construct validity. The MMPI-T is an empirically-based assessment of adult psychopathology. The QOLI is a quality of life inventory. The HTP, or the house-tree-person projective drawing technique, was designed to aid clinicians in obtaining information concerning an individual's sensitivity, maturity, flexibility, efficiency, degree of personality integration, and interaction with the environment.
The MBHI, or Million Behavioral Health Inventory, instrument is a brief self-report personality inventory designed to help the clinician assess the psychological coping factors related to the physical health care of adult medical patients. It is useful in:

A. Evaluation and screening of physically ill, injured, and surgical patients
B. Workers’ compensation evaluations to help assess stress-related claims
C. Evaluation and screening of individuals in specialty clinics or programs (e.g., pain, stress, headache)
D. All of the above
164. Answer - D - All of the above are ways the MBHI can be useful to help identify possible psychosomatic complications, help predict response to illness or treatment, help in the development of effective rehabilitation programs, or for those who have problems that may stem from a psychological disorder or an unidentified stressor.
165. One of the reasons bipolar disorder can be difficult to diagnose in a child under ten is that ________.
   A. The symptoms mimic or overlap ADHD
   B. Children under ten do not experience bipolar disorder
   C. Children under ten usually are very irritable anyway
   D. None of the above
In children, symptoms of bipolar disorder can be very similar to ADHD, or attention deficit hyperactivity disorder. For a child to be appropriately diagnosed, the clinician needs to listen carefully to the parental history of the child’s actions and behaviors in addition to utilizing assessments designed for children, not adults.
166. Common factors in effective treatment are __________.
   A. Acquiring insight and new understanding
   B. Developing new perceptions or views of one’s stressors or problems
   C. Enjoying the process of counseling
   D. Both A and B
166. Answer - D - Acquiring insight and new understanding into the self, as well as developing new perceptions or views to one’s problems are both common factors in effective treatment. Additional factors associated with client change are a belief that change is necessary and warmth and support from another person. Enjoying the process of counseling is not an indicator or factor in effective treatment.
167. In Brief Solution-Based therapy, the underlying theory is _____________.
A. Problems stem from the inability of the ego to suppress or moderate drives from the id.
B. A climate of acceptance and unconditional positive regard promotes self-esteem and facilitates client growth
C. Small behavioral changes lead to larger changes that have ripple effects on the whole system
D. People are self-determining and choose everything, including their thoughts, actions, and emotions.
167. Answer - C - Small behavioral changes leading to larger changes that have ripple effects on the whole system is the underlying theory of Brief Solution-based therapy. Answer A is the underlying theory of Brief Psychodynamic psychotherapy. Answer B is the underlying theory of Person-Centered therapy and answer D is the underlying theory for Reality therapy.
168. What are the four levels of data measurement used to determine the statistics used?
   A. Nominal, random, stratified, cluster
   B. Ordinal, purposeful, cluster, nominal
   C. Ratio, random, cluster, interval
   D. Nominal, ordinal, interval, ratio
168. Answer - D – In nominal measurement the numbers represent categories such as male and female. In ordinal measurement, the numbers show differences in magnitude, such as high to low or vice versa. In interval measurement the numbers have equal quantities throughout so that the interval between them is always the same, such as the interval between 10 and 11 being the same as the interval between 2 and 3, or in temperature scales such as Fahrenheit or Celsius. In ratio measurement the numbers are on a scale with a true zero and can be compared by ratios, such as 400 being twice as much as 200. Random stratified, cluster and purposeful (A), (B), (C) are types of sampling not types of measurement.
169. Who first established the trait-factor guidance approach?
   A. Jesse Davis
   B. Frank Parsons
   C. E.G. Williamson
   D. Clifford Beers
169. Answer - B – Frank Parsons established Boston’s Vocational Bureau in 1908 (the same year he died). In his book, *Choosing a Vocation* (published in 1909 after his death) he established the trait-factor guidance approach. Jesse Davis (A) was the first identified school counselor when he began working in a high school in Detroit in 1898. E.G. Williamson (C) modified Frank Parsons’ trait-factor approach in his book *How to Counsel Students*, published in 1939. Clifford Beers (D) published his book *A Mind that Found Itself* in 1908, exposing unethical and unhealthy conditions in mental health institutions of the time.
170. What is the differential diagnosis for Reactive Attachment Disorder according to the DSM-5?
   A. Schizophrenia
   B. Depression
   C. Pervasive Developmental Disorders
   D. Anxiety
170. Answer - C - Pervasive Developmental Disorder is one of several differential diagnoses for Reactive Attachment Disorder in children. Other possible diagnoses include Mental Retardation, Attention-Deficit/Hyperactivity Disorder, and Disruptive Behavior Disorders. Schizophrenia, Depression, and Anxiety are not part of a differential diagnosis for RAD.
171. A client states “It doesn’t matter what I do, nothing goes right for me.” This is an example of_________________ in cognitive therapy.
   A. All-or-nothing thinking
   B. Overgeneralization
   C. Catastrophizing
   D. Disqualifying the positive
171. Answer - B - Overgeneralization occurs when a person draws sweeping conclusions that are not justified by the evidence, as in the case of this statement. It is similar to all-or-nothing thinking, which is viewing a situation in terms of extremes such as “either I am completely good or completely bad.: Catastrophizing is predicting a negative outcome without considering other possibilities and disqualifying the positive focuses on only negative information, ignoring any positive input.
172. There are several techniques cognitive therapists use to elicit new cognitions in their clients. One of these techniques involves ______________.
   A. Going snow-skiing
   B. Jumping out of an airplane
   C. Activity scheduling
   D. Lying down when having troubling thoughts
172. Answer - C - Activity scheduling is used by clinicians to give people the opportunity to try out new behaviors and ways of thinking. It encourages them to remain active despite feelings of sadness or apprehension. Learning a new and interesting skill and having a good time can contribute to improved moods and clearer thinking. So perhaps snow-skiing or skydiving might be one of the activities scheduled!
173. Self-talk is a technique in which people repeat to themselves positive and encouraging phrases that they have identified as helpful many times a day. This technique is used in ____________ therapy.

