Communication in Our Lives 8th edition Wood Test Bank

SKU: 9781305949546-TEST-BANK

Name:_____ Class:_____ Date:_____

Chapter 02: Perception and Communication

1. Elijah goes into the library to find his friend Aimee who went there to study. He walks through the library until he sees her and then sits down beside her. Later Elijah's friend Marvin comes over and says, "Hey, man, why did you ignore me when you walked right past me a minute ago?" Elijah shakes his head, not knowing why he didn't see Marvin. Elijah's failure to see Marvin when he was focusing on finding Aimee is an example of

a. noise.
b. selective perception.
c. insular listening.
d. biased perception.
e. assimilation.

ANSWER: b
POINTS: 1
REFERENCES: p. 27
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
DATE CREATED: 9/27/2016 10:15 AM
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2. Shelli and Lisa are talking about their favorite teachers. They each have qualities and characteristics that they feel make the ideal teacher. What are Shelli and Lisa talking about?

a. personal constructs
b. scripts
c. prototypes
d. schemata
e. person-centeredness

ANSWER: c
POINTS: 1
REFERENCES: pp. 28-29
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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3. Jason passes Greg in the residence hall lobby and says hi. Greg does not say hi back. Jason expected Greg to say hello in return. Jason’s expectation refers to

a. personal constructs.
b. scripts.
c. prototypes.
d. schemata.
e. person-centeredness.

ANSWER: b
POINTS: 1

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REFERENCES: p. 30
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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4. Bipolar mental yardsticks that allow us to position people and situations along dimensions of judgment are
   a. personal constructs.
   b. scripts.
   c. prototypes.
   d. schemata.
   e. person-centeredness.

ANSWER: a
POINTS: 1
REFERENCES: p. 29
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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5. All of the following are cognitive schemata we use to make sense of phenomena EXCEPT
   a. abstraction.
   b. stereotypes.
   c. scripts.
   d. constructs.
   e. prototypes.

ANSWER: a
POINTS: 1
REFERENCES: p. 28
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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6. The reason Letitia yelled at me is because she is a mean person. This attribution
   a. assumes an external locus of control.
   b. assumes a specific explanation.
   c. assumes Letitia's yelling is not stable.
   d. assumes an internal locus of control and a global explanation.
   e. All of these answers are correct.

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ANSWER: d
POINTS: 1
REFERENCES: pp. 31-32
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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7. Janet says, "I didn't get a job offer because the interviewer was biased and it was a nasty day. However, Ellen didn't get an offer because she isn't qualified." This is an example of

a. construct differentiation.
b. stereotyping.
c. self-serving bias.
d. internal attributions.
e. scripting.

ANSWER: c
POINTS: 1
REFERENCES: p. 32
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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8. Ashley grew up in a poor neighborhood with parents who struggled to pay their bills. She was even homeless for several months as a child after her family was evicted from their apartment. As an adult, Ashley makes enough money to live comfortably, but she has a fuller understanding of socioeconomic class due to her experiences as a child. Ashley's perspective on class is an example of

a. standpoint.
b. self-serving bias.
c. person-centered perception.
d. cognitive schemata.
e. constructivism.

ANSWER: a
POINTS: 1
REFERENCES: p. 35
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Influences on Perception
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9. The following are all influences on perception EXCEPT
   a. age.
   b. sensory abilities.
   c. physiologies.
   d. physiological state.
   e. socioeconomic status.

ANSWER: e
POINTS: 1
REFERENCES: pp. 33-34
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Influences on Perception
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10. Which of the following explains why it is dangerous to use social media while driving?
   a. selective perception
   b. perceptual organization
   c. constructivism
   d. personal constructs
   e. self-indication

ANSWER: a
POINTS: 1
REFERENCES: p. 27
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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11. ____ claims that a culture includes a number of social communities, and each one distinctively shapes the perceptions, identities, and opportunities of its members.
   a. Social exchange theory
   b. Uncertainty reduction theory
   c. Constructivism
   d. Attribution theory
   e. Standpoint theory

ANSWER: e
POINTS: 1
REFERENCES: p. 35
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Influences on Perception

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12. ____ claims that we organize and interpret experience by applying cognitive schemata.
    a. Social exchange theory
    b. Uncertainty reduction theory
    c. Constructivism
    d. Attribution theory
    e. Standpoint theory

ANSWER: c
POINTS: 1
REFERENCES: p. 28
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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13. The dimension of interpersonal attributions that explains actions as resulting from a global pattern or a specific instance is known as
    a. locus.
    b. stability.
    c. scope.
    d. responsibility.
    e. None of these answers are correct.

