

**Chapter 9–Multiple Choice**

1. This theory of behavior was tested by training dogs with a ringing bell.  
\*A) Classical conditioning  
B) Operant conditioning  
C) Essential conditioning  
D) Traditional conditioning
  2. This behavioral theory speaks to the nature of “voluntary” behaviors.  
A) Essential conditioning  
\*B) Operant conditioning  
C) Traditional conditioning  
D) Classical conditioning
  3. This behavioral theory is based on the admiration of mentors.  
A) Classical conditioning  
B) Operant conditioning  
C) Essential conditioning  
\*D) Modeling conditioning
  4. Of the following parts of one’s personality, which is thought to be the most greatly influenced to cope with stress?  
\*A) Values  
B) Attitudes  
C) Behaviors  
D) Perceptions
  5. This is the suggested order to make positive behavioral changes through the “behavioral modification model.”  
A) Denial, evaluate, awareness, desire, cognitive restructuring, substitution  
B) Denial, evaluate, desire, awareness, cognitive restructuring, substitution  
\*C) Denial, awareness, desire, cognitive restructuring, substitution, evaluate  
D) Denial, desire, awareness, cognitive restructuring, substitution, evaluate
  6. Assertiveness can best be described as:  
A) fundamental human rights.  
B) an expression of self-esteem.  
\*C) expressing personal rights and feelings.  
D) that which is neither passive nor aggressive.
  7. This behavior is an example of assertiveness.  
\*A) Responding to situations rather than reacting to them  
B) Posturing yourself in conversation with weight unequally distributed  
C) Manipulating factors in your environment to go in your favor  
D) Telling someone to “get lost” who accosts you in public
  8. Which of the following statements are true?  
A) Aggressive behavior is based on intimidation and manipulation.  
B) Passive behavior frequently results in feelings of victimization.  
C) People who express themselves assertively typically get their way.  
\*D) A and B  
E) B and C  
F) All of the above
  9. What aspect differentiates Prochaska’s Behavior Change Model from other models?  
A) The pre-contemplation stage  
\*B) The relapse stage  
C) The determination stage  
D) The maintenance stage
  10. This term is used in the field of psychology to describe the catalyst for unhealthy behavior.  
A) Precedent  
B) Precursor  
\*C) Antecedent  
D) Coda
- True or False**
11. With regard to behavior modification, instrumental values are those that are core to the meaning of our life. True
  12. Before a behavior can be changed, a person has to admit that indeed the behavior is undesirable. True