Social Psychology 13th edition Myers Test Bank

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Chapter 02
Test Bank

1. The belief that others are paying more attention to one's appearance and behavior than they actually are is referred to as the _____ effect.
A. transparency
B. audience
C. spotlight
D. halo

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Spotlight Effect

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

2. Chloe dyes her hair blue and goes to school. She assumes that the students will stare at her and comment on her hair color. However, only a few of her friends really notice her dyed hair. Which of the following psychological effects is best exemplified in this scenario?
A. the lawn dart effect
B. the observer effect
C. the spotlight effect
D. the halo effect

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Spotlight Effect

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

3. A study by Gilovich et al. (2000) had college students wear T-shirts with singer Barry Manilow on them. They found that participants overestimated the degree to which other people would notice the T-shirt. Which of the following concepts did this study explore?
A. the transparency effect
B. the audience effect
C. the spotlight effect
D. the halo effect

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Spotlight Effect

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

4. The illusion that our concealed emotions leak out and can be easily read by others is referred to as the illusion of:
A. transparency.
B. self-efficacy.
C. knowledge.
D. awareness.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Illusion of Transparency

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

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5. Charlie contributes money to every charity program in his community even if he does not have ample resources. He fears that otherwise he may be labeled a miser. In reality, most members of his community do not notice whether Charlie contributes or not. Which of the following psychological effects is exemplified in this scenario?
A. the false consensus effect
B. the observer effect
C. the spotlight effect
D. the halo effect

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Spotlight Effect

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

6. The fact that we usually attribute more responsibility to our partners than to ourselves when problems arise in a relationship is an example of how:
A. self-interest colors our social judgment.
B. social surroundings affect our self-awareness.
C. self-concern motivates our social behavior.
D. social relationships help define our self.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 28
Topic: Spotlight Effect

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

7. In the study conducted by Savitsky and Gilovich (2003), public speakers who were informed about the illusion-of-transparency phenomenon felt:
A. more nervous while speaking.
B. better about their speech and appearance.
C. worse about their appearance while speaking.
D. no different about their speech.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 27
Topic: Illusion of Transparency

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

8. Matthew gives a presentation to his interviewers. He is nervous, and he presumes that his nervousness is obvious to the interviewers. He fears that they would consider him an incompetent candidate. As a result, he becomes more nervous, his voice quivers, and his hands tremble. Matthew's rising nervousness is caused by:
A. defensive pessimism.
B. the false consensus effect.
C. the illusion of transparency.
D. cognitive dissonance.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 27
Topic: Illusion of Transparency

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

9. The spotlight effect and the related illusion of transparency are two examples of the interplay between one's sense of _____ and one's social worlds.
A. morality

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B. social judgment
C. self
D. collectivism

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Self-Concept

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

10. Which of the following terms denotes what we know and believe about ourselves?
A. self-control
B. Schadenfreude
C. altruism
D. self-concept

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 28
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

11. _____ is defined as the beliefs about the self that organize and guide the processing of self-relevant information.
A. Self-actualization
B. Self-schema
C. Self-esteem
D. Self-realization

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 29
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

12. In the context of psychology, _____ are mental templates by which we organize our worlds.
A. attributes
B. efficacies
C. schemas
D. perspectives

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 29
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

13. Ron remembers Phil's birthday, which is in the same month as his, but fails to recall Alex's birthday, which is in a different month. Though both of them are his friends, Ron's ability to recall Phil's birthday but not Alex's can be best explained through the concept of:
A. self-schema.
B. social comparison.
C. Schadenfreude.
D. individualism.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High

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Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 29
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

14. The extent to which one evaluates one's abilities and opinions by comparing oneself with others is called:
A. comparative analysis.
B. competitive comparison.
C. social ranking.
D. social comparison.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 29
Topic: Social Comparison

Feedback: Self-Concept: Who Am I?

15. Jonas has a group of friends in a social networking site. When any of his friends are on vacation in a foreign country and post pictures on the site, he feels bad about himself. To measure up to his friends, he often borrows money to take such vacations. Which of the following psychological phenomena is exemplified in this scenario?
A. social balance
B. social comparison
C. social entropy
D. social interface

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 29
Topic: Social Comparison

Feedback: Self-Concept: Who Am I?

16. Which of the following is an example of the use of social comparison?
A. Matt feels he is satisfied with his life after meditating by himself.
B. Matt feels he is rich when his friends have a lower annual income.
C. Matt feels he is smart when he is among a group of smart colleagues.
D. Matt feels he should take care of his health after he suffers a cardiac arrest.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 29
Topic: Social Comparison

Feedback: Self-Concept: Who Am I?

