Peak Performance Success in College and Beyond 10th edition Ferrett Test Bank

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Chapter 02 Test Bank

Student: _____

1. When someone sees opportunity in a setback, they are being
A. responsible.
B. honest.
C. engaged.
D. resilient.

2. Which of the following statement is *not* true regarding habits?
A. They are the behaviors and activities you perform unconsciously.
B. They are a result of frequent repetition.
C. They can be deliberately designed.
D. They always require conscious thought.

3. Food or feelings of belonging are both examples of what part of habit building?
A. Trigger
B. Behavior
C. Reward
D. Desire

4. When working to overcome resistance to change in one's familiarity and comfort level, it is important to
A. be open to trying new ideas and methods.
B. avoid boiled-frog syndrome.
C. be realistic.
D. embrace the unknown.

5. According to a survey by Accountemps, peak performance in the workplace most depends on one's
A. ability to show up on time.
B. educational background.
C. ability to adapt easily to change.
D. job skills learned in internships.

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6. Thoughts become habits because
A. they wear a path in the neurons of your brain.
B. more thoughts lead to deeper awareness.
C. visualization is the key to developing habits.
D. they start small.

7. Which of the following elements of the Habit Cycle will create a lasting habit?
A. Trigger
B. Vision
C. Method
D. Practice

8. Warren is preparing to take the GRE and hating every minute of it. He knows he needs to do well on the exam to get into the graduate school he would like to attend, which will help him to network with people and find the type of job he wants. He continues to make time to study. Warren has a habit of being
A. grateful.
B. disciplined.
C. engaged.
D. responsible.

9. Natalie was late for class and could not find her shoes. She got very frustrated and threw things out of her way as she searched. When she got home later that night her roommate had a discussion with her about keeping their room clean. Natalie needs to be more
A. responsible.
B. creative in solving problems.
C. supportive.
D. disciplined.

10. Henry has many bad habits he would like to change to improve his health. To avoid becoming discouraged, Henry needs to realize he must
A. develop specific goals.
B. be willing to change.
C. change only one habit at a time.
D. start small.

11. Kyle wants to improve his health. Which of the following is *most* likely to lead to real change?
A. Kyle will increase exercise and eat less.
B. Kyle will exercise twice a week and stop eating junk food.
C. Kyle will lose 40 lbs. in six months.
D. Kyle will ride his bike for 30 minutes 4 times a week and eat 2000 calories a day.

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12. Based on the research of Accountemps, a temporary staffing service for accounting professionals, 1,400 executives ranked which characteristic as essential for an employee to succeed?
A. Dependable
B. Creative problem solver
C. Motivated to learn new skills
D. Team player

13. Alan has an extremely messy desk, which has hampered his ability to find important documents when he needs them. He knows he needs to be better about keeping his files and papers organized, but he just never gets around to this in his busy day. Which habit of a peak performer should he focus on applying to improve his work performance?
A. Responsibility
B. Willingness to learn
C. Creative problem solving
D. Discipline

14. Zach complains a lot at work. A review of his work performance would likely indicate that he needs to improve in which area?
A. Organization
B. Problem solving
C. Collaboration
D. Professional development plan

15. Benjamin Franklin said, "Anger always has its reasons, but seldom good ones." Which scenario below demonstrates one of those rare situations, according the Franklin, in which a display of anger might be a useful response?
A. A professor yelled at her students for not paying attention in class.
B. Francine yelled at her little sister to stop her from touching a hot stove.
C. Annie told off a peer who did let her down by not showing up for a group presentation.
D. Brandon had choice words for his professor when he got an F on his paper.

16. Jack has been acting since he was in fifth grade but has recently decided to pursue it as a career. Two years ago, Phoebe, a prominent local theater director, cast Jack in a play where he missed the final performance because he overslept. Now Jack needs a recommendation to get into a training program, but Phoebe has declined to write one for him. Which of the following statements best describes why this is happening to Jack?
A. Phoebe lacks the power to forgive.
B. Phoebe is focused on the negative.
C. Jack's failure to be responsible in the past has hurt his future.
D. Jack has not shown proper gratitude.

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17. Jason tends to befriend people he can learn from, network with, or collaborate with. He barely makes time for his family, and shuns others who try to connect with him if they have nothing to offer him in achieving his life's goals. Jason needs to become more
A. grateful to have friends.
B. engaged with people.
C. positive in his attitude with people.
D. supportive to people who do not share common goals.

18. Melissa has decided that she wants to manage her stress better, since it seems to be interfering with her sleep and her relationships. She has noticed that her friends Allison and Ryan never seem stressed out. Melissa assumes that this is because they stop working at a set time every night, so she adopts the same principle. Melissa is able to follow this principle for a couple of weeks, but when she is given an unexpected assignment, she finds herself unable to stop working at the appointed stop time. She reasons that not completing the work actually makes her more stressed out, so she abandons the rule altogether. Which step of the Adult Learning Cycle was missing in Melissa's plan?
A. Relate
B. Observe
C. Reflect
D. Do

19. Frederick was passed over for a position he applied for in his company's overseas division. In response he has identified three skill areas he would like to develop further in order to achieve his goal: 1) presentation development and delivery, 2) program management oversight, 3) leadership development. In order to achieve his goal, his first step should be to
A. start small.
B. apply the Adult Learning Cycle.
C. practice.
D. decide to break old patterns.

