Psychology of Success 7th edition Waitley Test Bank

SKU: 9781259924965-TEST-BANK

Psychology of Success, 7e **(Waitley)**
Chapter 2 Self-Awareness

1) According to the text, _____ is the process of paying attention to yourself.
A) self-honesty
B) self-awareness
C) self-direction
D) self-reflection

Answer: B
Difficulty: 1 Easy
Topic: Developing Self-Awareness
Bloom's: Remember
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

2) Which of the following is cited in the text as a benefit of self-awareness?
A) It allows you to only see your positive attributes.
B) It makes it easier to adopt other people's viewpoints.
C) It helps you appreciate your unique personality, skills, and interests.
D) It allows you to focus on the negative aspects of yourself.

Answer: C
Difficulty: 1 Easy
Topic: Developing Self-Awareness
Bloom's: Remember
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

3) The ability to see your strengths and weaknesses clearly is referred to as _____.
A) self-honesty
B) self-awareness
C) self-realization
D) self-consciousness

Answer: A
Difficulty: 1 Easy
Topic: Developing Self-Awareness
Bloom's: Remember
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

4) Daphne often becomes nervous and anxious before going to parties even though her close friends tell her she shouldn't. She spends a great deal of time choosing the "right" thing to wear and rehearsing things to say to people that will make her appear smarter and less awkward than she really feels. Daphne probably has a high level of _____.
A) self-honesty
B) private self-consciousness
C) public self-awareness
D) emotional awareness

Answer: C
Difficulty: 2 Medium
Topic: Developing Self-Awareness
Bloom's: Apply
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

5) When talking about success, a _____ is an aspiration, a hope, or vision of the future that gives your life meaning.
A) desire
B) purpose
C) value
D) dream

Answer: D
Difficulty: 1 Easy
Topic: Defining Your Dreams
Bloom's: Remember
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

6) The beliefs and principles you choose to live by are called your _____.
A) ethics
B) values
C) goals
D) dreams

Answer: B
Difficulty: 1 Easy
Topic: Getting in Touch with Your Values
Bloom's: Remember
Learning Outcome: 02-02 Explain the factors that influence people's values.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

7) _____ are the principles you use to define acceptable behavior and decide what is right and wrong.
A) Ethics
B) Values
C) Goals
D) Virtues

Answer: A
Difficulty: 1 Easy
Topic: Getting in Touch with Your Values
Bloom's: Remember
Learning Outcome: 02-02 Explain the factors that influence people's values.
Accessibility: Keyboard Navigation

8) The values of responsibility, tolerance, and independence are most likely promoted in the culture of which of the following countries?
A) China
B) Saudi Arabia
C) United States
D) New Zealand

Answer: C
Difficulty: 2 Medium
Topic: Getting in Touch with Your Values
Bloom's: Understand
Learning Outcome: 02-02 Explain the factors that influence people's values.
Accessibility: Keyboard Navigation

9) Cora is trying to find the right career match for her values. She knows that she most strongly values security, integrity, kindness, and social responsibility. Which of the following would be the best fit for Cora?
A) Graphic designer
B) Pilot
C) Social worker
D) Freelance journalist

Answer: C
Difficulty: 2 Medium
Topic: Getting in Touch with Your Values
Bloom's: Apply
Learning Outcome: 02-02 Explain the factors that influence people's values.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

10) In the field of psychology, we refer to the relatively stable pattern of behavior that distinguishes one person from all others as _____.
A) personality
B) character
C) disposition
D) temperament

Answer: A
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

11) People's personalities can be described as collections of _____, which refer to the tendency to behave a certain way regardless of the situation.
A) values
B) traits
C) ethics
D) characteristics

Answer: B
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

12) Which of the "big five" personality traits relates to trustworthiness and cooperativeness?
A) Extroversion
B) Openness
C) Conscientiousness
D) Agreeableness

