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Chapter 2
The Self in Human Relations

Test Bank

1. The _____ is the sum total of who and what you are.
   a. self-esteem
   b. self-awareness
   c. self-efficacy
   d. self

   Answer: d
   Topic: Self-Concept
   Learning Objective: 2.1: Explain the purpose of self-concept
   Question Type: Understanding
   Difficulty Level: Easy

2. Jason describes himself as a student who likes foreign films, thinks education is important, and is open-minded. Which of these descriptors is an example of a trait?
   a. Student
   b. Open-minded
   c. Likes foreign films
   d. Thinks education is important

   Answer: b
   Topic: Self-Concept
   Learning Objective: 2.1: Explain the purpose of self-concept
   Question Type: Apply
   Difficulty Level: Moderate

3. Jean describes herself as a student who likes to cook, thinks family is important, and is stubborn. Which of these descriptors is as example of a value or a belief?
   a. Student
   b. Likes to cook
   c. Thinks family is important
   d. Stubborn

   Answer: c
   Topic: Self-Concept
   Learning Objective: 2.1: Explain the purpose of self-concept
   Question Type: Apply
   Difficulty Level: Moderate

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4. To organize information about the self, we use
   a. self-esteem.
   b. self-concept.
   c. self-enhancement.
   d. self-esteem.

   Answer: b
   Topic: Self-Concept
   Learning Objective: 2.1: Explain the purpose of self-concept
   Question Type: Understanding
   Difficulty Level: Easy

5. Sandra's mother applauds her daughter's success in school, especially in chemistry, despite all of her involvement in extracurricular activities. She did comment, however, that Sandra waited until the last minute to study for her recent exam. According to self-verification theory, if Sandra perceives herself as a well-organized student who does well in school, which information from her mother is she LEAST likely to retain?
   a. Sandra is good in school.
   b. Sandra is good in chemistry.
   c. Sandra is involved in extracurricular activities.
   d. Sandra waited until the last minute to study.

   Answer: d
   Topic: Self-Concept
   Learning Objective: 2.1: Explain the purpose of self-concept
   Question Type: Apply
   Difficulty Level: Moderate

6. Since Nathan was a child, he has always considered himself a terrific singer. Parents and friends have reinforced his perceptions. After trying out for a national singing contest, the judges emphatically said NO! Which of the following concepts best explains why Nathan has a hard time believing the truth?
   a. The self
   b. Self-verification
   c. Self-concept
   d. Culture

   Answer: b
   Topic: Self-Concept
   Learning Objective: 2.1: Explain the purpose of self-concept
   Question Type: Apply
   Difficulty Level: Moderate

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7. The basic human need to feel good about ourselves is also known as
   a. possible selves.
   b. self-verification.
   c. self-concept.
   d. self-enhancement.

   Answer: d
   Topic: Self-Concept
   Learning Objective: 2.1: Explain the purpose of self-concept
   Question Type: Understanding
   Difficulty Level: Easy

8. In Kyle's future, he sees himself as a first-rate quarterback and practices every chance he gets. This perception of himself as a great quarterback is an example of
   a. self-concept.
   b. self-enhancement.
   c. possible self.
   d. self-esteem.

   Answer: c
   Topic: Self-Concept
   Learning Objective: 2.1: Explain the purpose of self-concept
   Question Type: Apply
   Difficulty Level: Moderate

9. Sandra's success in school comes from hours of study. Sandra knows if she doesn't study, the chances of getting a scholarship are slim. Instead of college, she'll continue working part time at a local fast food restaurant. The perception of knowing what can happen is
   a. self-concept.
   b. self-enhancement.
   c. possible self.
   d. self-esteem.

   Answer: c
   Topic: Self-Concept
   Learning Objective: 2.1: Explain the purpose of self-concept
   Question Type: Apply
   Difficulty Level: Moderate

10. People from individualistic cultures describe themselves
   a. in relation to others.
   b. distinct from others.
   c. only in abstract terms.
   d. interdependently.