20. Most people _____ change.
A. embrace
B. resist
C. gravitate towards
D. fear

21. Which of the following is true about habits?
A. Habits cannot be unlearned.
B. Habits are inherited.
C. Habits are learned.
D. Developing habits requires only intellectual awareness.

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22. Positive thinking is not wishful thinking; it is rational, _____ thinking.
A. disciplined
B. controlled
C. logical
D. hopeful

23. Critical thinking involves
A. postponing the inevitable.
B. ignoring things that might be difficult.
C. actively complaining in order to get things done.
D. being focused.

24. Discipline demands
A. mental conditioning above all else.
B. physical conditioning above all else.
C. planning.
D. little effort.

25. Lasting change requires
A. desire.
B. realistic dreams.
C. acceptance of one's shortcomings.
D. time.

26. To be a creative problem solver you must
A. know where you want to go and set realistic goals to get there.
B. stand true to your current beliefs.
C. realize when you have been defeated.
D. accept that your opinion does not count.

27. Our attitudes
A. do not influence our relationships.
B. influence how we see ourselves.
C. are unrelated to our interactions with the world in general.
D. must be accepted.

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28. Which of the following is considered one of the three main elements of building a habit?
A. Trigger
B. Patience
C. Understanding
D. Empathy

29. Which of the following statements is true?
A. You can tackle as many habits as you want when focusing on replacing old behaviors with new ones that work better.
B. We should allow ourselves at least a month to adjust to a new habit. If we fall short one day, we should try something new to replace the old habit.
C. When dealing with difficulty in changing one's negative habits, one should: 1) Discard what doesn't work, 2) practice, and 3) build in rewards.
D. Tenley just earned a political science degree and accepted a position at a law firm she admires. She would like to be a partner of the law firm one day but first needs to go to law school. Tenley is engaged in setting specific goals.

30. Research indicates that successful students
A. study consistently if in groups.
B. sit near the rear row of the classroom.
C. are usually on time.
D. sit in the front row.

31. Statements such as "I wish I could get better grades" and "I hope I can study more" are
A. too general and only help you continue bad habits.
B. specific enough to help you measure your achievement.
C. useful in demonstrating the beginning of good habits.
D. indicators of model behavior.

32. Neuroscience research has shown that people are more successful in college when they
A. are married.
B. are more positive.
C. have specific goals in mind.
D. are challenged.

33. To be engaged means all of the following *except*
A. Sitting back and letting life happen.
B. Being active.
C. Contributing.
D. Being useful.

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34. When considering making changes to your habits, which of the following can lead to positive change?
A. Being a little less organized.
B. Spending a lot of time supporting others.
C. Finding ways to be kind.
D. Resisting change.

35. Katie has been an elementary school teacher for the last 10 years. She is thinking about going back to school to become a computer programmer; however, she is not sure if it is too late in the game for her to be switching to such a different career. Her main obstacle to realizing her goal is
A. familiarity and comfort.
B. embarrassment.
C. environment.
D. fear of the unknown.

36. Which of the following remarks would be considered a glass-half-full?
A. I missed class so now I'm going to fail.
B. I missed my study group meeting so maybe I can get summaries from the group.
C. I failed the exam, so why even try?
D. Yesterday was a hard day, but today seems even more challenging.

37. When developing a contract for a behavior you would like to change, it is
A. important to consider the consequences you will face if the behavior is not changed.
B. critical to immediately start developing different habits.
C. useful to access what others have done to make the change possible.
D. essential to get help to ensure success.

38. Lasting change requires all of the following *except*
A. desire.
B. effort.
C. complacency.
D. willingness.

39. The key to overcoming obstacles is to
A. anticipate and recognize them.
B. ignore instead of confront these resistors to change.
C. interpret each obstacle for future reference.
D. embrace and incorporate them.

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40. Maryann has been a teacher for 25 years. She appreciates the opportunity to collaborate with others. She enjoys working as a team member to discover creative ways to teach old concepts to children. She has the attitude that we can always teach old dogs new tricks. Marian is likely
A. a peak performer.
B. a glass-half-empty individual.
C. an introvert.
D. a survivor.

41. Kerry always fears the unknown. He has trouble adapting to change. He feels like when he finally accepts a major change in the workplace, he is faced with a new change that seems too daunting to embrace, as he must change the way he does business once again. If he wants to be valued as an employee, what should Kerry do?
A. Kerry would benefit by making a contract for change to overcome the barriers.
B. Kerry should accept his shortcomings and move on.
C. Kerry would benefit by getting a different job where he will be appreciated.
D. Kerry would be served best by ignoring his fears.