Answer: D
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

13) If someone has high self-discipline and the desire to achieve, which of the "big five" personality traits does she show a high degree of?
A) Openness
B) Emotional stability
C) Conscientiousness
D) Agreeableness

Answer: C
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

14) Jonathan's friends describe him as very willing to try new things and always willing to listen to his classmates' ideas without criticism or dismissal. They also describe him as being a bit of a wallflower. Jonathan shows a high degree of _____ and a low degree of _____.
A) agreeableness; extroversion
B) conscientiousness; openness
C) extroversion; conscientiousness
D) openness; extroversion

Answer: D
Difficulty: 2 Medium
Topic: Personality and Individuality
Bloom's: Apply
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

15) In some of his earlier aptitude tests, Johnson O'Connor found a distinct correlation between career success and _____.
A) numerical reasoning
B) vocabulary
C) observation
D) analytical reasoning

Answer: B
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

16) What is one way you could expand your interpersonal "intelligence"?
A) Join a local sports league.
B) Create a Zen garden for your home.
C) Start a diary or journal.
D) Begin practicing yoga at home.

Answer: A
Difficulty: 2 Medium
Topic: Personality and Individuality
Bloom's: Understand
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

17) According to the text, the ability to do something specific as a result of learning and practice is called a(n) _____.
A) talent
B) strategy
C) skill
D) aptitude

Answer: C
Difficulty: 1 Easy
Topic: Exploring Your Skills and Interests
Bloom's: Remember
Learning Outcome: 02-04 Compare and contrast skills; knowledge; and interests.
Accessibility: Keyboard Navigation

18) Skills are the result of _____ combined with experience.
A) dedication
B) knowledge
C) practice
D) natural aptitude

Answer: B
Difficulty: 1 Easy
Topic: Exploring Your Skills and Interests
Bloom's: Remember
Learning Outcome: 02-04 Compare and contrast skills; knowledge; and interests.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

19) Which of the following is an example of a transferable skill?
A) Programming a computer
B) Replacing a carburetor
C) Preparing taxes
D) Writing coherently

Answer: D
Difficulty: 1 Easy
Topic: Exploring Your Skills and Interests
Bloom's: Remember
Learning Outcome: 02-04 Compare and contrast skills; knowledge; and interests.
Accessibility: Keyboard Navigation

20) The text defines _____ as personal preferences for specific topics and activities.
A) interests
B) hobbies
C) skills
D) traits

Answer: A
Difficulty: 1 Easy
Topic: Exploring Your Skills and Interests
Bloom's: Remember
Learning Outcome: 02-04 Compare and contrast skills; knowledge; and interests.
Accessibility: Keyboard Navigation

21) What do psychologists call the state of exhilaration and intense productivity that occurs when you are absorbed in an activity that makes full use of your skills?
A) Zen
B) Flow
C) Motivation
D) Drive

Answer: B
Difficulty: 1 Easy
Topic: Exploring Your Skills and Interests
Bloom's: Remember
Learning Outcome: 02-04 Compare and contrast skills; knowledge; and interests.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

22) One of the benefits of work is meaning. Which of the following is associated with meaning derived from work?
A) Learning from other people who share our interests.
B) Earning the respect and appreciation of others.
C) Working toward our life goals.
D) Gaining a sense of satisfaction from a job well-done.

Answer: C
Difficulty: 1 Easy
Topic: Putting it All Together: Self-Awareness and Work
Bloom's: Remember
Learning Outcome: 02-05 Explain how personality; skills; and interests relate to career choice.
Accessibility: Keyboard Navigation

23) Of the six different work personality types, most people tend to be strongest in how many?
A) One to two
B) Two to three
C) Three to four
D) Four to five

Answer: A
Difficulty: 1 Easy
Topic: Putting it All Together: Self-Awareness and Work
Bloom's: Remember
Learning Outcome: 02-05 Explain how personality; skills; and interests relate to career choice.
Accessibility: Keyboard Navigation