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Answer: b
Topic: Self-Concept
Learning Objective: 2.1: Explain the purpose of self-concept
Question Type: Understanding
Difficulty Level: Easy

11. Jackie's description of himself involves connectedness to social groups (i.e., brother, member of the football team, etc.). He is probably from a _____ culture.
    a. individualistic
    b. collectivistic
    c. high power distance
    d. low power distance

    Answer: b
    Topic: Self-Concept
    Learning Objective: 2.1: Explain the purpose of self-concept
    Question Type: Understanding
    Difficulty Level: Easy

12. For individualists, self-concept descriptions are primarily
    a. personality traits.
    b. relationships with others.
    c. context-dependent.
    d. family oriented.

    Answer: a
    Topic: Self-Concept
    Learning Objective: 2.1: Explain the purpose of self-concept
    Question Type: Understanding
    Difficulty Level: Easy

13. _____ is/are the emotional component of the self.
    a. Self-concept
    b. Self-esteem
    c. Self-descriptors
    d. Possible self

    Answer: b
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

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14. According to Mark Leary, self-esteem
    a. describes positive and negative possible selves.
    b. is our tendency to seek out information consistent with our self-concept.
    c. acts as a gauge that measures the levels of acceptance a person feels.
    d. is a relatively stable set of beliefs you have about yourself.

    Answer: c
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

15. _____ suggests that self-esteem acts as a gauge or monitor that measures the level of acceptance a person feels from his or her environment.
    a. Social comparison
    b. Positive regard
    c. Self-efficacy
    d. Sociometer theory

    Answer: d
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

16. When relations are difficult or strained, or the individual is not feeling supported or accepted, the sociometer indicates
    a. high self-esteem.
    b. low self-esteem.
    c. an accurate self-concept.
    d. an inaccurate self-concept.

    Answer: b
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

17. Sociometer theory suggests that
    a. each relationship has its own sociometer.
    b. multiple relationships share the same sociometer.
    c. relationships seem uniformly positive or uniformly negative.
    d. sociometers are unrelated to self-esteem.

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Answer: a
Topic: Self-Esteem
Learning Objective: 2.2: Compare self-esteem to self-concept
Question Type: Understanding
Difficulty Level: Easy

18. According to Brown (1998), self-esteem can serve as a measure of our sense of meaning in life. This is also known as
    a. unconditional positive regard.
    b. mastery.
    c. self-concept.
    d. self-control.

    Answer: b
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

19. _____ involves giving positive regard and acceptance at all times and in all situations.
    a. Conditional positive regard
    b. Positive reinforcement
    c. Operant conditioning
    d. Unconditional positive regard

    Answer: d
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

20. On a recent shopping trip with his mother, Devin stole a candy bar from a local store. After Mom explained why she was disappointed, she also let him know she still loved him. This is an example of
    a. mastery.
    b. unconditional positive regard.
    c. conditional positive regard.
    d. self-efficacy.

    Answer: b
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Apply
    Difficulty Level: Moderate

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21. Marty's dad expresses his love and delight whenever Marty brings home good grades on his report cards. On those rare occasions Marty brings home bad grades, his dad expresses extreme disappointment, often refusing to talk to his son. According to Rogers, this is an example of
    a. mastery.
    b. unconditional positive regard.
    c. conditional positive regard.
    d. self-esteem.

    Answer: c
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Apply
    Difficulty Level: Moderate

22. Mrs. Meyers is worried about young Josh's grades and his lack of motivation. If she wants to encourage his success while assisting in the development of self-esteem, according to Rogers, the best strategy is
    a. unconditional positive regard.
    b. conditional positive regard.
    c. physical punishment.
    d. modeling good study habits.

    Answer: a
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Apply
    Difficulty Level: Moderate

23. Which of the following strategies can best influence self-esteem?
    a. Giving constant compliments regardless of performance
    b. Providing honest feedback and specific skills development
    c. Providing ego boosters
    d. Criticizing negative performance

    Answer: b
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

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24. Hillary wants to join the cheerleading squad but is concerned her skills aren't good enough. What is the best way her mom can encourage her?
    a. Reinforce her efforts no matter how small
    b. Provide honest feedback and help her find a dance coach
    c. Point out the mistakes in her tryout routine
    d. Provide constant praise

    Answer: b
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

25. Two types of self-esteem are
    a. stable and unstable.
    b. continuous and discontinuous.
    c. trait and state.
    d. specific and general.