17. An example of how social comparisons can actually breed misery, rather than satisfaction, is when we:
A. underestimate others' appraisal against our own.
B. perceive other competitors to be at a disadvantage.
C. raise the standards by which we evaluate our own attainments.
D. stop comparing ourselves with others doing even better.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 29
Topic: Social Comparison

Feedback: Self-Concept: Who Am I?

18. When facing competition, we often protect our self-concept by perceiving:
A. ourselves as superior to the competitor.

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B. the competitor as inefficient and disorganized.
C. the competitor as disadvantaged in comparison to us.
D. the competitor as advantaged in comparison to us.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Social Comparison

Feedback: Self-Concept: Who Am I?

19. Under individualism, becoming an adult means _____.
A. living with relatives
B. becoming self-reliant
C. defining one's social, dependent self
D. uniting with parents

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

20. Our use of how we think others perceive us as a mirror for perceiving ourselves is described by sociologist Charles H. Cooley as:
A. a self-fulfilling prophecy.
B. self-realization.
C. self-justification.
D. the looking-glass self.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Self-Perception

Feedback: Self-Concept: Who Am I?

21. Giving priority to one's own goals over group goals and defining one's identity in terms of personal attributes rather than group identifications is the definition of:
A. socialism.
B. communism.
C. collectivism.
D. individualism.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

22. Which of the following maxims best represents the concept of individualism?
A. Two heads are better than one.
B. Be true to yourself.
C. Father knows best.
D. It takes a village to raise a child.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium

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Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 34
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

23. After graduation, Noah decides to move out of his parents' home. He wants to establish an identity of his own and does not want to depend on his parents any longer. Noah tries to develop _____ in this scenario.
A. social cohesion
B. social solidarity
C. an independent self
D. an interdependent self

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

24. Giving priority to the goals of one's group, such as one's family or workplace, and defining one's identity accordingly is known as:
A. individualism.
B. narcissism.
C. collectivism.
D. hedonism.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

25. A person from a(n) _____ culture is more likely to attribute their success to their own personal efforts.
A. collectivistic
B. individualistic
C. narcissistic
D. egocentric

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Pages: 30–31
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

26. Identify a characteristic of collectivistic cultures.
A. Collectivistic cultures disapprove of conformity.
B. Identity is social and defined by connections with others.
C. Collectivistic cultures approve of egotism.
D. The illustrative motto is "To thine own self be true."

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

27. In the context of the varying political views and regions across a country, conservatives tend to be economic _____ ("don't tax or regulate me") and moral _____ ("legislate against immorality").

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A. individualists; collectivists
B. collectivists; individualists
C. progressivists; traditionalists
D. traditionalists; progressivists

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 31
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

28. In the context of the varying political views and regions across a country, liberals tend to be economic _____ ("let's pass universal health care") and moral _____ ("keep your laws off my body").
A. individualists; collectivists
B. collectivists; individualists
C. progressivists; traditionalists
D. traditionalists; progressivists

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
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Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 31
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

29. An individual opposes the taxation of people with high income. The individual also supports legislation against immoral activities in the United States. In the context of political views, the individual is most likely a(n):
A. liberal.
B. conservative.
C. progressivist.
D. imperialist.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 31
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

30. An individual believes that there should be more welfare programs for the poor and people should have the freedom to live their lives as they wish. Based on this scenario, this individual most likely follows a political philosophy called:
A. liberalism.
B. conservativism.
C. imperialism.
D. neofascism.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 31
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

31. People are self-critical and focus less on positive self-views in a(n) _____ culture.
A. individualistic
B. collectivistic
C. narcissistic
D. egocentric

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation

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Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

32. Who among the following most likely belongs to an individualistic culture?
A. Jessica, who becomes angry and sad when her classmates question her personal identity
B. Nicholas, who compares his grades with students who earn high grades in order to facilitate self-improvement
C. Mia, who refrains from self-enhancement by believing that she is better than her classmates
D. Christopher, who associates himself with positive words and family and societal traits

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

33. Who among the following most likely belongs to a collectivistic culture?
A. Antoni, who shouts at people who do not follow his rules or who criticize these rules
B. Maria, who buys luxury items and considers her extravagant choices as expressions of herself
C. Hailey, who places more value on her ancestral tradition and shared practices than anything else
D. Sergei, who prefers to enhance his individual self and make independent choices

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

34. Self-esteem is more personal and less relational for people in a(n) _____ culture.
A. individualistic
B. collectivistic
C. interdependent
D. socialistic

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 33
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

35. Samantha always gets lower grades than Samuel, her twin. Although she is not bothered about other students in her class who score less than her, she has deeply affected by scoring less than Samuel. In the context of self and culture, identify the perspective of Samantha in this scenario.
A. individualism
B. collectivism
C. interdependence
D. altruism