42. Augustus will be the first in his family to attend college. His parents own and manage a local restaurant and expect Augustus to major in business to run the family restaurant. Augustus has different plans in mind and does not want to run the family restaurant. Why might Augustus's family be resistant to change?
A. Fear of failure
B. Fear of the unknown
C. Fear of retaliation
D. Fear of success

43. Neurobiologist Robert Ornstein's boiled-frog syndrome is an example of which obstacle to positive habits?
A. Lack of awareness
B. Fear of the unknown
C. Embarrassment
D. Environment

44. Sandra is a sophomore literature major. She is enrolled in a course that has been extremely challenging to her in just the first two weeks. She has always performed well in school, but for the first time, she has received a failing grade after preparing more than usual for this type of quiz. She has decided to drop the course. To be a peak performer, she needs to be more willing to
A. learn.
B. be more resilient.
C. accept defeat.
D. embrace change.

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45. Ruth is a college freshman majoring in physics, with the long-term goal of becoming an astronaut one day. Ben is an accounting major and wants to work for the New York Stock Exchange. Alex is a physical education major and wants to open her own yoga studio one day. All of these people are engaged in
A. being positive.
B. looking at the glass half-empty.
C. taking life one day at a time.
D. anticipating change.

46. Penelope takes classes at a community college during the day and works as a waitress at a very busy restaurant at night. She has performed well in school but has hassles at work that leave her feeling very stressed and anxious. She has very long days, and after she gets home from work, she tends to drink alcohol to de-stress and forget about her day. Sometimes she goes out with friends and sometimes she drinks alone. During finals week she found herself drinking more than usual and feeling sick while taking her exams. She felt depressed, and when she got her grades she knew she had to change her drinking habit to be more successful in school and in life. As Penelope's friend, use what you have learned in the chapter to offer her at least five strategies to help her overcome this negative habit.

47. Choose a long-term goal you would like to accomplish. Describe how you will apply the Adult Learning Cycle to achieve this goal.

48. Name the 10 qualities of a peak performer. Describe each habit and use evidence from your life to demonstrate how you use this habit to reach peak performance, or how you will establish this habit to reach peak performance.

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49. Discuss a change you would like to see in your personal habits. Describe three types of resistance you may experience in trying to make this change, and name five strategies you will use to overcome these resistors.

50. Ramone is a change manager. His job is to go into companies to help manage major changes affecting a large portion of employees. Ramone just took a position in helping a corporation train its people to adapt to a new building and a new way of conducting their business. People will no longer be working in a cubicle with their own space. Instead, they will be working in communal workspaces they must share with others, including their storage area. They must not only learn the art of sharing their space with grace, but also must learn to be ultra-organized as a common courtesy. Describe three resistors you believe Ramone must train employees to overcome in order to accept this change in a positive manner. For each resistor, provide three strategies Ramone may suggest to help people accept this change with a positive attitude.

51. Describe a difficult change you were forced to make in your life, including the resistors you faced and the strategies you used to overcome them. Do they connect to the resistors and strategies covered in this chapter? Would the information from this chapter have helped you make this change, and if so, how?

52. Imagine you cannot seem to give up eating sweets during the week. You need to make this change because you are at risk for diabetes. Write up the five elements of a commitment contract you will use to make this positive change in your life.

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Chapter 02 Test Bank Key

1. When someone sees opportunity in a setback, they are being

A. responsible.
B. honest.
C. engaged.
D. resilient.

Adversity happens to everyone. Even good students sometimes forget assignments, miss deadlines, and score low on tests. You can't always change circumstances, but you always have a choice about how you rebound and prepare to win next time. The key is to make adversity and setbacks work for you. This is what's called being resilient.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

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2. Which of the following statement is *not* true regarding habits?

A. They are the behaviors and activities you perform unconsciously.
B. They are a result of frequent repetition.
C. They can be deliberately designed.
D. They always require conscious thought.

Habits are the behaviors and activities you perform unconsciously as a result of frequent repetition. The good news is you can take control and change your habits by deliberately choosing a new behavior and consciously repeating it until you stop thinking about it and start doing it unconsciously every day.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-01 Describe how to build better habits.
Topic: Build Better Habits

3. Food or feelings of belonging are both examples of what part of habit building?

A. Trigger
B. Behavior
C. Reward
D. Desire

A reward can range from socializing, to food, or to feelings of belonging, pride, and accomplishment.

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 1 Easy
Learning Objective: 02-01 Describe how to build better habits.
Topic: Build Better Habits

4. When working to overcome resistance to change in one's familiarity and comfort level, it is important to

A. be open to trying new ideas and methods.
B. avoid boiled-frog syndrome.
C. be realistic.
D. embrace the unknown.

Old habits become comfortable, familiar parts of your life, and giving them up leaves you feeling uneasy. Be open to trying new ideas and methods. Don't be stubborn. Learn to be your own best friend by supporting what works best for you and creates results.

