

## Cross-Cultural Psychology Quiz on Chapter 7

1. What is the name of the motivational theories that are based on an assumption that people seek to maintain optimal levels of arousal by actively changing their exposure to arousing stimuli?  
a. Psychoanalysis   b. Humanistic theories   c. Sociobiology  
d. Arousal theories   e. Cognitive theories
  
2. What do psychologists call the type of achievement motivation that directs a person to connect with others as his or her contribution is seen as beneficial to the members of a particular group or society in general?  
a. Collectivist instinct   b. Anti-selfishness   c. Drive  
d. Intrinsic motivation   e. Collectivist-success motivation
  
3. Most psychologists believe that, in general, achievement motivation is \_\_\_\_\_.  
a. an inborn trait   b. learned during childhood   c. learned during adulthood  
d. an instinct   e. an emotion, not motivation
  
4. The environmental approach to human sexuality asserts that social and cultural factors contribute to the development of homosexuality more than any other factors. However, the \_\_\_\_\_ approach asserts that homosexuality is primarily a function of biology.  
a. learning   b. choice theory   c. medical   d. therapeutic   e. genetic
  
5. While researching his theory of self-actualization, Maslow's sample consisted primarily of \_\_\_\_\_.  
a. Chinese and Japanese individuals   b. African-American and European-American individuals  
c. Asian Hispanic individuals   d. European and European-Americans individuals   e. Russian, French, and Hungarian individuals
  
6. When people are continuously given highly salted foods, they develop a liking for excessive salt.   T / F
  
7. Social needs are universal and direct human beings toward self-preservation. Biological needs direct people toward establishing and maintaining relationships.   T / F
  
8. Today, in Western cultures, body thinness is a major aspect of the definition of attractiveness, which increases perceived femininity.   T / F
  
9. In a large study, almost 30 percent of the respondents reported about their tendency to procrastinate. Half of them procrastinate for arousal reasons. They believe that they achieve better results when working under pressure. The other half is \_\_\_\_\_.
  
10. Psychoanalysis was developed primarily within the cultural environment of which culture?