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

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36. Kitayama and Markus (2000) found that for American students happiness comes with feeling:
A. close and friendly.
B. superior and proud.
C. humble and chivalrous.
D. included and familiar.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 33
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

37. According to the report of Steven Heine and co-researchers (1999) , self-esteem _____ among Japanese exchange students after spending seven months at the University of British Columbia, suggesting that their selfconcepts become more individualized after visiting Western countries.
A. decreased
B. increased
C. peaked and then dropped sharply
D. remained constant

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 34
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

38. Which of the following statements is true of the interdependent self?
A. The interdependent self is not strongly embedded in social membership.
B. With an interdependent self, one's personal identity is established by individual traits and goals.
C. With an interdependent self, one has a greater sense of belonging.
D. The interdependent self creates social barriers as it disapproves of conformity and adopts egotism.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 33
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

39. According to Wilson and Gilbert (2003), people have the greatest difficulty predicting the _____ of their future emotions.
A. reliability
B. frequency
C. intensity and duration
D. stability and permanency

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

40. According to Woodzicka and LaFrance (2001), women reported that they would feel angry if asked sexually harassing questions during a job interview. When actually asked such questions, women more often experienced:
A. annoyance.
B. rage.
C. fear.

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D. irritation.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
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Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

41. In the context of predicting our behavior, the planning fallacy is the tendency to:
A. overanalyze the significance of any task that must be completed.
B. avoid making any specific plans for a short-term goal.
C. predict accurately the number of people required to complete a task.
D. underestimate how long it will take to complete a task.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

42. Talia, a project manager, estimates that a project will take a year to complete. She gets the estimation approved, although it increases the cost of the project. However, the project takes only 8 months to complete. In the context of self-knowledge, this scenario exemplifies the concept of _____.
A. the illusion of transparency
B. the planning fallacy
C. the dual attitude system
D. the spotlight effect

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 36
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

43. Studies of "affective forecasting," as conducted by Wilson and Gilbert in 2003, required participants to predict their future:
A. school performance.
B. family situation.
C. thoughts.
D. emotions.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 37
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

44. You just broke up with someone you had been dating for a few months. You are surprised at how upset you are over the breakup, given that the relationship was not that serious. This is an example of how people have difficulty predicting the:
A. type of their future emotions.
B. sequence of their future emotions.
C. frequency of their future emotions.
D. intensity of their future emotions.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High

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Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

45. Identify the true statement about self-monitoring.
A. People low in self-monitoring are externally guided and are less likely to talk and act as they believe.
B. People high in self-monitoring are more committed to their relationships.
C. People low in self-monitoring care less about what others think.
D. People high in self-monitoring are less likely to be dissatisfied in their marriages.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
Page: 52
Topic: Self-Perception

Feedback: How Do People Manage Their Self-Presentation?

46. People are prone to "impact bias," or _____ the enduring impact of emotion-causing events.
A. disregarding
B. denying
C. underestimating
D. overestimating

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

47. In the context of the dual attitude system, identify the type of attitudes that represent unconscious attitudes regarding someone or something.
A. internal
B. external
C. implicit
D. explicit

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 38
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

48. A "dual attitude system" exists when we have _____ attitudes toward the same object.
A. similar direct and indirect
B. only positive
C. differing explicit and implicit
D. only negative

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

49. In the context of attitudes about the self, which of the following attitudes represents one's consciously controlled attitudes regarding someone or something?
A. direct

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B. indirect
C. implicit
D. explicit

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

50. Which statement is most accurate regarding self-analysis?
A. We are incapable of comparing ourselves with others.
B. We can always predict the intensity and duration of our feelings accurately.
C. We know and can predict our behavior better than others can.
D. We are unaware of much that goes on in our minds.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 38
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

51. Which of the following terms is defined as a person's overall self-evaluation or sense of self-worth?
A. self-contempt
B. self-annihilation
C. self-esteem
D. self-delusion

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
Page: 39
Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

52. A _____ study is one in which the same people are studied over an extended period of time.
A. cross-sectional
B. longitudinal
C. transversal
D. prevalence

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

53. Identify the true statement about people with low self-esteem.
A. They prefer responses that validate their negative experiences.
B. They are most likely to ignore and neglect others' worst behaviors.
C. They usually choose less desirable partners.
D. They are usually less prone to loneliness and eating disorders.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
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Feedback: What Is the Nature and Motivating Power of Self-Esteem?