24) Which work personality type describes someone who values self-expression and dislikes structure?
A) Realistic
B) Investigative
C) Social
D) Artistic

Answer: D
Difficulty: 1 Easy
Topic: Putting it All Together: Self-Awareness and Work
Bloom's: Remember
Learning Outcome: 02-05 Explain how personality; skills; and interests relate to career choice.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

25) If someone's most dominant work personality type is realistic, which of the following careers would probably suit him best?
A) Elementary school teacher
B) Police officer
C) School counselor
D) Photographer

Answer: B
Difficulty: 2 Medium
Topic: Putting it All Together: Self-Awareness and Work
Bloom's: Understand
Learning Outcome: 02-05 Explain how personality; skills; and interests relate to career choice.
Accessibility: Keyboard Navigation

26) Jackie is trying to match her work personality to a career path. She is very ambitious and persistent, and she has no hesitation to make decisions and take on a leadership role. She is most likely dominant in which one of the following work personality types?
A) Artistic
B) Conventional
C) Enterprising
D) Social

Answer: C
Difficulty: 2 Medium
Topic: Putting it All Together: Self-Awareness and Work
Bloom's: Apply
Learning Outcome: 02-05 Explain how personality; skills; and interests relate to career choice.
Accessibility: Keyboard Navigation

27) Self-honesty is the foundation of self-awareness.

Answer: TRUE
Difficulty: 1 Easy
Topic: Developing Self-Awareness
Bloom's: Remember
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

28) Being self-aware allows you to be swayed by other people's values and opinions.

Answer: FALSE
Explanation: A benefit of being self-aware is that it helps you act in accordance with your personal values, rather than be swayed by what other people say or do.
Difficulty: 1 Easy
Topic: Developing Self-Awareness
Bloom's: Remember
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

29) People with private self-awareness are less likely to suffer from the physical ill effects of stress.

Answer: TRUE
Difficulty: 1 Easy
Topic: Developing Self-Awareness
Bloom's: Remember
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

30) It is more difficult to be emotionally aware when things aren't going well for you.

Answer: TRUE
Difficulty: 1 Easy
Topic: Developing Self-Awareness
Bloom's: Remember
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

31) Our values are often influenced by our family and friends.

Answer: TRUE
Difficulty: 1 Easy
Topic: Getting in Touch with Your Values
Bloom's: Remember
Learning Outcome: 02-02 Explain the factors that influence people's values.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

32) Our values can be influenced by our teachers, experiences, and political beliefs.

Answer: TRUE
Difficulty: 2 Medium
Topic: Getting in Touch with Your Values
Bloom's: Understand
Learning Outcome: 02-02 Explain the factors that influence people's values.
Accessibility: Keyboard Navigation

33) Personality traits exist on a range of degrees, with some being better than others.

Answer: FALSE
Explanation: Although some traits may help us succeed in a particular setting or profession, we do not consider some inherently better than others.
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

34) Studies show that identical twins tend to have similar personality traits whether they are raised together or apart and adopted children tend to share personality traits with their adoptive parents.

Answer: TRUE
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

35) International studies suggest that every person shows varying degrees of the same five personality traits, Of openness, conscientiousness, extroversion, agreeableness, and emotional stability.

Answer: TRUE
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

36) Most male surgeons encourage their sons to pursue a career in surgery because the aptitude for structural visualization is passed from father to son.

Answer: FALSE
Explanation: Structural visualization is passed from mother to son; however, daughters can inherit the trait from both parents.
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

37) Administering aptitude tests to help people make career decisions is best done in middle adulthood, when people's personalities have become more established.

Answer: FALSE
Explanation: Aptitude tests are probably most effective at age sixteen to eighteen, when high school students are making career or college choices. The earlier you can discover your natural gifts, the better.
Difficulty: 1 Easy
Topic: Personality and Individuality
Bloom's: Remember
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

38) Job-specific skills are more important than transferable skills.