    Answer: c
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

26. _____ is the type of self-esteem that fluctuates.
    a. State
    b. Trait
    c. Stable
    d. Personal

    Answer: a
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

27. Galen has always perceived himself as open-minded. This is an example of _____ self-esteem.
    a. state
    b. trait
    c. stable
    d. personal

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Answer: b
Topic: Self-Esteem
Learning Objective: 2.2: Compare self-esteem to self-concept
Question Type: Understanding
Difficulty Level: Easy

28. We all have a(n) _____ level or internal "set point" of self-esteem.
    a. state
    b. trait
    c. unstable
    d. baseline

    Answer: d
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

29. Mr. and Mrs. Connors are approaching retirement. Mrs. Connors is excited because during this time in her life she will be able to focus on gardening, volunteer work, painting, and her grandchildren. Mr. Connors is apprehensive because he will no longer be working at his much-loved job. The difference in their expectations for retirement may lie in the presence of
    a. possible selves.
    b. unconditional positive regard.
    c. culture.
    d. stress-related illness.

    Answer: a
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Apply
    Difficulty Level: Moderate

30. For _____, the path to self-esteem involves personal achievement.
    a. individualists
    b. collectivists
    c. men
    d. women

    Answer: a
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding

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Difficulty Level: Easy

31. For _____, self-esteem is achieved by acting in ways that support one's social groups.
    a. collectivists
    b. individualists
    c. cross-culturalists
    d. males

    Answer: a
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

32. Regardless of whether you are from an individualistic or a collectivistic culture, feeling good about oneself is derived from acting in ways that support cultural
    a. norms.
    b. self-concepts.
    c. emotions.
    d. selves.

    Answer: a
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

33. The extent to which we believe we are capable of achieving our goals is known as
    a. self-concept.
    b. self-esteem.
    c. possible self.
    d. self-efficacy.

    Answer: d
    Topic: Self-Efficacy
    Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
    Question Type: Understanding
    Difficulty Level: Easy

34. Morris has his heart set on going to graduate school. He has been motivated to work harder in classes and research. He has also been working after school to earn extra money. Through his actions, we can assume Morris is high in
    a. self-concept.
    b. self-efficacy.

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c. self-esteem.
d. collectivism.

Answer: b
Topic: Self-Efficacy
Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
Question Type: Apply
Difficulty Level: Moderate

35. Bandura believed children could be taught self-efficacy by
a. indiscriminate praise.
b. consistent but thoughtful criticism.
c. helping them set high but achievable goals.
d. helping them set such high goals that they cannot reach them.

Answer: c
Topic: Self-Efficacy
Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
Question Type: Understanding
Difficulty Level: Easy

36. According to Hughes and Demo (1989), African Americans who report having faced racial discrimination
a. have lower self-efficacy beliefs.
b. have the same self-efficacy beliefs as those who haven't faced racial discrimination.
c. have higher self-efficacy beliefs from overcoming adversity.
d. perform better in school.

Answer: a
Topic: Self-Efficacy
Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
Question Type: Understanding
Difficulty Level: Easy

37. In individualistic cultures, self-efficacy is achieved by mastery typically resulting from
a. collaborative efforts within the group.
b. successful control of the group.
c. interdependence.
d. valuing the relationships among group members over individual success.

Answer: b
Topic: Self-Efficacy
Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
Question Type: Understanding

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Difficulty Level: Easy

38. Asking the question "Who am I?" is most typical of
    a. self-efficacy.
    b. self-esteem.
    c. self-concept.
    d. self-verification.

    Answer: c
    Topic: Self-Efficacy
    Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
    Question Type: Understanding
    Difficulty Level: Easy

39. Aidan wants to be a competitive swimmer, so he asks his coach, "What can I do to be the best?" This question is most typical of
    a. self-efficacy.
    b. self-esteem.
    c. self-concept.
    d. self-verification.

    Answer: a
    Topic: Self-Efficacy
    Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
    Question Type: Understanding
    Difficulty Level: Easy

40. Chantal has been dating Eric for a year despite her parents' and friends' disapproval. She knows he is verbally abusive, but also thinks he truly loves her. She often asks herself, "Do I deserve better?" and "How valuable am I?" This last question is an example of
    a. self-efficacy.
    b. self-esteem.
    c. self-concept.
    d. self-loathing.