54. Which of the following statements is true of narcissists?
A. They typically have high self-esteem.
B. They have a deep-seated feeling of inferiority.
C. They care deeply about their relationships with others.
D. They think that others are better than them.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

55. People with low self-esteem are more likely than people with high self-esteem to:
A. be satisfied with their relationships.
B. take a negative view of everything.
C. believe that their partners like them.
D. have an inflated sense of self.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

56. According to a series of experiments conducted by Brad Bushman and Roy Baumeister (1998), undergraduate volunteers who scored high on both self-esteem and narcissism:
A. hated themselves "deep down inside."
B. cared the most about relationships with others.
C. were aggressive toward someone who praised them.
D. were the most aggressive.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

57. A sense that one is competent and effective refers to one's:
A. self-esteem.
B. self-aggrandizement.
C. self-worth.
D. self-efficacy.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

58. Children and adults with strong feelings of self-efficacy are more _____ than those with low self-efficacy.
A. persistent
B. anxious
C. depressed

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D. inconsistent

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
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Bloom's Level: Remember
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

59. You notice that your niece is unusually persistent when working on her homework. She rarely claims that she is unable to complete an assignment and is academically successful. You would be correct in speculating that she likely has strong feelings of:
A. self-efficacy.
B. narcissism.
C. collectivism.
D. transparency.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

60. Which of the following statements is true of self-efficacy?
A. People with strong feelings of self-efficacy are usually more depressed than others.
B. When problems arise, a strong sense of self-efficacy leads people to stay calm and seek solutions.
C. People with strong feelings of self-efficacy are usually more anxious than others.
D. When problems arise, a strong sense of self-efficacy leads people to ruminate on their inadequacy.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

61. Most cultures native to Asia, Africa, and Central and South America place a greater emphasis than other cultures on _____.
A. individualism
B. narcissism
C. collectivism
D. hedonism

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

62. Identify a true statement about growing individualism within cultures.
A. Chinese citizens in their early twenties are less likely than older Chinese citizens to agree with individualistic statements.
B. Today's young Americans report significantly less positive self-views than young people did in the 1960s and 1970s.
C. The more individualistic the time or the place, the more children receive unique names.
D. In individualistic cultures, being different and standing out are seen as detrimental.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.

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Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

63. Miguel is a new recruit at an apparel store. His team has 10 members, and he adapts himself to the needs of his team. He places more importance on the goals of his team than on his own goals and tries to identify himself with the identity of the team. The traits exhibited by Miguel are most similar to those of individuals belonging to a(n) _____ culture.
A. collectivistic
B. individualistic
C. hedonistic
D. narcissistic

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

64. In contrast to individualistic cultures, self-esteem in collectivist cultures is more likely to be _____.
A. malleable
B. stable
C. personal
D. less rational

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
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Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

65. Morela thinks that her peers view her as being tidy and prim. She then continues to imagine that her friends possibly think that she is the most tidy in her group. This is an example of _____.
A. the looking-glass self
B. impact bias
C. hindsight bias
D. the self-handicap effect

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Social Comparison

Feedback: Self-Concept: Who Am I?

66. Identify a characteristic that is most commonly identified with individualistic cultures.
A. They emphasize personal achievement.
B. They appreciate conformity.
C. They encourage positive social engagement.
D. They disapprove of egotism.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
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Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

67. Belicia chooses a designated driver to drive her home whenever she goes out for a party. She believes that this virtue of hers is exceptional and that no one else is as precautious as she is. This scenario best exemplifies:

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A. the false consensus effect.
B. impact bias.
C. the false uniqueness effect.
D. hindsight bias.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 49
Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

68. Who among the following in the United States achieve the most academically as students and earn the highest median income as adults, yet have the lowest self-esteem?
A. African-Americans
B. Native Americans
C. Latin Americans
D. Asian-Americans

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

69. Deunoro believes that he has incredible academic abilities and that he will easily get a job when he completes college. He also believes that he will always remain employed at the highest position in a company because of his academic qualifications. This is an example of _____.
A. unrealistic optimism
B. collective narcissism
C. defensive pessimism
D. egoistic individualism

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

70. Identify the true statement about illusory optimism.
A. It enables people to take sensible precautions in any circumstances.
B. It increases the level of vulnerability in people.
C. It encourages people to be more proactive than reactive.
D. It is otherwise known as the planning fallacy.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

71. Lucy does not wear a helmet when riding her motorcycle. She believes that she is less vulnerable to road accidents than others are. In the context of self-serving bias, this scenario exemplifies the concept of:
A. unrealistic optimism.
B. planning fallacy.
C. collective narcissism.

