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**CHS 384 psychological Basis of Health**

**TEST SAMPLE**

**I. Circle (T)rue or (F)alse:**

1. **T F** Relationship interdependence causes greater levels of influence between partners.
2. An innovation with a high relative advantage and high trialability is quickly adopted.
3. **T F** The Ego obeys the reality principle.
4. **T F** External reinforcement is the amount of value you place on an event or reinforcement that you received.

**II. Choose only one answer in each of the following questions:**

**1. According to the ………………… , rewards are exchanged by partners in a relationship & motivate continuation of the relationship.**

1. Social cognitive theory
2. Reciprocal Causation
3. Social exchange theory
4. a and c

**2. According to ……………………….. People influence the people and situations around them.**

1. Environmental theory.
2. Intrapersonal theories
3. Reciprocal Causation
4. Meta Information

**3. In the …………. Phase, the person is aware of the pros and cons of changing**

1. Precontemplation
2. Contemplation
3. Preparation
4. Action
5. Maintenance

**III. Match the items on the right to the items on the left.**

|  |  |
| --- | --- |
| **Fist Column** | **Second Column** |
| **1. Type A behavior pattern** ( ) | **a**. Product, Price, Place, Promotion |
| **2. Operant Learning ( )** | **b.** Warm, friendly, enjoys conversation. |
| **3. Extraversion** ( ) | **c.** Time urgency, orderliness, and hostility. |
| **4. Self-Efficacy ( )** | **d.** Positive and negative reinforcement |
| **5. Marketing principles** ( ) | **e.** The conviction that one can successfully execute the behavior required to produce the outcomes |

**IV. Answer the following question**

**-What are The 4 basic principles of Motivational Interviewing?**