

SELF-REGULATION

Kahneman's examples on planning fallacy illustrate that...

- a) ...people tend to underestimate time and other resources necessary for the completion of a task because they do not consider unexpected situations.
- b) ...people tend to underestimate time necessary for the completion of a task because they are overly optimistic about the best-case scenarios.
- c) ...people tend to underestimate time necessary for the completion of a task because they are overly optimistic about the worst-case scenarios.
- b) ...people tend to underestimate time necessary for the completion of a task because they are overly optimistic about the most likely scenarios.

'Availability heuristic' refers to the fact that our choices are biased by...

- a) ...the things we generally know and do not know about the alternatives.
- b) ...the things we generally know and do not know about the context.
- c) ...the information processed by our minds at the moment of choice.
- d) ...resources immediately available at the moment of choice.

According to behavioural economics, what is the best way to reduce the effect of planning fallacy in our estimations?

- a) Consider previous similar cases (success rate, average duration, average costs, etc.)
- b) Consider as many potential scenarios as possible
- c) Consider worst-case scenarios
- d) Consider all available resources in relation to potential future obstacles

Emotional, physiological and behavioural responses learned through classical and instrumental conditioning are automatic. However, this DOES NOT mean that...

- a) ...they can never be overridden by deliberate decisions.
- b) ...they are triggered without utilizing (and depleting) self-regulation resources.
- c) ...when triggered, it requires mobilizing self-regulation resources to stop them.

d) ...people may be unaware that they have been triggered.

In Pavlov's famous study on classical conditioning, dogs developed...

a) ...an automatic behavioural response to a previously neutral stimulus, which became a signal for instrumental action (obtaining food).

b) ...an automatic physiological response to a previously neutral stimulus, which became a signal of future reward (food).

c) ...an automatic behavioural as well as physiological response to a previously neutral stimulus, which became a complex motivational cue.

d) ...an automatic motivational response to a neutral stimulus, which became a replacement for a primary reward (food).

What is the main idea behind James Gross's model of emotion regulation?

a) We run a greater risk of giving in to undesirable emotional impulses when we process information about the emotional cue more thoroughly.

b) We run a lesser risk of giving in to undesirable emotional impulses when we process information about the emotional cue more thoroughly.

c) We run a lesser risk of giving in to undesirable emotional impulses when we face the emotional cue directly rather than running from it.

d) We run a lesser risk of giving in to undesirable emotional impulses when we change our thinking about the emotional cue rather than running from it.

Imagine your friend wants to lose weight but is a notorious chocolate-lover. Considering the current psychological models of emotion regulation and self-regulation presented in the lecture, which one is NOT a good piece of advice to offer?

a) Try to avoid chocolate and everything than reminds you of chocolate completely.

b) Learn how to prepare healthy foods that are delicious.

c) Every time you see chocolate, keep telling yourself: "No! I must resist! I must be strong!"

d) Every time you see chocolate, think of it as a rectangular artificial-looking object produced by mixing saturated fats with white sugar and cheap cocoa.

In the experiment involving emotional responses to a disgusting movie, J. Gross found differences in emotion expression between three groups of participants: a control group (no instruction), a cognitive reappraisal group (“Think about the movie in a way so that you feel nothing.”) and a direct suppression group (“Act in a way so that others think you feel nothing.”). What is the main implication of the study?

- a) Cognitive reappraisal and direct suppression of emotion are both equally effective strategies if you just want to keep concealing your emotions from others.
- b) Cognitive reappraisal is a better strategy of emotion regulation than direct suppression because it can actually prevent the emotion from being aroused.
- c) In certain cases, it may be actually better to be aware of your emotions than to be unaware of them.
- d) Direct suppression can actually be a worse strategy for concealing your emotions than no emotion regulation at all.

In her TED talk (video), Silvia Barcellos cites an example of a study involving choice between two types of snack: an apple (healthy choice) and a chocolate bar (unhealthy choice). What is the main implication of the study?

- a) People usually make sensible choices for the future but rarely go through with them when the time to act comes.
- b) People generally prefer less beneficial attractive alternatives to more beneficial but less attractive ones.
- c) People’s choices of immediate actions and goals differ from their choices of future actions and goals.
- d) People often make insensible immediate choices which were not previously planned.

What is the main finding produced by the entire body of research involving the ‘marshmallow test’ cited by Silvia Barcellos?

- a) Preschool children are not yet able to resist temptation and delay gratification because specific parts of their brains are still under development.
- b) People are more likely to yield to temptations when they think no one is watching.
- c) The ability to resist temptation at preschool age predicts successful functioning later in life.
- d) You cannot expect to do very well in your studies and lead a healthy lifestyle if you cannot even resist a marshmallow.

Based on the results of her own study, what is Silvia Barcellos's main advice for successfully achieving our future goals?

- a) We should save our mental energy (self-control resources).
- b) We should avoid temptations altogether.
- c) We should seek information on how self-control works and how it fails.
- d) We should set more realistic goals.

In the MOST GENERAL sense, what is the main principle of "self-control"?

- a) Overriding of conditioned responses through conscious intentions.
- b) Optimization of our choices and actions.
- c) Inhibition of automatic responses.
- d) Reduction of undesirable emotional responses.

Which of the following statements about Roy Baumeister's concepts of self-regulation resources and ego depletion is true?

- a) You cannot train your "self-control muscle" for studying through exercising because exercising and studying require different types of self-control.
- b) You can use up your immediate self-control resources without knowing it.
- c) If you train your "self-control muscle" through doing hard physical exercise just before you start studying for an exam, it will be easier for you to study.
- d) You cannot train your "self-control muscle" for studying through exercising because it will only deplete your self-regulation resources more.