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D. self-handicapping.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
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Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

72. The management board of a construction company decides to invest and expand the business to real estate. However, Adam, one of the board members, is skeptical of this idea because he anticipates some trouble. He convinces the other board members to abandon this plan. Adam is proved right when the country's real estate business collapses. In the context of self-serving bias, this scenario exemplifies a phenomenon called:
A. unrealistic optimism.
B. planning fallacy.
C. collective narcissism.
D. defensive pessimism.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 48
Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

73. The tendency to perceive oneself favorably is referred to as:
A. impact bias.
B. in-group bias.
C. self-deprecating bias.
D. self-serving bias.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 44
Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

74. In the context of self-serving bias, which of the following statements represents the concept of self-serving attributions?
A. People attribute their success to their effort and failure to their lack of ability.
B. People attribute their success to their ability and failure to external factors.
C. People anticipate problems and harness their anxiety to motivate effective action.
D. People overestimate the commonality of their opinions and their undesirable behaviors.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 44
Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

75. Paul, a cab driver, is proud of his driving skills. One day, he has an accident while talking on his phone and driving and injures a person. He blames the person's carelessness for the accident. Which of the following psychological phenomena is exemplified in this scenario?
A. the false consensus effect
B. the spotlight effect
C. defensive pessimism
D. self-serving attributions

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply

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Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

76. In the context of self-serving attributions, saying "I earned an A on my psychology test" versus "My instructor gave me a C on my psychology test" exemplifies how we:
A. attribute negative outcomes to ourselves and positive outcome to others.
B. attribute positive outcomes to ourselves and negative outcomes to others.
C. associate ourselves with a lack of hope and distance ourselves from pride.
D. associate ourselves with punishment and distance ourselves from rewards.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 45
Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

77. On subjective, socially desirable, and common dimensions, most people:
A. view others as superior.
B. view everyone as relatively average.
C. ignore their strengths.
D. see themselves as better than the average person.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

78. Compared with people in general, most people perceive themselves as:
A. less intelligent than others.
B. less attractive than others.
C. less prejudiced than others.
D. less insightful than others.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
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Difficulty: Low
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

79. Which of the following statements best exemplifies unrealistic optimism?
A. If I study enough, I'll do well on this exam.
B. I'm sure I'll get any job in the world before I even graduate.
C. The stock market is a very risky place.
D. If I quit smoking, I'll lower my risk of cancer and other related diseases.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

80. Vincent was an addictive cigarette smoker and has recently quit smoking. He roams around with his friends who are regular smokers and, on many occasions, he is tempted to smoke. He reiterates that he has high will power that would easily

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overcome his temptation to smoke, even though he clearly struggles to hide his temptation to smoke. This is an example of _____.
A. false consensus
B. illusory optimism
C. collective narcissism
D. defensive optimism

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

81. Barbara was really shocked when her candidate was not elected. She had assumed that everyone felt as she did and supported her candidate's ideas. This is an example of:
A. the false consensus effect.
B. the self-serving bias.
C. unrealistic optimism.
D. defensive pessimism.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

82. Which of the following statements best reflects the false consensus effect?
A. The devil made me do it.
B. I don't cheat on my income tax.
C. Everyone does it!
D. No one is better than me.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 48
Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

83. The false uniqueness effect is:
A. the anticipation of problems to motivate effective action.
B. the unrealistic optimism about future life events.
C. the tendency to underestimate the commonality of one's abilities.
D. the tendency to see oneself as superior to others.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 49
Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

84. Self-serving bias can be adaptive in that it:
A. enables us to exhibit realistic optimism about our futures.
B. decreases our vulnerability through illusory optimism.
C. allows us to savor the good things that happen in our lives.
D. prevents us from blaming others when things go wrong.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
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Bloom's Level: Understand
Difficulty: Medium
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Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

85. Which of the following phenomena is defined as the tendency to overestimate the commonality of one's opinions and one's undesirable or unsuccessful behaviors?
A. the observer effect
B. the spotlight effect
C. the false uniqueness effect
D. the false consensus effect

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
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Feedback: What Is Self-Serving Bias?

86. John is nervous about his tennis match, but he still stays out late instead of getting a good night's sleep the night before the match. If he loses, he believes he could say that his lack of sleep caused his poor performance. This is an example of:
A. self-handicapping.
B. self-serving bias.
C. impact bias.
D. hindsight bias.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
Page: 50
Topic: Self-Presentation

Feedback: How Do People Manage Their Self-Presentation?

87. In the context of impression management, self-monitoring involves:
A. protecting one's self-image by creating an excuse for later failure.
B. disparaging oneself (false modesty) to elicit reassurance.
C. self-introspection to attain self-realization and self-actualization.
D. adjusting one's performance to create the desired impression.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
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Learning Objective: Define self-presentation and understand how impression management can explain behavior.
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Topic: Self-Presentation

Feedback: How Do People Manage Their Self-Presentation?

