

PSYCHOLOGY MOTIVATION, EMOTION, AND SOCIAL BEHAVIOR CONCEPTS PRACTICE TEST (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

Questions

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- 1. Which psychological need in Maslow's hierarchy represents the drive to feel competent?**
 - A. Love & Belonging Needs
 - B. Self Esteem Needs
 - C. Self-Actualization Needs
 - D. Self-Transcendence Needs
- 2. Which Big Five trait describes a person who is sociable and energetic?**
 - A. Extroversion
 - B. Agreeableness
 - C. Conscientiousness
 - D. Openness
- 3. Who conducted the Stanford Prison Experiment, a landmark study illustrating the effects of assigned roles on behavior?**
 - A. Phil Zimbardo
 - B. Stanley Milgram
 - C. Solomon Asch
 - D. B. F. Skinner
- 4. Which component is the interpretation of the physiological state while feeling emotions?**
 - A. Cognitive Component of Emotion
 - B. Motivation
 - C. Behavioral Component of Emotion
 - D. Prejudice
- 5. Which model emphasizes self-actualization and personal growth in its view of healthy personality?**
 - A. Humanistic Model of Personality
 - B. Behaviorist Model of Personality
 - C. Biological Model of Personality
 - D. Psychoanalytic Model of Personality

- 6. Which need is the higher-order Maslow need to do things for the aid of others?**
- A. Love & Belonging Needs
 - B. Self Esteem Needs
 - C. Self-Transcendence Needs
 - D. Self-Actualization Needs
- 7. Involuntary movements of the muscles; possible side effect of long-term use of antipsychotic drugs that target certain dopamine receptors.**
- A. Tardive Dyskinesia
 - B. Akathisia
 - C. Dystonia
 - D. Parkinsonism
- 8. Which theory explains motivation as being pulled by positive external motivators toward actions?**
- A. Drive Theory of Motivation
 - B. Maslow's Hierarchy of Needs
 - C. Arousal Theory of Motivation
 - D. Incentive Theory of Motivation
- 9. Which concept is the driving force that directs behavior toward achieving goals?**
- A. Incentive for Success
 - B. Polygraph Tests
 - C. Prejudice
 - D. Motivation
- 10. Which model would attribute personality primarily to conditioning and observational learning?**
- A. Humanistic Model of Personality
 - B. Socio-Cognitive Model of Personality
 - C. Biological Model of Personality
 - D. Behaviorist Model of Personality

Answers

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1. B
2. A
3. A
4. A
5. A
6. C
7. A
8. D
9. D
10. D

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Explanations

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1. Which psychological need in Maslow's hierarchy represents the drive to feel competent?

- A. Love & Belonging Needs
- B. Self Esteem Needs**
- C. Self-Actualization Needs
- D. Self-Transcendence Needs

In Maslow's hierarchy, the drive to feel competent falls under esteem needs. This level covers the desire for mastery, achievement, confidence, independence, and the respect or recognition of others. When people feel capable and earned approval, they're motivated by a sense of effectiveness and worth. This is different from love and belonging, which centers on close relationships and social acceptance; self-actualization, which focuses on realizing personal potential and growth; and self-transcendence, which involves going beyond the self to larger purposes. For example, a student who studies hard to master material and gain good feedback from teachers or peers is satisfying esteem needs by proving to themselves and others that they are capable.

2. Which Big Five trait describes a person who is sociable and energetic?

- A. Extroversion**
- B. Agreeableness
- C. Conscientiousness
- D. Openness

Extroversion is the Big Five trait that captures sociability and high energy in social contexts. People high in extroversion tend to enjoy interacting with others, feel energized by social engagement, and are typically talkative and lively. Describing someone as sociable and energetic fits this trait best because it centers on outward-facing interaction and a positive, energized presence in social situations. In contrast, agreeableness emphasizes warmth and cooperativeness, conscientiousness focuses on organization and reliability, and openness covers curiosity and imagination. So sociable and energetic aligns most directly with extroversion.

3. Who conducted the Stanford Prison Experiment, a landmark study illustrating the effects of assigned roles on behavior?

- A. Phil Zimbardo**
- B. Stanley Milgram
- C. Solomon Asch
- D. B. F. Skinner

The key idea is how assigned roles and the surrounding situation can powerfully shape how people behave. The Stanford Prison Experiment, conducted in 1971 at Stanford University, explored this by randomly assigning participants to be prisoners or guards in a mock prison. The guards quickly adopted authoritarian behaviors and the prisoners showed signs of stress and submission, and the study was stopped early because of ethical concerns and escalating harm. The person behind this influential study is Phil Zimbardo, who designed and led the experiment, making him the correct answer. Milgram conducted obedience to authority studies with shocking obedience in a different setup, Asch looked at conformity in perceptual judgments, and Skinner focused on operant conditioning and reinforcement—none of these are the Stanford Prison Experiment.

4. Which component is the interpretation of the physiological state while feeling emotions?

- A. Cognitive Component of Emotion**
- B. Motivation
- C. Behavioral Component of Emotion
- D. Prejudice

Interpreting physiological arousal through cognitive appraisal shapes our conscious emotion. When our body reacts—heart racing, sweaty palms—we use context, past experiences, and current situations to label what we're feeling. That labeling is the cognitive component: it turns raw bodily signals into a specific emotion, like fear or excitement, depending on how we interpret the cues. For instance, the same rapid heartbeat can be read as fear in a dark alley or as excitement at a concert, based on what's happening around us. The other parts of emotion play different roles: the behavioral component covers outward expressions and actions, motivation explains why we act, and prejudice is a social attitude not part of how we interpret emotion.