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 1 Easy
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: Overcome Obstacles with Positive Habits

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5. According to a survey by Accountemps, peak performance in the workplace most depends on one's

A. ability to show up on time.
B. educational background.
C. ability to adapt easily to change.
D. job skills learned in internships.

Most people resist change. Accountemps asked 1,400 executives to rank the characteristics essential for an employee to succeed. From the list, "adapts easily to change" ranked #1.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 2 Medium
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

6. Thoughts become habits because

A. they wear a path in the neurons of your brain.
B. more thoughts lead to deeper awareness.
C. visualization is the key to developing habits.
D. they start small.

Thoughts wear a path in the neurons of your brain; the more you think certain thoughts and do certain actions, the deeper the path becomes, until those thoughts and behavior are a habit.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 2 Medium
Learning Objective: 02-01 Describe how to build better habits.
Topic: Build Better Habits

7. Which of the following elements of the Habit Cycle will create a lasting habit?

A. Trigger
B. Vision
C. Method
D. Practice

When you are actively cultivating new habits, you'll need to think about what routine behavior you want to do each time. But soon, after repeating and practicing the habit a number of times, that behavior will become automatic.

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 1 Easy
Learning Objective: 02-01 Describe how to build better habits.
Topic: Build Better Habits

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8. Warren is preparing to take the GRE and hating every minute of it. He knows he needs to do well on the exam to get into the graduate school he would like to attend, which will help him to network with people and find the type of job he wants. He continues to make time to study. Warren has a habit of being

A. grateful.
B. disciplined.
C. engaged.
D. responsible.

He is doing the thing he hates to do in order to accomplish his goals.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

9. Natalie was late for class and could not find her shoes. She got very frustrated and threw things out of her way as she searched. When she got home later that night her roommate had a discussion with her about keeping their room clean. Natalie needs to be more

A. responsible.
B. creative in solving problems.
C. supportive.
D. disciplined.

She needs to control her frustration better since she created a bigger problem with her roommate by throwing her clothes everywhere.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

10. Henry has many bad habits he would like to change to improve his health. To avoid becoming discouraged, Henry needs to realize he must

A. develop specific goals.
B. be willing to change.
C. change only one habit at a time.
D. start small.

All of the answers work, but the choice that addresses having more than one habit one would like to change is to change only one habit at a time.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

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11. Kyle wants to improve his health. Which of the following is *most* likely to lead to real change?

A. Kyle will increase exercise and eat less.
B. Kyle will exercise twice a week and stop eating junk food.
C. Kyle will lose 40 lbs. in six months.
D. Kyle will ride his bike for 30 minutes 4 times a week and eat 2000 calories a day.

Kyle's plan to ride his bike for 30 minutes 4 times a week and eat 2000 calories a day is both specific and achievable, meaning that Kyle is developing specific goals and starting small.

Accessibility: Keyboard Navigation
Blooms: Apply
Difficulty: 2 Medium
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

12. Based on the research of Accountemps, a temporary staffing service for accounting professionals, 1,400 executives ranked which characteristic as essential for an employee to succeed?

A. Dependable
B. Creative problem solver
C. Motivated to learn new skills
D. Team player

Accountemps asked 1,400 executives to rank the characteristics essential for an employee to succeed. From the list, "motivated to learn new skills" ranked #2.

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 2 Medium
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

13. Alan has an extremely messy desk, which has hampered his ability to find important documents when he needs them. He knows he needs to be better about keeping his files and papers organized, but he just never gets around to this in his busy day. Which habit of a peak performer should he focus on applying to improve his work performance?

A. Responsibility
B. Willingness to learn
C. Creative problem solving
D. Discipline

Since Alan could very well be working from home, it is not necessarily a responsibility to keep his desk clean. Therefore the better answer is that Alan needs to be more disciplined in doing what needs to be done to reach level of performance he would like.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 2 Medium
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

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14. Zach complains a lot at work. A review of his work performance would likely indicate that he needs to improve in which area?

A. Organization
B. Problem solving
C. Collaboration
D. Professional development plan

Developing problem-solving skills will encourage Zach to engage in, rather than complain about, possible problems at work.

Accessibility: Keyboard Navigation
Blooms: Apply
Difficulty: 2 Medium
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

15. Benjamin Franklin said, "Anger always has its reasons, but seldom good ones." Which scenario below demonstrates one of those rare situations, according the Franklin, in which a display of anger might be a useful response?

A. A professor yelled at her students for not paying attention in class.
B. Francine yelled at her little sister to stop her from touching a hot stove.
C. Annie told off a peer who did let her down by not showing up for a group presentation.
D. Brandon had choice words for his professor when he got an F on his paper.

Anger is useful for getting the attention of a young child in danger who might not understand a more reasoned approach. When dealing with adults, and especially when trying to gain cooperation, anger is generally not useful or effective.