88. Asian cultures place more emphasis on _____ than other cultures, and that emphasis may pay off with better performance.
A. self-improvement
B. individualism
C. narcissism
D. self-esteem

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
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Feedback: What Is the Nature and Motivating Power of Self-Esteem?

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89. Which of the following statements about self-concept across cultures is FALSE?
A. Eight percent of girls born in the United States in 2010 received one of the 10 most common names.
B. Compared to 20 years ago, fewer love songs today are considered "sappy love songs."
C. U.S. children today report more positive self-views than those in the 1960s and 1970s.
D. Popular song lyrics today are more likely to use "we" and "us" than 20 years ago.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 31–33
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

90. Melinda is assigned a task on Monday that needs to be completed by Friday. She decides to begin the task on Thursday as she estimates that the task will take her two days to complete, but the task will take her three days. This underestimation of how long it will take to complete a task is called:
A. self-handicapping.
B. impact bias.
C. planning fallacy.
D. spotlight effect.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

91. Which of the following theories proposes that people exhibit self-protective emotional and cognitive responses, including adhering more strongly to their cultural worldviews and prejudices, when confronted with reminders of their mortality?
A. motivation crowding theory
B. terror management theory
C. attachment theory
D. sociocultural theory

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What is the Nature and Motivating Power of Self-Esteem?

92. Santiago, a Hispanic immigrant, has been living in the United States for 20 years. After he learns he has Stage 4 lung cancer, he asks his children to uphold their customs and traditions. He also starts speaking exclusively in Spanish to reinforce his cultural identity, which in turn increases his self-esteem. According to Jeff Greenberg, which of the following theories best describes Santiago's change in behavior?
A. cognitive dissonance theory
B. terror management theory
C. social learning theory
D. object relations theory

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
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Difficulty: High
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Topic: Self-Esteem

Feedback: What is the Nature and Motivating Power of Self-Esteem?

93. Which part of the brain is significantly involved in maintaining our sense of self?

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A. the left hemisphere
B. the corpus callosum
C. the right hemisphere
D. the brain stem

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 29
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

94. When asked "Tell me something about yourself" Juanita answers, "I am athletic and intelligent." Juanita's answer most likely describes her:
A. locus of control.
B. ideal self.
C. possible self.
D. self-schema.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 29
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

95. Persons from Western cultures (e.g., the United States, England) relative to persons from Eastern cultures (e.g., China, Korea) tend to:
A. have more interdependent selves.
B. be more collectivistic.
C. be happier when the members of their group succeed.
D. believe in the power of their personal control.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

96. Cathy has forgotten to do her laundry this week. Since she is running late for class she wears the only clean shirt she has, a "New Kids on the Block" T-shirt left over from 1988. As she wanders around campus, she is convinced that everyone is staring at her. Cathy is most likely experiencing:
A. the spotlight effect.
B. the illusion of transparency.
C. the self-reference effect.
D. hindsight bias.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Spotlight Effect

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

97. Kevin is hanging out with his friends at the mall when he bumps into his ex-girlfriend and her new boyfriend. He is devastated. He feels like his heart has been torn open, and he is on the verge of tears. Although he has only said "hi" to her, he believes that his friends, his ex-girlfriend, and her new boyfriend can clearly see his heartache. This phenomenon is known as:
A. the terror management theory.
B. the illusion of transparency.

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C. the self-reference effect.
D. the false uniqueness effect.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Illusion of Transparency

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves?

98. According to sociologist Charles H. Cooley (1902), which of the following terms describes our use of how we think others perceive us as a mirror for perceiving ourselves?
A. negative self-talk
B. looking-glass self
C. self-efficacy
D. self-assertion

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 30
Topic: Social Comparison

Feedback: Self-Concept: Who Am I?

99. Joe was delighted when his favorite team won the Super Bowl. After the winning touchdown was scored, he said, "This has made my month, and nothing is going to bring me down from this!" The next morning, however, his mood returned to normal. This is an example of:
A. hindsight bias.
B. an interdependent self.
C. immune neglect.
D. impact bias.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 37
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

100. Alex, a below-average student, cheats in his exams. His teachers catch him cheating and question him. He, however, justifies his act and argues that most students cheat in their exams but are not caught. Which of the following psychological phenomena best exemplifies Alex's attitude?
A. the false uniqueness effect
B. cognitive dissonance
C. the false consensus effect
D. defensive pessimism

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 48
Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

101. Jack is very nervous about meeting his future in-laws for the first time. On the day they arrive at his home to meet him, he greets them in ripped sweatpants and a stained T-shirt. Later, his fiancé tells him that her parents were unimpressed with him. Which of the following best describes Jack's behavior?
A. He is self-handicapping.
B. He is demonstrating false modesty.
C. He is demonstrating false pride.