A. Brief Psychodynamic therapy
B. Cognitive therapy
C. Jungian analytical therapy
D. This is not a technique used in therapy
Cognitive therapists might assign a person self-talk if they have low self-esteem or are used to hearing many negative messages, either externally or internally. Self-talk is closely related to affirmations, which is sort of a slogan that is positive and reinforcing. People can post these wherever they might be often seen, such as on the refrigerator or bathroom mirror.
174. What is the primary purpose of a strengths-based assessment?

A. To focus on the strengths of the client in all aspects of their life
B. To find a meaning to struggling
C. To create an awareness of how much clients have been through
D. To assist in choosing a method of treatment
174. Answer - A - The primary purpose of a strengths-based assessment is to focus on the strengths, accomplishments, achievements, talents, and uniqueness of a client. This not only enhances the client/clinician relationship, but also allows the client to hope for the possibility of change within themselves and/or their situation. A belief in the client and their strengths is essential for a true, strengths-based assessment.
175. Stress Inoculation Training (SIT) is a part of cognitive behavioral treatment. The therapist seeks to “immunize” a client from the adverse impact of stress by helping them successfully handle increasing levels of stress. There are three phases to this training. The first phase is ________________.

A. Problem identification
B. Conceptualization
C. Development of skills
D. Application and follow through
175. Answer - B - Conceptualization is the first phase in SIT training. The client and therapist develop a collaborative relationship and the client is taught about the nature of stress. The client’s thoughts on stress and past experiences with stressful situations are explored in depth. Skills Acquisition is the next phase where coping skills are taught and is followed by Application and Follow-through; the third phase in SIT training
176. When using Anchoring in treatment with a client, the clinician is attempting to create ____________
   A. A way to hold the client in his chair
   B. Planned positive responses to certain situations
   C. A metaphor for sailing
   D. Thought stopping procedures
Positive anchors can be created to help people reach their goals. Anchors can be planned or spontaneous, positive or negative, external or internal. An example of a positive, spontaneous, external anchor might be the smell of freshly baked cookies, which reminds the person of their grandma who used to bake cookies whenever they visited her. Anchors can occur in any of the sensory channels and can be used to promote positive responses.
177. Cognitive therapy is based on the finding that changes in __________ lead to changes in __________.
   A. Stress levels; the ability to sleep
   B. Hormones; thoughts
   C. Thinking; feeling and acting
   D. Believing; doing
177. Answer - C - Changes in thinking lead to changes in feeling and acting. These changes occur when a client and clinician develop a positive therapeutic alliance and focus on the present, although attention is paid to the past when it is indicated. Cognitive therapy uses a broad range of techniques and interventions to help people evaluate and change their cognitions.
178. Research has shown there are several characteristics of a successful client. Two of these characteristics are __________ and ______________.