    Answer: b
    Topic: Self-Efficacy
    Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
    Question Type: Apply
    Difficulty Level: Moderate

41. Because Cheryl values her family more than personal success, we can say her behavior is more typical of a(n) _____ culture.
    a. individualistic

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b. collectivistic
c. high uncertainty avoidance
d. low uncertainty avoidance

Answer: b
Topic: Self-Efficacy
Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
Question Type: Understanding
Difficulty Level: Easy

42. In collectivistic cultures, social situations are perceived as opportunities to
a. influence and master others.
b. increase uncertainty avoidance.
c. decrease uncertainty avoidance.
d. develop or strengthen relationships.

Answer: d
Topic: Self-Efficacy
Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
Question Type: Understanding
Difficulty Level: Easy

43. Crystal is trying to decide whether she should take a job in a large city or a small town. While reflecting on the decision, she realizes she dislikes the fast-paced crowds and noise associated with cities and enjoys the quiet of slower towns. To make her decision, Crystal relied on
a. self-verification.
b. self-knowledge.
c. self-esteem.
d. self-speak.

Answer: b
Topic: Self-Efficacy
Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
Question Type: Apply
Difficulty Level: Moderate

44. Development of self-knowledge relies on continually
a. maintaining our self-concept even if it isn't accurate.
b. examining the accuracy of our self-concept.
c. considering all information from our self-concept, including inaccurate or outdated characteristics.
d. avoiding new information so that our self-concept remains stable.

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Answer: b
Topic: Developing Self-Knowledge
Learning Objective: 2.4: Describe the four pathways to self-knowledge
Question Type: Understanding
Difficulty Level: Easy

45. _____ involves evaluating yourself based on how you think you compare to others.
    a. Self-concept
    b. Self-verification
    c. Social comparison
    d. Social efficacy

    Answer: c
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Understanding
    Difficulty Level: Easy

46. Amanda is an avid quilter and has noticed her quilts are much nicer and more detailed than those of her peers. On a trip to a quilt museum, she noticed the work of other more advanced quilters was even more detailed than hers. Evaluating her work based on the work of peers and experts is known as
    a. self-assessment.
    b. social comparison.
    c. self-esteem.
    d. social efficacy.

    Answer: b
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Apply
    Difficulty Level: Moderate

47. Comparing ourselves to impossibly high standards can lead to
    a. higher self-esteem.
    b. improved self-efficacy.
    c. inaccurate perceptions of failure.
    d. improved social relations.

    Answer: c
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Understanding
    Difficulty Level: Easy

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48. Regardless of whether you are an individualist or a collectivist, when using social comparison to evaluate yourself objectively, it is important to compare yourself to others who
    a. know you.
    b. are better than you.
    c. who are similar than you.
    d. are unknown to you.

    Answer: c
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Understanding
    Difficulty Level: Easy

49. Tamara has lived away from home for several years and works as a critical care nurse at a local hospital. Tamara, her husband, and her coworkers believe she is a caring and nurturing person, yet her mother still sees Tamara as a selfish and immature teenager. Her mother's perception is an example of
    a. self-concept.
    b. self-presentation.
    c. obsolete information.
    d. symptomatic information.

    Answer: c
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Apply
    Difficulty Level: Moderate

50. The _____ is a visual representation of the parts of yourself that are known to you and known to others.
    a. self-concept
    b. Sahara door
    c. Johari Window
    d. chi square table

    Answer: c
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Understanding
    Difficulty Level: Easy

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51. In the Johari Window, the part of yourself that is known by you and also by others is the _____ area.
    a. open
    b. hidden
    c. blind
    d. unknown

    Answer: a
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Understanding
    Difficulty Level: Easy

52. In the Johari Window, the part of yourself that is known by you but not by others is the _____ area.
    a. open
    b. hidden
    c. blind
    d. unknown

    Answer: b
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Understanding
    Difficulty Level: Easy