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D. He is self-monitoring.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
Page: 50
Topic: Self-Presentation

Feedback: How Do People Manage Their Self-Presentation?

102. Benjamin is able to alter his behaviors so that he can fit in with any group of people. Benjamin would likely receive a high score on a scale measuring:
A. self-handicapping.
B. self-monitoring.
C. self-actualization.
D. self-realization.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
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Topic: Self-Presentation

Feedback: How Do People Manage Their Self-Presentation?

103. Laura, a researcher, studies Atharv's desire to present a favorable image of himself both to his friends and to himself. In this scenario, Laura studies a psychological phenomenon called:
A. self-presentation.
B. self-handicapping.
C. self-efficacy.
D. self-delusion.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: Medium
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
Page: 51
Topic: Self-Presentation

Feedback: How Do People Manage Their Self-Presentation?

104. Who are most likely to have an independent sense of self?
A. people who live in a collectivistic culture
B. people who live in a socialistic culture
C. people who live in an individualistic culture
D. people who live in an altruistic group culture

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 33
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

105. Which of the following is true of self-control?
A. Failures of self-control are least likely to appear when one has to do something taxing, difficult, or unpleasant.
B. People who fail to exert self-control on a particular task subsequently work harder on other tasks.
C. Self-control can be depleted or strengthened, much like a muscle.
D. Self-control typically involves the strategy of humblebragging.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand self-control through examination of the self in action.
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Topic: Self-Concept

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Feedback: What Does It Mean to Have "Self-Control"?

106. Which of the following statements on self-concept across cultures is FALSE?
A. People in individualistic countries persist more when they are succeeding.
B. For Japanese college students, happiness comes with positive social engagement.
C. Individualists make comparisons with others to boost their self-esteem.
D. Asian collectivists are more likely to make downward social comparisons than individualists.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

107. Carmen was assigned a term paper at the start of her Social Psychology class. She figured it would only take two days to write the paper, so she did not start it until two days before it was due. Halfway through the second day, Carmen was devastated; she wasn't even halfway done yet! Carmen's underestimation of how long it would take her to complete her paper is an example of:
A. planning fallacy.
B. self-handicapping.
C. defensive pessimism.
D. learned helplessness.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 36
Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

108. In the context of the dual attitude system of human behavior, which of the following is true of an implicit attitude?
A. It is a conscious attitude regarding someone or something.
B. It can often be changed more easily than an explicit attitude.
C. It changes slowly, with practice that forms new habits.
D. It is typically favorable rather than unfavorable.

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

109. Sarah feels a lump in her throat and numbness in her hands and feet when she has to speak in front of an audience. In the context of the dual attitude system of human behavior, she is referring to her:
A. explicit attitude.
B. implicit attitude.
C. high self-esteem.
D. high self-efficacy.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

110. Diana meets Peter at her friend's house. She notices that he is wearing the jersey of her favorite baseball team. She decides that she likes him and starts talking to him. In the context of self-concept, this scenario exemplifies

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Diana's:
A. narcissistic attitude.
B. implicit attitude.
C. feminist attitude.
D. explicit attitude.

APA Outcome: 1.3: Describe applications of psychology
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

111. Which of the following is a characteristic of narcissists?
A. They typically hate themselves "deep down inside."
B. They are likely to lash out when an insult is delivered publicly.
C. They are likely to possess a deep-seated feeling of inferiority.
D. They typically have low self-esteem.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
Page: 42
Topic: Self-Esteem

Feedback: What is the Nature and Motivating Power of Self-Esteem?

112. Who among the following is most likely a narcissist?
A. Harold, who is unpopular among his relatives and colleagues
B. Taylor, who cares about the well-being of her neighbors and friends
C. Elizabeth, who is ready to work extra hours for the benefit of her team
D. Joshua, who reacts aggressively if his team members criticize him

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What is the Nature and Motivating Power of Self-Esteem?

113. Cameron, a swimmer, has won many national and international swimming championships. He is confident that he can win a gold medal at the next Olympic games. He is usually more persistent, less anxious, and less depressed than his competitors. Identify a true statement about Cameron in this scenario.
A. He suffers from low self-esteem.
B. He has developed defensive pessimism.
C. He has strong feelings of self-efficacy.
D. He suffers from an illusion of transparency.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

Feedback: What Is the Nature and Motivating Power of Self-Esteem?

114. Kadri wants to impress her teacher by behaving well at her college monthly convention. She tries to create a positive image of herself among her friends and teachers. This is an example of _____.
A. self-handicapping
B. self-presentation
C. unrealistic optimism
D. defensive pessimism

APA Outcome: 1.3: Describe applications of psychology

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Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
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Topic: Self-Presentation

Feedback: How Do People Manage Their Self-Presentation?

