1. Advocates of the social influence theory of hypnosis are likely to argue that:
   A) hypnosis is a unique state of consciousness.
   B) hypnotized people are simply enacting the role of good hypnotic subjects.
   C) the process of dissociation best explains hypnotic phenomena.
   D) most hypnotized people are consciously faking hypnosis.
   E) hypnotic susceptibility is positively correlated with introversion.

2. Deep sleep appears to play an important role in:
   A) narcolepsy. B) sleep apnea. C) paradoxical sleep. D) posthypnotic amnesia. E) physical growth.

3. Consciousness is to unconsciousness as ______ is to ______.
   A) memory; dualism
   B) serial processing; parallel processing
   C) narcolepsy; sleep apnea
   D) latent content; manifest content
   E) delta wave; alpha wave

4. LSD is most likely to produce:

5. Alpha waves are associated with:
   A) REM sleep. B) Stage 2 sleep. C) Stage 3 sleep. D) Stage 4 sleep. E) a relaxed but awake state.

6. Hypnosis has been associated with quackery, thanks to the false claims made by:

7. Research on dreaming indicates that:
   A) some people are able to test their state of consciousness while dreaming.
   B) dreams cannot be confused with reality.
   C) about half the dreams reported by young men have sexual overtones.
   D) most dreams are unrelated to actual daily events.
   E) it is impossible to perceive color in dream images.

8. Sleepwalking may occur during:
   A) Stage 1 sleep. B) Stage 2 sleep. C) REM sleep. D) Stage 4 sleep. E) any stage of sleep.

9. Which of the following is bad advice for a person trying to overcome insomnia?
   A) Awaken at the same time every day even if you have had a restless night.
   B) Drink a glass of milk 15 minutes before bedtime.
   C) Avoid taking short naps during the day.
   D) Drink a glass of wine 15 minutes before bedtime.
   E) Don't engage in strenuous physical exercise just before bedtime.

10. The school of thought in psychology that systematically avoided the study of consciousness during the first half of the last century was:

11. Drug tolerance refers to the:
    A) absence of pain or anxiety following the use of a drug.
    B) loss of social inhibitions following drug use.
    C) discomfort and distress that follow the discontinued use of a drug.
    D) reduced effect of a drug resulting from its regular usage.
    E) belief that drug use should be legalized.

12. Paradoxical sleep is to slow-wave sleep as ______ sleep is to ______ sleep.
    A) REM; Stage 1  B) Stage 1; REM  C) REM; Stage 2  D) Stage 2; REM  E) REM; Stage 4

13. A brief 15- to 30-minute rush of euphoria followed by a crash of agitated depression is most closely associated with the use of:
    A) marijuana. B) cocaine. C) LSD. D) barbiturates. E) morphine.

14. Which of the following sleep disorders would be the most incapacitating for a commercial bus driver?
    A) night terrors B) insomnia C) sleepwalking D) narcolepsy E) sleep apnea

15. Mr. Dayton occasionally stops breathing while sleeping. He wakes up to snort air for a few seconds before falling back to sleep. Mrs. Dayton complains that her husband snores. Clearly, Mr. Dayton suffers from:
    A) sleep apnea. B) narcolepsy. C) insomnia. D) night terrors. E) aphasia.

16. Plato's belief that death involves the separation of the mind from the body is known as:
17. About three hours after he falls asleep, Bobby often sits up in bed screaming incoherently. His mother tries to awaken him, but with no success. His pulse races and he gasps for breath. The next morning, he remembers nothing. It appears that Bobby suffers from:
A) night terrors. B) narcolepsy. C) sleep spindles. D) sleep apnea. E) insomnia.

18. THC, the active ingredient in _______, is classified as a _______.
A) marijuana; hallucinogen B) marijuana; stimulant C) cocaine; stimulant D) cocaine; hallucinogen E) heroin; depressant

19. Nightmares are to _______ as night terrors are to _______.
A) REM sleep; Stage 4 sleep B) narcolepsy; sleep apnea C) delta waves; alpha waves D) Stage 4 sleep; Stage 1 sleep E) Stage 1 sleep; REM sleep

20. The large, slow brain waves associated with deep sleep are called:
A) alpha waves. B) beta waves. C) delta waves. D) theta waves E) sleep spindles.