Accessibility: Keyboard Navigation
Blooms: Apply
Difficulty: 2 Medium
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

16. Jack has been acting since he was in fifth grade but has recently decided to pursue it as a career. Two years ago, Phoebe, a prominent local theater director, cast Jack in a play where he missed the final performance because he overslept. Now Jack needs a recommendation to get into a training program, but Phoebe has declined to write one for him. Which of the following statements best describes why this is happening to Jack?

A. Phoebe lacks the power to forgive.
B. Phoebe is focused on the negative.
C. Jack's failure to be responsible in the past has hurt his future.
D. Jack has not shown proper gratitude.

While all of these answers may be true, peak performers focus on what they have done or can do to succeed.

Accessibility: Keyboard Navigation
Blooms: Apply
Difficulty: 2 Medium
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

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17. Jason tends to befriend people he can learn from, network with, or collaborate with. He barely makes time for his family, and shuns others who try to connect with him if they have nothing to offer him in achieving his life's goals. Jason needs to become more

A. grateful to have friends.
B. engaged with people.
C. positive in his attitude with people.
D. supportive to people who do not share common goals.

Jason has a "what's in it for me?" attitude with people, which may take him from point A to B in achieving his goals, but he also seems to be using people versus developing or maintaining emotionally healthy relationships.

Accessibility: Keyboard Navigation
Blooms: Apply
Difficulty: 2 Medium
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

18. Melissa has decided that she wants to manage her stress better, since it seems to be interfering with her sleep and her relationships. She has noticed that her friends Allison and Ryan never seem stressed out. Melissa assumes that this is because they stop working at a set time every night, so she adopts the same principle. Melissa is able to follow this principle for a couple of weeks, but when she is given an unexpected assignment, she finds herself unable to stop working at the appointed stop time. She reasons that not completing the work actually makes her more stressed out, so she abandons the rule altogether. Which step of the Adult Learning Cycle was missing in Melissa's plan?

A. Relate
B. Observe
C. Reflect
D. Do

Melissa made an assumption about why her friends avoided stress and then simply adopted their practice, but she failed to reflect on whether her specific situation would allow her to maintain such a habit or even if it would be useful in managing her particular stress.

Accessibility: Keyboard Navigation
Blooms: Apply
Difficulty: 3 Hard
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: Overcome Obstacles with Positive Habits

19. Frederick was passed over for a position he applied for in his company's overseas division. In response he has identified three skill areas he would like to develop further in order to achieve his goal: 1) presentation development and delivery, 2) program management oversight, 3) leadership development. In order to achieve his goal, his first step should be to

A. start small.
B. apply the Adult Learning Cycle.
C. practice.
D. decide to break old patterns.

The cycle encompasses all the steps he must address to reach his goal to achieve success in getting the position he wants whereas deciding to break old patterns, starting small, and practicing offer just parts of the overall strategy.

Accessibility: Keyboard Navigation
Blooms: Apply
Difficulty: 2 Medium
Learning Objective: 02-01 Describe how to build better habits.
Topic: Overcome Obstacles with Positive Habits

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20. Most people _____ change.

A. embrace
B. resist
C. gravitate towards
D. fear

Most people resist change. Even when you are aware of a bad habit, it can be difficult to change it.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

21. Which of the following is true about habits?

A. Habits cannot be unlearned.
B. Habits are inherited.
C. Habits are learned.
D. Developing habits requires only intellectual awareness.

Habits are learned and can be unlearned. Adopting new habits requires a desire to change, consistent effort, time, and commitment.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

22. Positive thinking is not wishful thinking; it is rational, _____ thinking.

A. disciplined
B. controlled
C. logical
D. hopeful

Positive thinking is not wishful thinking; it is rational, hopeful thinking. Develop the quality of being positive and optimistic by looking for ways to create a motivated, resourceful state of mind. Look for the best in others and in every situation.

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 1 Easy
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

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23. Critical thinking involves

A. postponing the inevitable.
B. ignoring things that might be difficult.
C. actively complaining in order to get things done.
D. being focused.

Critical thinking helps you put events in perspective and "wakes up" your creative mind. Instead of postponing, ignoring, or complaining, you actively engage in exploring solutions and being focused.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: The 10 Qualities of Peak Performers

24. Discipline demands

A. mental conditioning above all else.
B. physical conditioning above all else.
C. planning.
D. little effort.

Discipline demands mental and physical conditioning, planning, and effort. Using discipline and self-control, you know how to manage your time, stress, money, and emotions, especially anger.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

25. Lasting change requires

A. desire.
B. realistic dreams.
C. acceptance of one's shortcomings.
D. time.

Lasting change requires desire, effort, commitment, and especially willingness.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

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26. To be a creative problem solver you must

A. know where you want to go and set realistic goals to get there.
B. stand true to your current beliefs.
C. realize when you have been defeated.
D. accept that your opinion does not count.

