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Chapter 2
Perceptions of Self and Others: Who Am I? Who Are They?

Multiple Choice

1. Which of the following is not true of self-disclosure?
   a. It is the sharing of any information about yourself with another person.
   b. It should occur gradually over time, not all at once.
   c. It can be counterproductive if continued without reciprocation (self-disclosure from others).
   d. It requires trust.

   Answer: a
   Page: 43
   A-Head: Self-Disclosure: Revealing Yourself to Others

2. Perception is
   a. inherently, unavoidably selective
   b. shaped by our limited sensory capabilities
   c. the same as sensation
   d. both a and b

   Answer: d
   Page:31-32

   A-Head: Perception of Self and Others

3. Perception is
   a. something we are born with and cannot improve
   b. culturally influenced
   c. best when we trust our initial impulses
   d. based solely on nonverbal behavior

   Answer: b
   Page: 29-30
   Page:
   A-Head: Perception of Self and Others

4. Which of the following is not typically a characteristic of empathy?
   a. perspective taking

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b. emotional understanding
c. sharing the opinion of others
d. concern for others

Answer: c
Page: 51-52
Page:
A-Head: Practice Empathy

5. Stimuli that we attend to is influenced by
   a. the intensity of the stimuli
   b. the novelty of the stimuli
   c. the repetition of the stimuli
   d. all of the above

   Answer: d
   Page: 34

   A-Head: Selective Attention: Bombarded by Stimuli

6. Attribution is
   a. assigning causes to people's behavior
   b. influenced by the consistency of a person's behavior
   c. often incorrect because personal traits are assumed to cause bad behavior, whereas situations often influence behavior more strongly.
   d. all of the above

   Answer: d

   Page:35-36
   A-Head: Interpreting: Making Sense of Stimuli

7. Which of the following is true of prototypes?
   a. They unfairly attribute certain attributes to a person or event.
   b. They are generalizations about groups based on physical characteristics.
   c. They are the best example of a given phenomenon or person.
   d. They are a predictable sequence of events.

   Answer: c

   Page: 34
   A-Head: Prototypes: Best Case

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8. Body image is
   a. often distorted by both men and women
   b. a problem for many men because they want to look more muscular
   c. a problem for many women because they want to look much thinner
   d. all of the above

   Answer: d

   Page: 40-41
   A-Head: Perceptual Distortion: Body Image and Self-Esteem

9. Self-esteem is
   a. evaluative element of self-perception
   b.
   c. the sum of all your self-schemas
   d.
   e. describes your perception of self without attaching an evaluation to the perception
   f.
   g. none of the above

   Answer: d

   Page: 37
   A-Head: Self-Esteem: Evaluating Your Personal Identity

10. You do poorly on a speech in front of your classmates. You attribute your poor performance to "not enough time to prepare," even though you had three weeks to construct a 4-minute presentation. This is an example of
    a. fundamental attribution error
    b. negativity bias
    c. self-serving bias
    d. self-disclosure

    Answer: c

    Page: 41
    A-Head: Self-Serving Bias: Protecting Your Self-Esteem

11. Guidelines for appropriate self-disclosure include

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a. being sensitive to cultural differences regarding self-disclosure
b. self-disclosing all at once, not in dribs and drabs
c. self-disclosing when the other person rarely, if ever, discloses
d. self-disclosing whenever you feel the need

Answer: a

Page: 43-44
A-Head: Constructive Goals for Self-Disclosure

12. Self-concept is
a. the descriptive element of self-perception
b. the evaluative element of self-perception
c. the same as self-esteem
d. a social appraisal of ourselves compared to others

Answer: a

Page: 36
A-Head: Self-Concept: Influence of Others

13. Status and connection dimensions of conversations produce different expectations and communication patterns, such as
a. status produces a desire for interdependence and intimacy
b. status produces empowerment
c. connection produces cooperation and consensus-seeking
d. connection produces a competitive urge to control conversations

Answer: c

Page: 44-46
A-Head: Appropriate Self-Disclosure: When to Open Up; When to Shut Up

14. Self-perception
a. is relatively stable
b. is a social construction
c. influences behavior
d. is all of the above

Answer: d

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Page: 36
A-Head: Self-Esteem: Evaluating Your Personal Identity