21. When light strikes the retina, it signals the suprachiasmatic nucleus to alter ________ production by the pineal gland.
A) melatonin B) serotonin C) acetylcholine D) dopamine E) endorphin

22. The divided-consciousness theory of hypnosis states that hypnosis involves:
A) role playing. B) dissociation. C) age regression. D) motivational conflict E) obedience to authority.

23. Sleep apnea is a disorder involving:
A) the cessation of breathing during sleep. B) periodic uncontrollable attacks of overwhelming sleepiness. C) hypnagogic sensations of falling or floating weightlessly. D) the excessive use of sleeping pills or other sleep-inducing drugs. E) screams and panic during deep sleep.

24. Those who emphasize that mood fluctuations may be indicative of seasonal affective disorder are highlighting the importance of:
A) neuroadaptation B) animal magnetism. C) biological rhythms. D) narcolepsy. E) REM sleep.

25. Shane, a straight-A student, remembers dreaming that he failed an important chemistry test. According to Freud, Shane's account represents the ________ content of his dream.
A) paradoxical B) manifest C) delusional D) latent E) dissociated

26. As Inge recalled her dream, she was dancing with a tall, dark gentleman when suddenly the music shifted to loud rock and the man disappeared. According to Freud, Inge's account represents the ________ content of her dream.
A) paradoxical B) manifest C) latent D) hypnagogic E) hallucinatory

27. Forty-year-old Lance insists that he never dreams. Research suggests that he probably:
A) experiences very little REM sleep. B) would report a vivid dream if he were awakened during REM sleep. C) dreams during Stage 4 rather than during REM sleep. D) experiences more Stage 4 sleep than most people. E) passes through the sleep cycle much more rapidly than most people.

28. Which of the following drugs is classified as a stimulant?
A) marijuana B) morphine C) alcohol D) nicotine E) LSD

29. Alcohol consumption is ________ likely to make people more:

30. Freud called the remembered story line of a dream its ________ content.
A) manifest B) latent C) dissociated D) paradoxical E) delusional

31. One of the immediate effects of Ecstasy is:
A) increased appetite. B) dehydration. C) lethargy. D) pupil constriction. E) decreased blood pressure.

32. Sensory experiences that occur without a sensory stimulus are called:

33. The need to take larger and larger doses of a drug in order to experience its effects is an indication of:

34. Consciousness is:
A) the ability to solve problems, reason, and remember. B) the sudden and often novel realization of the solution to a problem. C) the process of organizing and interpreting sensory information. D) effortless encoding of incidental information into memory. E) our awareness of ourselves and our environment.
35. While Bev was hypnotized, her therapist suggested that during the next several days she would have a strong desire to eat well-balanced meals. The therapist was apparently making use of:

36. Twenty-eight-year-old Theodore has an irrational fear of dogs. His therapist hypnotizes him and asks him to mentally relive his earliest childhood experience with a dog. The therapist is making use of:

37. The belief that death involves the liberation of the soul from a bodily prison illustrates:

38. Which of the following is a psychedelic drug?
   A) LSD  B) cocaine  C) heroin  D) caffeine  E) nicotine

39. One theory suggests that the brain activity associated with ______ is helpful for developing and preserving neural pathways in the brain.
   A) night terrors  B) near-death experiences  C) sleep apnea  D) dreaming  E) Stage 4 sleep

40. Which of the following is the best advice for a person concerned about occasional insomnia?
   A) Relax and drink a glass of milk before bedtime.  
   B) Eat a big dinner late in the evening so you'll feel drowsy at bedtime.  
   C) Relax with a drink of your favorite alcoholic beverage just before bedtime.  
   D) Engage in some form of vigorous physical exercise shortly before bedtime.  
   E) Be sure to sleep later than usual once you do get to sleep.

41. At 3 o'clock in the morning, John has already slept for 4 hours. As long as his sleep continues, we can expect an increasing occurrence of:
   A) sleeptalking.  B) hypnagogic sensations.  C) muscle tension.  D) REM sleep.  E) Stage 4 sleep.

42. It has been found that night terrors:
   A) are usually recalled vividly for days following their occurrence.  
   B) are typically accompanied by a state of temporary muscular immobility or paralysis.  
   C) jolt the sleeper to a sudden state of full waking alertness.  
   D) typically occur during Stage 4 sleep.  
   E) involve the temporary inability to breathe.

43. After drinking three cans of beer, Akiva felt less guilty about the way he mistreated his wife and children. Akiva’s reduced guilt most likely resulted from the fact that his alcohol consumption has:
   A) reduced his sexual desire.  D) 
   B) destroyed some of his brain cells.  E) 
   C) reduced his self-awareness.  