Creativity and critical thinking are not just skills. They are qualities that you can develop into habits. Expand your sense of adventure and originality in problem solving, and learn to think critically and creatively. Challenge your beliefs and try new approaches. Critical thinking also helps you distinguish between an inconvenience and a real problem.

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 1 Easy
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

27. Our attitudes

A. do not influence our relationships.
B. influence how we see ourselves.
C. are unrelated to our interactions with the world in general.
D. must be accepted.

Each of us has attitudes or beliefs about people and events, and these attitudes influence what parts of our perception we allow our brain to interpret and what parts we filter out. Our attitudes shape the way we relate to others and to the world, and even how we see ourselves. Most of us do not see the entire meaning in a situation or have difficulty seeing "the big picture."

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

28. Which of the following is considered one of the three main elements of building a habit?

A. Trigger
B. Patience
C. Understanding
D. Empathy

There are three main parts to building a new habit: the trigger, the behavior, and the reward. Triggers can be anything. Some are visual, some are auditory, and some are tactile. Some triggers relate to a certain place or time of day.

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 1 Easy
Learning Objective: 02-01 Describe how to build better habits.
Topic: Build Better Habits

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29. Which of the following statements is true?

A. You can tackle as many habits as you want when focusing on replacing old behaviors with new ones that work better.
B. We should allow ourselves at least a month to adjust to a new habit. If we fall short one day, we should try something new to replace the old habit.
C. When dealing with difficulty in changing one's negative habits, one should: 1) Discard what doesn't work, 2) practice, and 3) build in rewards.
D. Tenley just earned a political science degree and accepted a position at a law firm she admires. She would like to be a partner of the law firm one day but first needs to go to law school. Tenley is engaged in setting specific goals.

Tenley has a clear goal of being a partner and a smaller goal of going to law school.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

30. Research indicates that successful students

A. study consistently if in groups.
B. sit near the rear row of the classroom.
C. are usually on time.
D. sit in the front row.

Research indicates that successful students study consistently in a quiet area, regularly attend classes, are punctual, and sit in or near the front row. Model this behavior until it feels comfortable and natural.

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

31. Statements such as "I wish I could get better grades" and "I hope I can study more" are

A. too general and only help you continue bad habits.
B. specific enough to help you measure your achievement.
C. useful in demonstrating the beginning of good habits.
D. indicators of model behavior.

Statements such as "I wish I could get better grades" and "I hope I can study more" are too general and only help you continue bad habits. Goals such as "I will study for 40 minutes, two times a day, in my study area or library" are specific enough to help you measure your achievement.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

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32. Neuroscience research has shown that people are more successful in college when they

A. are married.
B. are more positive.
C. have specific goals in mind.
D. are challenged.

Neuroscience research has shown that people are more successful in college and at work when they are happier and more positive (Lyubomirsky et al. 2005). Positive thinking is not wishful thinking; it is rational, hopeful thinking.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

33. To be engaged means all of the following *except*

A. Sitting back and letting life happen.
B. Being active.
C. Contributing.
D. Being useful.

Peak performers do not sit back and wait for life to happen. They are engaged, active, and want to contribute. This means shifting a self-centered "what's in it for me?" attitude to a "how can I be more involved and useful?" attitude.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

34. When considering making changes to your habits, which of the following can lead to positive change?

A. Being a little less organized.
B. Spending a lot of time supporting others.
C. Finding ways to be kind.
D. Resisting change.

Realize that consistently taking small steps each day will produce major results. Sometimes the smallest changes make the biggest difference. By being just a little more organized, finding small ways to be kind and supportive, and doing just a little more than what is expected of you are simple steps that can lead to positive change.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

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35. Katie has been an elementary school teacher for the last 10 years. She is thinking about going back to school to become a computer programmer; however, she is not sure if it is too late in the game for her to be switching to such a different career. Her main obstacle to realizing her goal is

A. familiarity and comfort.
B. embarrassment.
C. environment.
D. fear of the unknown.

Old habits become comfortable, familiar parts of your life, and giving them up leaves you feeling uneasy. Be open to trying new ideas and methods. Don't be stubborn. Learn to be your own best friend by supporting what works best for you and creates results.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: Overcome Obstacles with Positive Habits

36. Which of the following remarks would be considered a glass-half-full?

A. I missed class so now I'm going to fail.
B. I missed my study group meeting so maybe I can get summaries from the group.
C. I failed the exam, so why even try?
D. Yesterday was a hard day, but today seems even more challenging.

Glass-half-full individuals practice the ability to see the good qualities in themselves and others and the positive side of situations. They dispute negative thoughts with critical thinking, and use creative problem solving to explore the best alternatives. For example, "I missed my study group meeting. I'll e-mail my test questions to the group, apologize, and offer to do extra summaries for the next meeting. This situation has reminded me how important it is to check my calendar each morning."