A. Maturity and the capacity for relationships
B. Intelligence and trustworthiness
C. Sense of humor and adventure
D. Trusting and giving
178. Answer - A - Maturity and the capacity for relationships are two characteristics of a successful client. Clients who are mature are likely to make a commitment to treatment and follow through on task assignments. The capacity for relationships is an ability to invest energy and caring in personal relationships and have trust in others.
179. Three essential skills needed for a clinician are ________, ____________, and ____________.
   A. Organizational skills, listening skills, and patience
   B. The ability to structure time, team work, and clarity
   C. Time management skills, being alert, and able to clean
   D. Having respect for the client, encouraging optimism in seeking a realistic solution, and excellent communication skills.
179. Answer - D - While many of the other skills listed are necessary, having respect for the client, optimism in seeking a realistic solution, and excellent communication skills are essential for a skilled clinician. Respecting the client through verbal and nonverbal communication, for their value and belief systems, and for their strengths are all underlying traits that set the foundation for good clinical work. Sharing optimism with the client (even when the work is difficult) that a realistic solution will be reached gives the client the strength needed to continue.
180. To make a diagnosis of a Major Depressive Episode based on DSM-5 criteria, a client would need to have five or more symptoms, with at least one of the two necessary symptoms. Which symptom below is one of those two necessary symptoms?

A. Significant weight loss
B. Feelings of worthlessness
C. Markedly diminished interest or pleasure
D. Fatigue or loss of energy
180. Answer - C - A markedly diminished interest or pleasure in most all activities, or a depressed mood most of the day, nearly every day for two weeks, are necessary symptoms for a diagnosis of Major Depressive Episode, as long as one of those two are also accompanied by other symptoms of depression for a total of five or more symptoms.
181. What mental health diagnosis is most prevalent in children under age ten?

A. Obsessive-Compulsive Disorder (OCD)
B. Attention Deficit/Hyperactivity Disorder (ADHD)
C. Oppositional Defiant Disorder (ODD)
D. Major Depressive Disorder (MDD)
181. Answer - B - ADHD is still the leading diagnosed disorder in children, with boys four times more likely to receive the diagnosis than girls. The majority of children are not diagnosed with this disorder until school-age, most likely because of the greater confinements of sitting in a desk and paying attention for longer periods of time.
182. In couples therapy, the Dyadic Trust Scale ____________.
   A. Is an eight-item questionnaire
   B. Takes less than 3 minutes to take
   C. Focuses on trust between marriage partners
   D. All of the above
182. Answer - D - The Dyadic Trust Scale is an eight-item questionnaire that takes less than three minutes to fill out and focuses on the level of trust between marriage partners. Trust is seen as an important aspect in marital harmony and is usually defined as the belief in one person of the level of integrity in another.
183. In single parent families created by divorce, stressors for custodial parents include _____.
   A. Finances
   B. Social
   C. Parenting alone
   D. All of the above
183. Answer - D - All of the above. For custodial parents, finances, social life, and parenting alone are three stressors in the family. Child care concerns, co-parenting, and visitation rights also create stress on the custodial parent and the family.
184. Elderly couples are concerned about which of the following?
   A. Finances
   B. Physical health
   C. Memory loss
   D. All of the above
184. Answer - D - All of the above. Elderly couples are concerned about all three issues: finances, physical health of each other, and possible memory loss. They may also be concerned about being left alone when one spouse dies, needing additional care and leaving their home and neighborhood, and being able to remain as independent as possible.
185. One task of a new couple according to Carter and McGoldrick is to ____________.
   A. Develop personal autonomy
   B. Learn to share with partner
   C. Develop a support group
   D. Adjust to decreased energy
Answer - B - Learning to share with a partner is one of the major early tasks of a new couple. Developing personal autonomy is usually learned when a person leaves home for the first time, perhaps going to college or getting their first apartment, and developing a support group needs to be addressed whenever a person moves. Adjusting to decreased energy is usually a task for new parents.
186. “Informed Consent” in a counseling situations means__________.
   A. The clinician informs the client they will meet with them each week
   B. Outlines the clinician’s responsibilities to the client
   C. Outlines the client’s responsibilities to the clinician
   D. Both B and C
186. Answer - D - Both B and C. Informed consent is a “contract” between the clinician and the client, brought out and discussed in the first session, outlining both clinician and client responsibilities to the therapeutic process. Informed consent forms may vary from clinician to clinician, but usually include information about confidentiality, duty to warn, the clinician’s approach to therapy, and other “housekeeping” duties such as scheduling, after hours information, etc. Client responsibilities may include keeping appointments, agreeing to do assignments, or other elements the clinician believes are important enough to put in writing.
The process of terminating psychotherapy or counseling with a client typically occurs in one of three ways: Clinician’s choice, client’s choice or by mutual agreement. Why would a clinician terminate working with the client?

