There will be 3 of the following short answer/essay questions on the test in addition to a section of T/F and Multiple Choice questions.

1. List, Define, & explain the 4 Elements of the “4 Factor Model”.
2. List, Define, & provide an example for at least 5 of the Motives for Lying.
3. List, Define, & explain the 4 Dimensions the textbook authors outline as a model of Ethical Influence.
4. List, Define, & provide an example for 5 of the 7 “Forms of Motivational Appeals”
5. List, Define, & explain the elements of “Interpersonal Deception Theory”.