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: The Importance of a Positive Attitude

37. When developing a contract for a behavior you would like to change, it is

A. important to consider the consequences you will face if the behavior is not changed.
B. critical to immediately start developing different habits.
C. useful to access what others have done to make the change possible.
D. essential to get help to ensure success.

Most people talk about changing, wishing they could be more positive or organized, but few put their commitment in writing. Many find it useful to take stock of what common resistors, or barriers, keep them from meeting their goals. Write a contract with yourself for overcoming your barriers. State the payoffs of meeting your goals.

Accessibility: Keyboard Navigation
Blooms: Remember
Difficulty: 1 Easy
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: Overcome Obstacles with Positive Habits

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38. Lasting change requires all of the following *except*

A. desire.
B. effort.
C. complacency.
D. willingness.

As with all learning, you must see the value of developing positive habits. It's easy to make excuses for keeping everything the same, but you must be willing to find reasons to change. Identify your goals. Lasting change requires desire, effort, commitment, and especially willingness.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

39. The key to overcoming obstacles is to

A. anticipate and recognize them.
B. ignore instead of confront these resistors to change.
C. interpret each obstacle for future reference.
D. embrace and incorporate them.

The key to overcoming obstacles is to anticipate and recognize them and confront these resistors to change.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: Overcome Obstacles with Positive Habits

40. Maryann has been a teacher for 25 years. She appreciates the opportunity to collaborate with others. She enjoys working as a team member to discover creative ways to teach old concepts to children. She has the attitude that we can always teach old dogs new tricks. Marian is likely

A. a peak performer.
B. a glass-half-empty individual.
C. an introvert.
D. a survivor.

This excerpt shows a woman who is positive and open to new ideas by engaging and supporting others to reach their goal of teaching children. She is grateful, a creative problem solver, and willing to learn. Enjoying 25 years of experience as a teacher also shows that she is disciplined.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 2 Medium
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

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41. Kerry always fears the unknown. He has trouble adapting to change. He feels like when he finally accepts a major change in the workplace, he is faced with a new change that seems too daunting to embrace, as he must change the way he does business once again. If he wants to be valued as an employee, what should Kerry do?

A. Kerry would benefit by making a contract for change to overcome the barriers.
B. Kerry should accept his shortcomings and move on.
C. Kerry would benefit by getting a different job where he will be appreciated.
D. Kerry would be served best by ignoring his fears.

Change creates uncertainty. Some people even choose the certainty of misery over the uncertainty of pleasure. Fear blocks creativity, causes the imagination to run wild, and makes everyday frustrations look catastrophic. Kerry would be best served by making a contract for change to overcome the barriers rather than ignoring them.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 2 Medium
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: Overcome Obstacles with Positive Habits

42. Augustus will be the first in his family to attend college. His parents own and manage a local restaurant and expect Augustus to major in business to run the family restaurant. Augustus has different plans in mind and does not want to run the family restaurant. Why might Augustus's family be resistant to change?

A. Fear of failure
B. Fear of the unknown
C. Fear of retaliation
D. Fear of success

Tradition is the obstacle in this situation.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 2 Medium
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: Overcome Obstacles with Positive Habits

43. Neurobiologist Robert Ornstein's boiled-frog syndrome is an example of which obstacle to positive habits?

A. Lack of awareness
B. Fear of the unknown
C. Embarrassment
D. Environment

Due to daily pressures, you may not recognize the need to make changes until there is a crisis. This concept is best demonstrated by the boiled-frog syndrome. Neurobiologist Robert Ornstein explained that, if you put a frog in a pot of water and heat the water very slowly, the frog remains in the pot. The frog does not detect the gradual change in temperature until it boils to death. Sometimes you may be so preoccupied by daily pressures that you are unaware of the signals your body is giving you.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: Overcome Obstacles with Positive Habits

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44. Sandra is a sophomore literature major. She is enrolled in a course that has been extremely challenging to her in just the first two weeks. She has always performed well in school, but for the first time, she has received a failing grade after preparing more than usual for this type of quiz. She has decided to drop the course. To be a peak performer, she needs to be more willing to

A. learn.
B. be more resilient.
C. accept defeat.
D. embrace change.

Based on the fact that this is her major, she is willing to learn, but in this course, her all or nothing attitude after one quiz shows that she needs to be more resilient.

Accessibility: Keyboard Navigation
Blooms: Understand
Difficulty: 1 Easy
Learning Objective: 02-01 Describe how to build better habits.
Topic: The 10 Qualities of Peak Performers

45. Ruth is a college freshman majoring in physics, with the long-term goal of becoming an astronaut one day. Ben is an accounting major and wants to work for the New York Stock Exchange. Alex is a physical education major and wants to open her own yoga studio one day. All of these people are engaged in

A. being positive.
B. looking at the glass half-empty.
C. taking life one day at a time.
D. anticipating change.

All of these people are engaged in rational, hopeful thinking, while majoring in areas that will help them to realize their goals.