A. They are tired of working with the client
B. The clinician is experiencing life changes
C. They do not think the client is making progress
D. Clinician’s do not terminate counseling with a client
187. Answer - B - One likely reason why a clinician would end seeing a client is when they might be retiring from practice, leaving the agency, or making another life changes that would necessitate ending treatment. These decisions are not made lightly and usually engender a great deal of planning on the part of the clinician and the agency.
188. What does it usually mean when a clinician and client mutually agree to terminate treatment?

A. The client has made sufficient progress toward their goals
B. The client no longer is enjoying treatment
C. The clinician no longer wants to work with the client
D. None of the above
188. Answer - A - Usually, termination by mutual agreement occurs when clients and clinicians both believe that a client has made good progress toward goals and is ready to stop treatment, at least temporarily. Occasionally, clients and clinicians may both agree that treatment is not working and that a client would be more likely to benefit from another clinician or approach to treatment.
189. In referring to group behavior, what is a ‘norm’?
   A. The person that acts out the most
   B. An expected behavior
   C. The group’s behavior on a whole
   D. An unexpected behavior
189. Answer - B - A ‘norm’ is an expected behavior that is adhered to by members of the group. Norms are society’s definition of how we “should” behave. These norms differ from culture to culture and also from group to group within each culture.
190. Conforming to group pressure out of a need for acceptance and approval is called _____________.
   A. Norm Fruitation  
   B. Norm Conformation  
   C. Normative Social Influence  
   D. Normalization
190. Answer - C - The conformity to group pressure because of a need of acceptance and approval is referred to as Normative Social Influence. This can include such things as asking what everyone is wearing to a certain social function to giving in to destructive or illegal behaviors to maintain acceptance and approval.
191. Every culture has definite ‘norms.’ One that seems to include all cultures has to do with maintaining an appropriate distance between people. This distance is referred to as __________.
   A. Physical Space
   B. Interpersonal Distance
   C. Appropriate Distance
   D. Personal Space
191. Answer - D - The comfortable distance to maintain between people is known as Personal Space. This distance will vary from culture to culture. For instance, Americans seem to like twice as much distance as, say, the Chinese culture. The preferred interpersonal distance will differ according to the situation also.
192. Groups seem to have several influences on an individual; one such influence comes from the need for direction and information and the belief that the group has more knowledge than the individual. This is referred to as _________________.