53. In the Johari Window, the part of yourself that is hidden from you and from others is the _____ area.
    a. open
    b. hidden
    c. blind
    d. unknown

    Answer: d
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Understanding
    Difficulty Level: Easy

54. Brandon is unaware that he is short tempered and often overreacts to events around him, yet others see this behavior clearly. Which block in the Johari Window do these behaviors represent?
    a. open
    b. hidden

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c. blind
d. unknown

Answer: c
Topic: Developing Self-Knowledge
Learning Objective: 2.4: Describe the four pathways to self-knowledge
Question Type: Apply
Difficulty Level: Moderate

55. Typically, the strongest and most lasting relationships have _____ in the Johari Window.
a. small open areas
b. large hidden areas
c. large open areas
d. large unknown areas

Answer: c
Topic: Developing Self-Knowledge
Learning Objective: 2.4: Describe the four pathways to self-knowledge
Question Type: Understanding
Difficulty Level: Easy

56. Winston and Samantha have been married for 20 years. The Johari Window that represents their relationship has a large open area, which suggests
a. they are keeping secrets from one another.
b. there is trust.
c. they are cautious about what they will share with one another.
d. there are unaware of how they communicate with one another.

Answer: b
Topic: Developing Self-Knowledge
Learning Objective: 2.4: Describe the four pathways to self-knowledge
Question Type: Apply
Difficulty Level: Moderate

57. Which of the following strategies is useful in reducing the size of the blind area in a Johari Window?
a. Ignore feedback provided by others.
b. Reject feedback provided by others.
c. Ask for and be open to feedback from others.
d. Respond defensively to feedback from others.

Answer: c
Topic: Developing Self-Knowledge

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Learning Objective: 2.4: Describe the four pathways to self-knowledge
Question Type: Understanding
Difficulty Level: Easy

58. Becky presents a vivacious, bubbly personality when she is out with acquaintances but a more serious, subdued self when alone. Respectively, these two selves are called _____ and
    a. personality 1; personality 2.
    b. private self; public self.
    c. public self; private self.
    d. outward self; inward self.

    Answer: c
    Topic: How (and How Much) We Show Ourselves to Others
    Learning Objective: 2.5: Distinguish between the private self and the public self
    Question Type: Apply
    Difficulty Level: Moderate

59. When Chance goes dancing, he wears tight jeans and sleeveless shirts so his tattoos are clearly visible. However, he would never dream of dressing this way at the office. His change of clothing depending on the situation is an example of
    a. the private self.
    b. self-monitoring.
    c. personality dilemma.
    d. outward self.

    Answer: b
    Topic: How (and How Much) We Show Ourselves to Others
    Learning Objective: 2.5: Distinguish between the private self and the public self
    Question Type: Apply
    Difficulty Level: Moderate

60. _____ self-monitors rarely change their dress or persona from one situation to another.
    a. Low
    b. High
    c. Outward
    d. Inward

    Answer: a
    Topic: How (and How Much) We Show Ourselves to Others
    Learning Objective: 2.5: Distinguish between the private self and the public self
    Question Type: Understanding
    Difficulty Level: Easy

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61. There is a developmental change in self-monitoring. Compared to younger people, older people's scores on self-monitoring measures
    a. increase.
    b. decrease.
    c. become more stable.
    d. become less stable.

    Answer: b
    Topic: How (and How Much) We Show Ourselves to Others
    Learning Objective: 2.5: Distinguish between the private self and the public self
    Question Type: Understanding
    Difficulty Level: Easy

62. The best way to determine the success of your self-monitoring ability is to examine _____ and consider the effectiveness.
    a. others' abilities to self-monitor.
    b. the context and determine whether you should self-monitor.
    c. your own self-monitoring.
    d. your parents' self-monitoring.

    Answer: c
    Topic: How (and How Much) We Show Ourselves to Others
    Learning Objective: 2.5: Distinguish between the private self and the public self
    Question Type: Understanding
    Difficulty Level: Easy

63. Erikson's first stage of adult development, _____, involves establishing and maintaining close relationship with a life partner.
    a. identity vs. role confusion
    b. intimacy vs. isolation
    c. trust vs. mistrust
    d. generativity vs. stagnation

    Answer: b
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Understanding
    Difficulty Level: Easy

64. Fifteen-year-old Abby is secure and has a strong sense of self. According to Erikson, she has achieved
    a. intimacy.