5. Which model emphasizes self-actualization and personal growth in its view of healthy personality?

- A. Humanistic Model of Personality**
- B. Behaviorist Model of Personality
- C. Biological Model of Personality
- D. Psychoanalytic Model of Personality

Self-actualization and personal growth are central to how some theories view a healthy personality. The humanistic approach holds that people are inherently motivated to develop, grow, and become their true selves. It focuses on subjective experience, self-concept, and authenticity, with growth possible when there is congruence between how we see ourselves and our experiences. Think of Maslow's idea of realizing one's potential and Carl Rogers's emphasis on unconditional positive regard and a supportive environment that helps a person become more authentic. This perspective stands apart from other models that explain personality through learned behaviors (environment shaping responses), biological factors (genetics and brain processes), or unconscious drives and early childhood conflicts. Therefore, the model that emphasizes self-actualization and personal growth is the humanistic model.

6. Which need is the higher-order Maslow need to do things for the aid of others?

- A. Love & Belonging Needs
- B. Self Esteem Needs
- C. Self-Transcendence Needs**
- D. Self-Actualization Needs

Self-transcendence represents a higher-level motivation that pushes people to go beyond personal needs and focus on something larger than themselves, such as helping others or pursuing a meaning bigger than individual goals. This makes it the best fit for doing things to aid others, because the drive is oriented outward toward the welfare of others or a greater cause rather than toward oneself. Love and belonging concerns social connections within groups, self-esteem is about respect and status for the individual, and self-actualization centers on realizing one's own potential; none of these primary motivations center on altruistic action for others as consistently as self-transcendence does.

7. Involuntary movements of the muscles; possible side effect of long-term use of antipsychotic drugs that target certain dopamine receptors.

A. Tardive Dyskinesia

B. Akathisia

C. Dystonia

D. Parkinsonism

Tardive dyskinesia is the movement issue associated with long-term use of antipsychotics that block dopamine receptors. When these drugs are taken for extended periods, the brain adjusts by making dopamine receptors more sensitive in the motor pathways, leading to involuntary, repetitive movements. These often show up as choreiform or jerky motions of the face, tongue, lips, and sometimes the limbs or torso, and they tend to appear after months or years of treatment. This condition can be persistent, and in some cases irreversible, which is why it stands out from other drug-induced movement disorders. Akathisia involves inner restlessness and an urge to move, usually appearing earlier in treatment. Dystonia is sustained muscle contractions causing abnormal postures, often acutely. Parkinsonism mimics Parkinson's disease with tremor, rigidity, and slowed movements.

8. Which theory explains motivation as being pulled by positive external motivators toward actions?

A. Drive Theory of Motivation

B. Maslow's Hierarchy of Needs

C. Arousal Theory of Motivation

D. Incentive Theory of Motivation

External rewards pull behavior toward actions. Incentive theory explains motivation as driven by external incentives—positive rewards or the avoidance of punishment—that attract us to perform certain behaviors. The idea is that the presence of a desirable outcome (like money, praise, or a good grade) acts as a pull toward the action, increasing the likelihood we'll do it. This differs from drive theory, which focuses on internal states that push us to reduce discomfort (like hunger or thirst); arousal theory emphasizes seeking the right level of stimulation; and Maslow's hierarchy centers on internal needs and self-actualization rather than external rewards. So when the question highlights being drawn by positive external motivators, incentive theory is the best fit.

9. Which concept is the driving force that directs behavior toward achieving goals?

A. Incentive for Success

B. Polygraph Tests

C. Prejudice

D. Motivation

Motivation is the energy and direction that drive behavior toward goals. It explains why someone starts an activity, how much effort they invest, and how long they persist, guiding choices along the way. Motivation can come from internal factors that make the activity feel worthwhile (intrinsic) or from external rewards or pressures (extrinsic), and together these forces shape goal-directed actions. This concept helps account for everyday behavior, like studying because it feels satisfying to learn, or working late to achieve a promotion. Other options don't capture this steering force: lie detectors assess deception, prejudice is an unfounded attitude, and an incentive for success is a type of motivator, not the overarching process that directs behavior toward goals.

10. Which model would attribute personality primarily to conditioning and observational learning?

- A. Humanistic Model of Personality
- B. Socio-Cognitive Model of Personality
- C. Biological Model of Personality
- D. Behaviorist Model of Personality**

Learning through conditioning and watching others shapes personality in the behaviorist view. This perspective holds that behaviors become stable patterns because of learning from the environment: classical conditioning links stimuli to responses, and operant conditioning uses reinforcement and punishment to shape what we do. Observational learning adds that people can acquire new behaviors by observing others and imitating them, especially when those modeled actions are reinforced or rewarded. So, when a question asks for attribution of personality primarily to conditioning and observational learning, the behaviorist approach is the best fit because it centers on how external experiences and modeled behavior mold consistent patterns over time. In contrast, humanistic theories emphasize personal growth and choice, biology points to genes and brain mechanisms, and socio-cognitive theories stress cognition and self-regulation—though observational learning can feature in social learning, the core emphasis on conditioning as the main driver aligns most closely with this model.

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Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

<https://psychmotivationemotionsocialbehavior.examzify.com>

We wish you the very best on your exam journey. You've got this!

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