44. Unconscious information processing is more likely than conscious processing to:
   A) occur slowly.  B) be limited in its capacity.  C) contribute to effective problem solving.  D) occur simultaneously on several parallel dimensions.  E) relate to childhood events.

45. Our inability to fall asleep early as we had planned, is most likely a reflection of:
   A) dissociation.  B) narcolepsy.  C) the circadian rhythm.  D) night terrors.  E) sleep apnea.

46. Which of the following is an amphetamine derivative that acts as a mild hallucinogen?

47. An altered state of consciousness in which people experience fantastic images and often feel separated from their bodies is most closely associated with the use of:
   A) heroin.  B) cocaine.  C) barbiturates.  D) marijuana.  E) LSD.

48. Under hypnosis, Mrs. Mohammed is encouraged by her therapist to vividly experience and describe the details of an argument she had with her father when she was a child. The therapist is employing a technique called:

49. Just prior to awakening Chinua from a hypnotic state, the therapist told him that during the next few days he would feel nauseous whenever he reached for a cigarette. Chinua’s therapist was attempting to make use of:

50. Which of the following provides the clearest indication of a drug addiction?
   A) physical dependence  B) hallucinations  C) narcolepsy  D) alpha waves  E) REM rebound

51. After sleeping for about an hour and a half, José enters a phase of paradoxical sleep. He is likely to:
   A) be easily awakened.  D) talk in his sleep.  
   B) have slower, more regular breathing.  E) have very relaxed muscles.  
   C) have slower brain waves.
52. Research indicates that memories retrieved during hypnosis are:
   A) forgotten again as soon as the person awakens from the hypnotic state.
   B) accurate recollections of information previously learned.
   C) experienced as being inaccurate even when they are true.
   D) often a combination of fact and fiction.
   E) often accurate indicators of childhood sexual abuse.

53. After Carlos had been asleep for about an hour and a half, his heart began to beat faster, his breathing became fast and irregular, and his closed eyes began
to dart back and forth. Carlos was most likely experiencing:
   A) Stage 4 sleep. B) REM sleep. C) narcolepsy. D) night terrors. E) sleep apnea.

54. Terry has not had a decent night of sleep in over a week. If this sleep deprivation continues, he will become increasingly susceptible to:

55. The discomfort and distress that follow the discontinued use of certain drugs is called:

56. Unpleasant withdrawal symptoms are indicative of:

57. The activation-synthesis theory best helps to explain why:
   A) most dreams are realistic portrayals of pleasant life events.
   B) dreams are accompanied by eye movements.
   C) dreams typically express unacceptable feelings in a symbolically disguised form.
   D) individuals with sleep apnea are unable to recall any of their dreams.
   E) people often experience sudden visual images during REM sleep.

58. Three hours after going to sleep, Shoshanna's heart rate increases, her breathing becomes more rapid, and her eyes move rapidly under her closed lids.
Research suggests that Shoshanna is:
   A) dreaming. B) entering the third stage of sleep. C) ready to sleepwalk.
   D) exhibiting a sleep spindle. E) experiencing a night terror.

59. By 1960, the study of consciousness had been revived by psychologists' renewed interest in:

60. Which of the following is true of alcohol?
   A) In large doses, it is a depressant; in small doses, it is a stimulant.
   B) In large doses, it is a stimulant; in small doses, it is a depressant.
   C) In large doses, it is a hallucinogen; in small doses, it is a depressant.
   D) In large doses, it is a stimulant; in small doses, it is a stimulant.
   E) In large doses, it is a depressant; in small doses, it is a depressant.

61. When people are experiencing vivid dreams:
   A) their bodies often move in accordance with what they dream.
   B) their eyes are likely to move under their closed eyelids.
   C) they are more likely to sleepwalk than during any other stage of sleep.
   D) their slow brainwave patterns indicate that they are deeply asleep.
   E) they intermittently stop breathing.

62. Studies of marijuana's effects indicate that:
   A) daily use of the drug is currently higher than it has ever been among high school seniors.
   B) regular users may achieve a high with less of the drug than occasional users.
   C) regular usage has no serious negative effects on physical health.
   D) usage consistently reduces feelings of anxiety and depression.
   E) marijuana is the most commonly used psychoactive drug in North America.