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b. identity.
c. isolation.
d. generativity.

Answer: b
Topic: The Self Throughout Adulthood
Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
Question Type: Understanding
Difficulty Level: Easy

65. According to Erikson, before Marshall can develop intimacy with another person, he must have established his
a. identity.
b. integrity.
c. isolation.
d. generativity.

Answer: a
Topic: The Self Throughout Adulthood
Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
Question Type: Understanding
Difficulty Level: Easy

66. Evan and his wife, Julie, have two kids. Julie recently quit her stressful job as an accountant to stay home with the kids. She says this change in her life allows her to nurture the kids and help them develop their own identities. According to Erikson, Julie has resolved a conflict in which stage of adult development?
a. Identity vs. role confusion
b. Intimacy vs. isolation
c. Generativity vs. stagnation
d. Integrity vs. despair

Answer: c
Topic: The Self Throughout Adulthood
Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
Question Type: Apply
Difficulty Level: Moderate

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67. Middle-aged adults who do not meet the challenge of contributing to the next generation experience frustration and lack fulfillment. According to Erikson, these adults are experiencing
    a. role confusion.
    b. isolation.
    c. stagnation.
    d. despair.

    Answer: c
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Understanding
    Difficulty Level: Easy

68. According to Levinson's study of men from varying backgrounds, their lives are made up of a cycle of stable and _____ periods.
    a. intimate
    b. cross-cultural
    c. stagnate
    d. transitional

    Answer: d
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Understanding
    Difficulty Level: Easy

69. Forty-two-year-old Kristine is unhappy at work and at home and feels that many of the dreams she had for herself have been replaced with a boring job and a demanding family. According to Levinson, Kristine is probably experiencing
    a. early adult transition.
    b. isolation.
    c. generativity.
    d. a midlife crisis.

    Answer: d
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Apply
    Difficulty Level: Moderate

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70. A _____is defined as a group of people born at about the same time in history who share common experiences.
    a. cluster
    b. collective
    c. culture
    d. cohort

    Answer: d
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Understanding
    Difficulty Level: Easy

71. According to Gail Sheehy, adults can experience different roles in life during the
    a. Tryout Twenties
    b. Turbulent Thirties
    c. Flourishing Forties
    d. Middlescence

    Answer: a
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Understanding
    Difficulty Level: Easy

72. Aisha has been spending time reflecting on her life so far. This reflection has included examining her goals, values, and identity. According to Sheehy, Aisha is in the
    a. Tryout Twenties.
    b. Turbulent Thirties.
    c. Flourishing Forties.
    d. Middlescence.

    Answer: d
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Apply
    Difficulty Level: Moderate

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73. Catherine is a high-powered attorney working at a prestigious law firm and a mother of two small children. She recently came to the conclusion that she will not fulfill her dream of partner by age 40. According to Sheehy, giving up this dream is also known as a
    a. meaning crisis.
    b. shift from competing to connecting.
    c. midlife transition.
    d. stagnant choice.

    Answer: a
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Apply
    Difficulty Level: Moderate

74. Ron has given up on his dream to be a famous baseball player and has begun fulfilling the qualifications to be an accountant at his father's firm. According to Sheehy, recognizing the benefits of middle age can only occur when participants come to terms with the _____of their First Adulthood.
    a. little death
    b. birth
    c. midlife transition
    d. stagnant choice

    Answer: a
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Apply
    Difficulty Level: Moderate

75. The _____ is/are characterized by a sense of inner harmony, usually a result of a sense of living in a manner consistent with one's ideal self.
    a. Age of Mastery
    b. Flaming Fifties
    c. Serene Sixties
    d. Sage Seventies

    Answer: a
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Understanding
    Difficulty Level: Easy

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76. Penelope likes to think of herself as an honest and loyal person. When she tells lies to her friends and family, she justifies it by telling herself that she does it to avoid hurting their feelings. In order to maintain her self-concept, Penelope has to _____ the fact that she lies.
    a. verify
    b. enhance
    c. avoid
    d. translate