115. Shenaz has her exams coming up the following day. Fearing failure and worrying too much about her self-image among her friends, she decides to binge eat and drink the night before the exam. She knows that she always falls sick when she overeats and consumes excessive alcohol, but she believes that she could use her sickness as a valid excuse if she fails her exam. This is an example of _____.
A. self-monitoring
B. self-handicapping
C. learned helplessness
D. collective narcissism

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
Page: 50
Topic: Self-Presentation

Feedback: How Do People Manage Their Self-Presentation?

116. In the first half of a soccer match, Giorgia, the goalkeeper of a soccer team, saves three goals. She believes that her agility and hard work have helped her achieve this. However, during the second half of the match, she fails to save a goal, which causes her team to lose the match. Later, she reports that she could not save the final goal because of her shoulder injury and her team would have won the match if she were in perfect health.
In this scenario, Giorgia's behavior exemplifies a phenomenon called:
A. the false uniqueness effect.
B. the spotlight effect.
C. self-serving attributions.
D. defensive pessimism.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 45
Topic: Self-Serving Bias

Feedback: What Is Self-Serving Bias?

117. Amelia feels awkward as she thinks her classmates can see the joy on her face even before her teacher can announce to the class about Amelia winning the "best speaker" competition. She is convinced that everyone knows how happy she feels. This is an example of:
A. self-handicapping.
B. self-monitoring.
C. an internal locus of control.
D. the illusion of transparency.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Illusion of Transparency

Feedback: Spotlights and Illusions: What Do They Teach Us about Ourselves

118. Which of the following statements is true of people from individualistic cultures in Western countries?
A. They focus on how language allows communication with others rather than how it allows self-expression.
B. They prefer being different and standing out from others.
C. They place less value on expressing their uniqueness and more on their tradition and shared practices.
D. They primarily focus on gaining social approval.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains

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Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
Page: 32
Topic: Self and Culture

Feedback: Self-Concept: Who Am I?

119. In _____ cultures, modesty is the default strategy to avoid offending others.
A. individualistic
B. narcissistic
C. collectivistic
D. hedonistic

APA Outcome: 1.1: Describe key concepts, principles, and overarching themes in psychology
Accessibility: Keyboard Navigation
Bloom's Level: Remember
Difficulty: Low
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
Page: 51
Topic: Self-Presentation

Feedback: How Do People Manage Their Self-Presentation?

120. Identify the true statement about impact bias.
A. People are prone to impact bias after negative events.
B. It excludes the impact of emotion-causing events.
C. It is most commonly referred to as the false consensus effect.
D. Under impact bias, the emotional traces of good tidings stay forever.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

Feedback: Self-Concept: Who Am I?

121. What is the spotlight effect? Provide an example.

Answers will vary.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Page: 26
Topic: Spotlight Effect

122. How is the spotlight effect related to the illusion of transparency?

Answers will vary.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Describe the spotlight effect and its relation to the illusion of transparency.
Pages: 26–27
Topic: Spotlight Effect

123. Discuss the differences between individualism and collectivism as they relate to Eastern and Western political views.

Answers will vary.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
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124. What is self-efficacy, and how is it different from self-esteem?

Answers will vary.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand self-esteem and its implications for behavior and cognition.
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Topic: Self-Esteem

125. Explain the dual attitude system and how people's attitudes change.

Answers will vary.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Understand how, and how accurately, we know ourselves and what determines our self-concept.
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Topic: Self-Concept

126. Explain the false consensus effect and the false uniqueness effect with examples.

Answers will vary.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
Page: 48–49
Topic: Self-Serving Bias

127. What is self-handicapping? Why do people engage in it?

Answers will vary.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
Page: 50–51
Topic: Self-Presentation

128. Give an example of self-monitoring and the effects of being high or low in self-monitoring.

Answers will vary.

APA Outcome: 1.3: Describe applications of psychology
Accessibility: Keyboard Navigation
Bloom's Level: Apply
Difficulty: High
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
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Topic: Self-Presentation

129. Describe how self-presentation is linked with self-esteem and self-monitoring.

Answers will vary.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
Accessibility: Keyboard Navigation
Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Define self-presentation and understand how impression management can explain behavior.
Page: 51–52
Topic: Self-Presentation

130. Explain the self-serving bias and its effects.

Answers will vary.

APA Outcome: 1.2: Develop a working knowledge of psychology's content domains
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Bloom's Level: Understand
Difficulty: Medium
Learning Objective: Explain self-serving bias and its adaptive and maladaptive aspects.
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