



**Choose the correct answer and put a circle round the corresponding letter.**

1. According to Jean Piaget's theory, what is the term for the process where an individual changes an existing schema to explain a new experience that does not fit their current knowledge?  
A) Assimilation      **B) Accommodation**      C) Objectification      D) Equilibrium
2. A child begins to use symbols (language, images) and demonstrates egocentrism. According to Piaget's stages, which developmental period are they in?  
A) Sensorimotor stage (0–2 years)      **B) Preoperational stage (2–7 years)**  
C) Concrete operational stage (7–11 years)      D) Formal operational stage (11+ years)
3. What is the fundamental difference between Piaget and Vygotsky regarding the role of social interaction in cognitive development?  
A) Piaget believes social interaction creates schemas, while Vygotsky believes it only tests them.  
B) Piaget believes development is purely biological, while Vygotsky ignores biology entirely.  
**C) Vygotsky asserts that social interactions create thinking processes, whereas Piaget sees them as a way to test and adjust existing schemas.**  
D) Both theorists agree that social interaction has no impact before the age of 7.
4. According to Erikson's theory, what characterizes the "Industry versus Inferiority" stage (ages 6 to 12)?  
A) Developing a sense of independence and control over physical skills.  
B) Learning to love unselfishly and connecting with others meaningfully.  
**C) Developing a sense of competence at a variety of tasks and school-related work.**  
D) Gaining wisdom through satisfaction with past life choices.
5. Which of the following is a major criticism mentioned regarding Erikson's fifth stage (Identity vs. Role Confusion)?  
A) It places too much emphasis on the role of culture in Japan versus the US.  
**B) It may be premature, as many adolescents fail to find their identity during this stage.**  
C) It focuses too much on elderly individuals rather than adolescents.  
D) It suggests that identity achievement only happens through parental foreclosure.
6. In James Marcia's theory, how is "Identity Foreclosure" defined?  
A) Exploring realistic options and making a firm commitment to a career path.  
B) Pausing all identity decisions to explore alternative choices for personal development.  
C) Engaging in a disorganized examination of choices leading to apathy and confusion.  
**D) Following the steps of others (usually parents) without examining any alternative paths.**
7. According to Piaget's Theory of Moral Development, what is the main difference between heteronomous and autonomous morality?  
A) Heteronomous morality views rules as flexible, while autonomous morality views them as set by adults.  
B) Heteronomous morality is for children over 10, while autonomous is for infants.  
**C) Heteronomous morality sees rules as externally imposed and unchangeable, while autonomous morality sees rules as negotiable and created cooperatively.**  
D) There is no difference; both stages believe punishment is the only way to determine right from wrong.
8. At Kohlberg's "Pre-conventional Reasoning" level, how is morality primarily determined?  
A) By the internal standards and values of the individual.  
**B) By the consequences of an action (reward and punishment) rather than inherent goodness.**  
C) By the need to meet the expectations of society and important people in one's life.  
D) By the universal principles of justice and human rights.
9. According to Pavlov's experiments, what happens to a "neutral stimulus" (like a bell) after it is repeatedly paired with an "unconditioned stimulus" (like meat powder)?  
A) It becomes a punisher that stops the behavior.  
**B) It becomes a conditioned stimulus that can prompt a response on its own.**  
C) It remains neutral and has no effect on the dog's behavior.  
D) It causes the dog to stop salivating entirely.

10. Thorndike's "Law of Effect" suggests that the likelihood of a behavior being repeated is primarily determined by:
- A) The internal conscious thoughts of the individual.
  - B) The number of times the behavior was ignored.
  - C) Whether the act is followed by a satisfying or unsatisfying change in the environment.**
  - D) The physical reflexes that occur before the brain processes the stimulus.
11. In a classroom setting, what is the best description of "negative reinforcement"?
- A) Giving a student a "star" or token for displaying good behavior.
  - B) Scolding a student or giving them extra work because they misbehaved.
  - C) Removing an unpleasant or aversive consequence (like an optional final exam) when a student shows a desired behavior.**
  - D) Ignoring a student's response until they provide the correct answer.
12. According to the Prototype Theory of Concept Formation, why might a person hesitate to classify a penguin as a bird?
- A) It does not follow the formal rules learned through instruction.
  - B) It lacks a strong family resemblance to a prototype, like a robin.**
  - C) The individual has never encountered a real-life exemplar of a penguin.
  - D) The concept of a bird is an ill-defined problem with no clear solution.
13. Which type of reasoning is being used when a student observes several black pigeons and concludes that all pigeons are black?
- A) Deductive reasoning
  - B) Metacognition
  - C) Inductive reasoning**
  - D) Problem solving
14. In the context of Transfer, which of the following is an example of negative transfer?
- A) Learning French more easily because you already know Spanish.
  - B) Applying a general rule to a specific problem to find a solution.
  - C) Thinking  $-30$  is larger than  $-10$  because  $30$  is greater than  $10$ .
  - D) Comparing a new animal to specific "exemplars" stored in memory.**
15. What is the main difference between a "prototype" and an "exemplar" in concept formation theories?
- A) A prototype is a real-life experience, while an exemplar is an abstract rule.
  - B) A prototype is an abstract mental representation, while exemplars are actual experienced examples.**
  - C) Exemplars are stored in long-term memory, but prototypes are only stored in working memory.
  - D) There is no difference; both terms describe the same cognitive process.
16. Which type of problem is characterized by having multiple solution strategies and more than one acceptable outcome, such as "solving world hunger"?
- A) Well-defined problem
  - B) Deductive problem
  - C) Ill-defined problem**
  - D) Positive transfer problem
17. If a student uses a general rule they already know to reach a specific conclusion, which type of reasoning are they applying?
- A) Inductive reasoning
  - B) Deductive reasoning**
  - C) Creative thinking
  - D) Negative transfer
18. Which of the following is the best example of "Intrinsic Motivation"?
- A) A student studying hard to avoid being punished by their parents.
  - B) A student completing an extra assignment to earn a higher grade.
  - C) A student persisting at a difficult puzzle because they are curious about the solution.**
  - D) A student following classroom rules only to receive a reward from the teacher.
19. According to Goal Theory, how does a "Mastery Goal" differ from a "Performance Goal"?
- A) A mastery goal focuses on social recognition, while a performance goal focuses on avoiding failure.
  - B) A mastery goal focuses on improvement and understanding, while a performance goal focuses on grades and competence.**
  - C) A mastery goal is driven by rewards, while a performance goal is driven by personal interest.
  - D) There is no difference; both goals prioritize achieving a specific end result like a high score.
20. According to the "Expectancy X Value Theory," what happens to a student's motivation if they find a task valuable but believe they have zero chance of succeeding?
- A) Motivation remains high because the value is the only thing that matters.
  - B) Motivation will be low or null because both expectancy and value are required.**
  - C) Motivation will increase as the student tries harder to overcome the difficulty.
  - D) The student will switch from intrinsic to extrinsic motivation.

**BEST WISHES**