    Answer: d
    Topic: Self-Concept
    Learning Objective: 2.1: Explain the purpose of self-concept
    Question Type: Apply
    Difficulty Level: Moderate

77. During the self-verification process, the self-concept acts as a _____ by putting a positive spin on information.
    a. judge
    b. cheerleader
    c. partner
    d. guardian

    Answer: b
    Topic: Self-Concept
    Learning Objective: 2.1: Explain the purpose of self-concept
    Question Type: Understanding
    Difficulty Level: Easy

78. _____ differences in men and women are linked to gender differences in depression, emotional intelligence, and communication.
    a. Self-efficacy
    b. Self-concept
    c. Self-enhancement
    d. Self-knowledge

    Answer: b
    Topic: Self-Concept
    Learning Objective: 2.1: Explain the purpose of self-concept
    Question Type: Understanding
    Difficulty Level: Easy

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79. When neuroscientists studied the effects of collectivism and individualism on the brain, they asked participants to think about themselves, as well as how they feel about their mothers. When researchers compared the brain activity that occurred when individualist people thought about themselves to when they thought about their mother, the activity was
    a. different.
    b. slow.
    c. repetitive.
    d. aroused.

    Answer: a
    Topic: Self-Concept
    Learning Objective: 2.1: Explain the purpose of self-concept
    Question Type: Understanding
    Difficulty Level: Easy

80. According to Brené Brown, author of *The Gifts of Imperfection*, there is a link between meaning in life and
    a. self-monitoring.
    b. self-efficacy.
    c. self-esteem.
    d. self-concept.

    Answer: c
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

81. Oliver loves to write and he has gotten the opportunity to write a play for the local community theater. Although he is not being paid for his work, and he's not sure how successful the play will ultimately be, he enjoys working on it because he gets lost in the process. This is because writing the play is adding _____ to his life.
    a. meaning
    b. experience
    c. accolades
    d. positivity

    Answer: a
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Apply
    Difficulty Level: Moderate

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82. For boys, _____ is linked to academic performance, while for girls, it is linked to successful social behaviors.
    a. self-esteem
    b. self-concept
    c. self-control
    d. self-efficacy

    Answer: a
    Topic: Self-Esteem
    Learning Objective: 2.2: Compare self-esteem to self-concept
    Question Type: Understanding
    Difficulty Level: Easy

83. According to Wu (2009), individualists and collectivists do not differ in their levels of
    a. self-verification.
    b. self-enhancement.
    c. self-efficacy.
    d. self-concept.

    Answer: c
    Topic: Self-Efficacy
    Learning Objective: 2.3: Explain how self-efficacy differs from self-concept and self-esteem
    Question Type: Understanding
    Difficulty Level: Easy

84. According to Lee (2014), the more people uses Facebook, the more they engage in
    a. self-comparison.
    b. self-preservation.
    c. self-protection.
    d. self-efficacy.

    Answer: a
    Topic: Developing Self-Knowledge
    Learning Objective: 2.4: Describe the four pathways to self-knowledge
    Question Type: Understanding
    Difficulty Level: Easy

85. According to the textbook, the _____ is the puzzle of what-causes-what.
    a. Johari Window
    b. possible self
    c. sweet spot
    d. correlation–causation fallacy

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Answer: d
Topic: Developing Self-Knowledge
Learning Objective: 2.4: Describe the four pathways to self-knowledge
Question Type: Understanding
Difficulty Level: Easy

86. According to Wilson (2012), which of the following would cause Facebook users to be accurate in their profiles?
    a. Self-presentation
    b. Self-efficacy
    c. Self-verification
    d. Self-esteem

    Answer: c
    Topic: How (and How Much) We Show Ourselves to Others
    Learning Objective: 2.5: Distinguish between the private self and the public self
    Question Type: Understanding
    Difficulty Level: Easy

87. By the age of _____, Arnett notes, most Westerners have married and had their first child.
    a. 22
    b. 25
    c. 30
    d. 35

    Answer: c
    Topic: The Self Throughout Adulthood
    Learning Objective: 2.6: Analyze the similarities and differences among the theories of adult development
    Question Type: Understanding
    Difficulty Level: Easy

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