Accessibility: Keyboard Navigation
Blooms: Apply
Difficulty: 2 Medium
Learning Objective: 02-01 Describe how to build better habits.
Topic: The 10 Qualities of Peak Performers

46. Penelope takes classes at a community college during the day and works as a waitress at a very busy restaurant at night. She has performed well in school but has hassles at work that leave her feeling very stressed and anxious. She has very long days, and after she gets home from work, she tends to drink alcohol to de-stress and forget about her day. Sometimes she goes out with friends and sometimes she drinks alone. During finals week she found herself drinking more than usual and feeling sick while taking her exams. She felt depressed, and when she got her grades she knew she had to change her drinking habit to be more successful in school and in life. As Penelope's friend, use what you have learned in the chapter to offer her at least five strategies to help her overcome this negative habit.

Answers will vary.

Feedback: She has recognized the need and is willing to change. She should focus on the positive, develop specific goals, start slowly, visualize and affirm success, observe and model others, and be patient and persistent.

Blooms: Apply
Difficulty: 3 Hard
Learning Objective: 02-03 Adapt and change by developing positive habits.
Topic: The Importance of a Positive Attitude

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47. Choose a long-term goal you would like to accomplish. Describe how you will apply the Adult Learning Cycle to achieve this goal.

Answers will vary.

Feedback: The Adult Learning Cycle can help you change your behavior and adopt long-lasting positive habits. Visualize yourself in your new positive habit, find ways to make it meaningful, write out a plan to confront obstacles, and read it aloud. Now do it every day. Use your trigger to cue you to take steps. Then practice over and over again to create a routine and enjoy your reward. Write out your commitment and read it aloud.

Blooms: Apply
Difficulty: 3 Hard
Learning Objective: 02-01 Describe how to build better habits.
Topic: Overcome Obstacles with Positive Habits

48. Name the 10 qualities of a peak performer. Describe each habit and use evidence from your life to demonstrate how you use this habit to reach peak performance, or how you will establish this habit to reach peak performance.

Answers will vary.

Feedback: It is not enough to review essential traits and qualities of emotional maturity. You must commit to making them long-lasting habits. You need to find personal meaning and be willing to learn, observe others, reflect, practice, teach, and model. Commit yourself to turning the 10 essential qualities into long-lasting habits.

Blooms: Analyze
Difficulty: 3 Hard
Learning Objective: 02-02 Describe the top 10 qualities of peak performers.
Topic: The 10 Qualities of Peak Performers

49. Discuss a change you would like to see in your personal habits. Describe three types of resistance you may experience in trying to make this change, and name five strategies you will use to overcome these resistors.

Answers will vary.

Feedback: Many people resist change, new ideas, or different beliefs. This resistance gets in the way of actively listening and learning.

Blooms: Analyze
Difficulty: 3 Hard
Learning Objective: 02-03 Adapt and change by developing positive habits.
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: The Importance of a Positive Attitude

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50. Ramone is a change manager. His job is to go into companies to help manage major changes affecting a large portion of employees. Ramone just took a position in helping a corporation train its people to adapt to a new building and a new way of conducting their business. People will no longer be working in a cubicle with their own space. Instead, they will be working in communal workspaces they must share with others, including their storage area. They must not only learn the art of sharing their space with grace, but also must learn to be ultra-organized as a common courtesy. Describe three resistors you believe Ramone must train employees to overcome in order to accept this change in a positive manner. For each resistor, provide three strategies Ramone may suggest to help people accept this change with a positive attitude.

Answers will vary.

Feedback: Resistors: Fear of the unknown, familiarity and comfort, tradition, independence, security, embarrassment, environment, difficulty. Strategies: Be willing to change, focus on the positive, develop specific goals, start small; visualization, patience, rewards, aware of thoughts and behaviors, patience, and persistence.

Blooms: Analyze
Difficulty: 3 Hard
Learning Objective: 02-03 Adapt and change by developing positive habits.
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: The Importance of a Positive Attitude

51. Describe a difficult change you were forced to make in your life, including the resistors you faced and the strategies you used to overcome them. Do they connect to the resistors and strategies covered in this chapter? Would the information from this chapter have helped you make this change, and if so, how?

Answers will vary.

Blooms: Analyze
Blooms: Apply
Difficulty: 3 Hard
Learning Objective: 02-03 Adapt and change by developing positive habits.
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: The Importance of a Positive Attitude

52. Imagine you cannot seem to give up eating sweets during the week. You need to make this change because you are at risk for diabetes. Write up the five elements of a commitment contract you will use to make this positive change in your life.

Answers will vary.

Feedback: The contract should include what needs to be changed, the biggest barrier, resources you can use to be successful, how you will reward yourself, and what the consequences will be if you do not make the change.

Blooms: Apply
Difficulty: 2 Medium
Learning Objective: 02-04 Overcome obstacles with positive habits.
Topic: Overcome Obstacles with Positive Habits

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Chapter 02 Test Bank Summary

Category-# of Questions
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