Answer: FALSE
Explanation: Transferable skills are the foundation of job-specific skills. You cannot build job-specific skills without them.
Difficulty: 1 Easy
Topic: Exploring Your Skills and Interests
Bloom's: Remember
Learning Outcome: 02-04 Compare and contrast skills; knowledge; and interests.
Accessibility: Keyboard Navigation

39) Today, the average American worker changes jobs six times by the age of thirty.

Answer: TRUE
Difficulty: 1 Easy
Topic: Putting it All Together: Self-Awareness and Work
Bloom's: Remember
Learning Outcome: 02-05 Explain how personality; skills; and interests relate to career choice.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

40) Most people have one career that is right for them.

Answer: FALSE
Explanation: There is no such thing as the one perfect career. You have a wide range of skills and interests, making it possible for you to thrive in a variety of careers.
Difficulty: 1 Easy
Topic: Putting it All Together: Self-Awareness and Work
Bloom's: Remember
Learning Outcome: 02-05 Explain how personality; skills; and interests relate to career choice.
Accessibility: Keyboard Navigation

41) People who have similar personalities are often interested in and good at similar kinds of careers.

Answer: TRUE
Difficulty: 1 Easy
Topic: Putting it All Together: Self-Awareness and Work
Bloom's: Remember
Learning Outcome: 02-05 Explain how personality; skills; and interests relate to career choice.
Accessibility: Keyboard Navigation

42) Why is self-honesty important in your quest for success?

Answer: With self-honesty, you can see both what you have to offer and what you need to become the person you want to be. It helps you get in touch with your dreams, values, and interests.
Difficulty: 2 Medium
Topic: Developing Self-Awareness
Bloom's: Understand
Learning Outcome: 02-01 Define self-awareness and cite its benefits.
Accessibility: Keyboard Navigation

43) Explain the relationship between values and ethics.

Answer: Values are closely intertwined with ethics, which are the principles you use to decide what is right and wrong. However, there is no such thing as a "right" or "wrong" value. Values reflect what matters to you as a unique individual.
Difficulty: 2 Medium
Topic: Getting in Touch with Your Values
Bloom's: Understand
Learning Outcome: 02-02 Explain the factors that influence people's values.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank

44) Why should we assess our personality traits before trying to find a career we can be successful at? Why can't we just change our personality traits to fit any career?

Answer: Your personality and its traits are relatively stable, so it does not easily yield to change. There are no personality traits that are better than others, but having some traits may help you succeed in a particular profession. Therefore, it is a good idea to discover your unique traits, then find a career that is suited for them.
Difficulty: 2 Medium
Topic: Personality and Individuality
Bloom's: Understand
Learning Outcome: 02-03 Define personality and list the "big five" personality traits.
Accessibility: Keyboard Navigation

45) Explain the relationship between skills and interests.

Answer: Your interests and skills usually lie in the same area, because you are usually skilled at the things you are interested in and interested in the things you are skilled at. Also, having a skill at something makes doing it more fun and interesting.
Difficulty: 2 Medium
Topic: Exploring Your Skills and Interests
Bloom's: Understand
Learning Outcome: 02-04 Compare and contrast skills; knowledge; and interests.
Accessibility: Keyboard Navigation

46) Explain how self-awareness and self-knowledge are important in choosing the right career path for you.

Answer: Self-awareness and self-knowledge allow you to assess your values, personality traits, innate talents, skills, and interests that lead to a career that will bring out the best in you.
Difficulty: 2 Medium
Topic: Putting it All Together: Self-Awareness and Work
Bloom's: Understand
Learning Outcome: 02-05 Explain how personality; skills; and interests relate to career choice.
Accessibility: Keyboard Navigation

Copyright 2020 © McGraw-Hill Education. All rights reserved. No reproduction or distribution without the prior written consent of McGraw-Hill Education.

Psychology of Success 7th edition Waitley Test Bank