A. Informational Social Influence
B. Individual Need Influence
C. Group Influence Need
D. None of the above
192. Answer - A - Have you ever bought a specific brand of anything (a cell phone, or ski equipment) because your friend recommended it? You conform not to gain their approval (Normative Social Influence), but because you assume they have more information than you. That is Informational Social Influence.
193. Attractive actors/actresses and popular sports stars are paid lots of money to endorse certain products because advertisers know that we want to be as cool, beautiful, or popular as they are. What is this major factor in conformity called?

A. Star Quality Groups
B. Reference Groups
C. Sky High Groups
D. Attractiveness Factor
193. Answer - B - Anyone we admire, like, or want to imitate is in this Reference Group. A funny thing about humans is that we think if we just wear the same kind of outfit, or use the same makeup, or buy the same type of sports shoes, we will be just as gorgeous, athletic, or as talented as our favorite star or personage.
194. What are the two major forms of social influence?
   A. Imitation, Acceptance
   B. Personal, Approval
   C. Conformity, Obedience
   D. Information, Responsibility
Conformity and obedience are the two major forms of social influence. When people understand all the factors involved in a situation they can use that knowledge to decide when obedience and/or conformity is appropriate and ethical. Conformity and obedience in the wrong group or portion of society can also be a major influence in the downfall of society.
195. One of the best ways to decrease destructive forms of obedience is by the assignment of _________________.
   A. Approval
   B. Imitation
   C. Obedience
   D. Responsibility
195. Answer - D - Research has found when participants are reminded that they will be held responsible for an outcome (harm to others - destruction of property), the destructive obedience is reduced sharply. Responsibility reminders in all actions help participants make their ‘own’ decisions instead of ‘group’ decisions.
196. What is Conformity?
   A. Going along with the group
   B. Changing one’s behavior because of real or imagined group pressure
   C. Doing what is popular at the time
   D. All of the above
196. Answer - D - Any one of the descriptions above fit conformity. When you conform (or change) your opinions, actions, or thinking to fit into or belong to a group of any size (remember two can be a group), you are giving in to ‘conformity.’
197. How do you decide why someone did something? It has been found that most people first try to figure out if the person acted as a result of internal or external causes. Harold Kelly gave three criteria for answering the internal-external question; can you find two of them below?
   A. Consistency, Fault
   B. Mind-set, Distinctiveness
   C. Unusual, Consensus
   D. Consistency, Consensus
The three criteria are Consistency, Consensus, and Distinctiveness. When all three are high, Harold Kelly says we tend to make External Attributions. But when consensus and distinctiveness are low and consistency is high, we tend to make Internal Attributions.
198. One error, or shortcut, to deciding internal/external attribution is so prevalent or basic that it is known as _____________.
    A. Situational Attribution Error
    B. Blaming the Victim
    C. Fundamental Attribution Error
    D. Any of the above
198. Answer - C - Fundamental Attribution Error is a mistake in judging the causes of others’ behavior that comes from the tendency to overestimate internal, personal factors and underestimate external, situational influences
199. There is a Saliency Bias associated with Attribution. Which statement below most closely describes the meaning?

A. Some personalities/behaviors are more noticeable than situational factors
B. Some people just look/act guilty, so you recognize that
C. It’s a kind of cause/effect behavior
D. There’s no such thing
199. Answer - A - Saliency Bias is the tendency to focus attention on vivid (salient) or more noticeable factors when explaining the causes of behavior. The fact that the more noticeable factors out show the situational factors help us to make quicker judgments. This leads to another factor called “Blaming the Victim.”
200. Arnold Gesell believed that
A. Development was genetically pre-ordained and realized through maturation.
B. Development was differentially influenced via environmental conditions
C. Development resulted from a combination of genetics and environment
D. Development could be realized via nature or nurture, depending on the individual
Arnold Gesell was a maturationist who believed that given a normal environment, a child’s growth and development were predetermined by genetic makeup. He felt that children developed in a predictable, orderly way, with little influence from the environment including the parents. A belief that development is most influenced by the environment (B) would be akin to the position of a behaviorist. There are many other theories which hold that development is the product of both nature and nurture (C), but Gesell’s was not one of them. The position that development is primarily influenced by either one or the other (D) would be unusual for most developmental theories, which tend to apply their beliefs about development more uniformly to the majority of human beings.