

13. ANOTHER TERM FOR OPERANT CONDITIONING IS
- A. BEHAVIOR MODIFICATION
 - B. SOCIAL CONTROL
 - C. ENGINEERING OF THE SOCIAL AND BEHAVIORAL CONTRACT
 - D ALL OF THESE ARE EQUIVALENT TERMS
 - E. NONE OF THESE

14. WHICH ARE ACCURATE STATEMENTS?
- A. STRESS CAN BE POSITIVE AND LEAD TO PRODUCTIVITY
 - B. CAN BE DEADLY TO THE INDIVIDUAL, AND ULTIMATELY, HURT THE ORGANIZATION
 - C. NEITHER IS TRUE
 - D. BOTH ARE TRUE

15. You are rushing to class when a fellow student stops you and begins to discuss a personal problem. You want to break off the conversation so that you can get to class on time. You glance at your watch, but the other student keeps talking. You say "I've got to go. I'm going to be late for class." He continues. You turn and start to walk away, but the other student follows you and keeps talking as if he never received any of your verbal and nonverbal signals that the conversation must end. Which of the following concepts best explains the student's behavior?

- A. He has an external locus of control.
- B He is a low self-monitor.
- C. He has high self-efficacy.
- D. He has low self-esteem.
- E. He rates high on the agreeableness dimension.

16. Organizational culture rarely impacts organizational design. T/F

17. Motivation involves those psychological processes that cause the arousal, direction, and persistence of voluntary actions that are goal directed. T/F