15. Stereotyping is
    a. formulating the most representative or "best" example of something, such as Irishmen or Muslims
    b. always a negative view of others
    c. always an incorrect generalization about a group
    d. a generalization about a group and all the members that belong to that group

    Answer: d

    Page: pg. 34 & pg. 49
    A-Head: Stereotyping Others: The Dangers

16. How we view ourselves is best defined as
    a. self-serving bias
    b. self-esteem
    c. self-concept
    d. self-disclosure

    Answer: c

    Page: 36
    A-Head: Self-Esteem: Evaluating Your Personal Identity

17. Which of the following is not a part of perception?
    a. conceptualizing
    b. selecting
    c. organizing
    d. interpreting

    Answer: a

    Page: 31
    A-Head: Perception of Self and Others

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18. Richard lets the door slam in your face. You assume that Richard is rude, but in actuality he simply did not see you. You are guilty in this instance of what type of error?
    a. lack of empathy
    b. communication competence
    c. territoriality
    d. negativity bias

    Answer: d

    Page: 48
    A-Head: Negativity Bias: Agile, Funny, Compassionate, and FAT

True/False

19. Perception is the interpretation of data from our senses.

    Answer: T
    Page: 31
    A-Head: Perception of Self and Others

20. You are interviewed for a job. You have included five pages of outstanding accomplishments on your résumé and only one seemingly minor flaw in an otherwise-impressive record. Your interviewer, however, seems unfairly focused on your single blemish, ignoring your accomplishments. This is an example of the negativity bias.

    Answer: T

    Page: 48
    A-Head: Negativity Bias: Agile, Funny, Compassionate, and FAT

21. You're competing in a tennis championship and you lose in a final-set tie-breaker. You attribute your loss to bad officiating and distractions from crowd noise, not to your opponent's superior skill. This is an example of the self-serving bias.

    Answer: T

    Page: 41
    A-Head: Self-Serving Bias: Protecting Your Self-Esteem

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22. Self-disclosure is most effective in building a relationship when it is done all at once, not drawn out over time.

    Answer: F

    Page: 45-46
    A-Head: Appropriate Self-Disclosure: When to Open Up; When to Shut up

23. The primacy effect is the tendency to evaluate others more strongly on the basis of the most recent information or evidence available.

    Answer: F

    Page: 47
    A-Head: Self-Disclosure: Revealing Your Self to Others

24. Gaining self-knowledge is one of the constructive goals of self-disclosure.

    Answer: T

    Page: 43-44
    A-Head: Self-Disclosure: Revealing Your Self to Others

25. Stereotypes can magnify differences between two groups while exaggerating commonalities with a group.

    Answer: T

    Page: 34 & 49
    A-Head: Stereotypes: Generalizing About Groups

26. Perception is a biased process

    Answer: T

    Page: 36
    A-Head: Perception of Self and Others

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27. A prototype is the best example of a given class of individuals.

    Answer: T

    Page: 34
    A-Head: Prototypes: Best Case

28. Stereotypes are negative and should be avoided.

    Answer: F

    Page: 34 & 49
    A-Head: Stereotypes: Generalizing About Groups

29. Self-concept is constantly shifting for most of an individual's adult life.

    Answer: F

    Page: 36
    A-Head: Self-Concept: Influence of Others

30. The ideal body image is a standard that has not changed for hundreds of years.

    Answer: F

    Page: 40-41
    A-Head: Perceptual Distortion: Body Image and Self-Esteem

31. Body images issues are only a problem for women. Men are not concerned about body image.

    Answer: F

    Page: 41
    A-Head: Perceptual Distortion: Body Image and Self-Esteem

32. Reflected appraisal is evaluating yourself by comparing yourself to other people.

    Answer: F

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Page: 37
A-Head: Influences on Self-Esteem: Appraisals, Comparisons, and Contingencies

33. Low self-esteem is a common problem in the United States.

Answer: F

Page: 41
A-Head: Perceptual Distortion: Body Image and Self-Esteem
Self-Esteem Issues: Too Little or too Much?

34. First impressions can be accurate in certain circumstances.

Answer: T

Page: 47-48
A-Head: First Impressions: You Never Get a Second Chance

35. Our tendency to emphasize our accomplishments and downplay or deflect our shortcomings and failures is common.

Answer: T
Page: 41-42
A-Head: Self-Serving Bias: Protecting Your Self-Esteem

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