ANSWER: c
POINTS: 1
REFERENCES: p. 31
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
DATE CREATED: 9/27/2016 10:15 AM
DATE MODIFIED: 10/2/2016 10:32 PM

14. The dimension of interpersonal attributions that explains that behaviors come from factors people can control or from those they cannot control is known as
    a. locus.
    b. stability.
    c. scope.
    d. responsibility.
    e. None of these answers are correct.

ANSWER: d
POINTS: 1

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REFERENCES: p. 31
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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15. If we wish to enhance our competence and avoid the problems of abstraction, we should
    a. recognize that all perceptions are subjective.
    b. avoid mind reading.
    c. check our perception with others.
    d. distinguish between facts and inferences.
    e. All of these answers are correct.

ANSWER: e
POINTS: 1
REFERENCES: pp. 39-42
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Guidelines for Effective Perception
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16. Jill is nervous about her biology test and says to her roommate, "This is stupid! I'm stupid! I'm going to fail." When Jill gets her test back a week later, she learns that she did, in fact, fail the test. Jill engaged in
    a. mind reading.
    b. self-fulfilling prophecy.
    c. an attribution.
    d. using a prototype.
    e. using a stereotype.

ANSWER: b
POINTS: 1
REFERENCES: p. 28
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Human Perception
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17. What is the term used for the ability to perceive another person as a unique and distinct individual based on our knowledge of them?
    a. personal construct
    b. prototype
    c. person-centered perception

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d. constructive bias

ANSWER: c
POINTS: 1
REFERENCES: p. 37
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
TOPICS: Influences on Perception
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18. Our choices of social media shape our perceptions of events, issues, and people.
a. True
b. False

ANSWER: True
POINTS: 1
REFERENCES: p. 38
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Digital Media and Perception
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19. A prototype is a knowledge structure that defines the best or most representative example of some category.
a. True
b. False

ANSWER: True
POINTS: 1
REFERENCES: p. 28
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Human Perception
DATE CREATED: 9/27/2016 10:15 AM
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20. Stereotypes are generalizations about groups that are always inaccurate.
a. True
b. False

ANSWER: False
POINTS: 1
REFERENCES: p. 29
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Human Perception

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21. Positioning people as intelligent or not intelligent is an example of a personal construct.
    a. True
    b. False
ANSWER: True
POINTS: 1
REFERENCES: p. 29
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Human Perception
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22. An inference is based solely on facts gained from observing stimuli.
    a. True
    b. False
ANSWER: False
POINTS: 1
REFERENCES: p. 41
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Guidelines for Effective Perception
DATE CREATED: 9/27/2016 10:15 AM
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23. Empathy is the ability to feel with another person.
    a. True
    b. False
ANSWER: True
POINTS: 1
REFERENCES: p. 38
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Influences on Perception
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24. Cognitive complexity refers to the number of constructs used, how abstract they are, and how elaborately they interact to shape a person's perception.
    a. True
    b. False

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ANSWER: True
POINTS: 1
REFERENCES: p. 36
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Influences on Perception
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25. Our perceptions are not equivalent to the complex reality on which they are based because we can never fully describe or even apprehend total reality.
    a. True
    b. False

ANSWER: True
POINTS: 1
REFERENCES: p. 39
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Guidelines for Effective Perception
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26. Self-indication occurs when we point out certain things to ourselves.
    a. True
    b. False

ANSWER: True
POINTS: 1
REFERENCES: p. 28
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Human Perception
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27. The older we get, the more complex is our perspective on life and people.
    a. True
    b. False

ANSWER: True
POINTS: 1
REFERENCES: p. 34
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Influences on Perception

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28. Locus attributes what a person does based on internal or external factors.
    a. True
    b. False
ANSWER: True
POINTS: 1
REFERENCES: p. 31
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Human Perception
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29. Our cognitive schemata are entirely individualistic.
    a. True
    b. False
ANSWER: False
POINTS: 1
REFERENCES: p. 31
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Human Perception
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30. Stereotypes are generalizations that can be both useful and misleading.
    a. True
    b. False
ANSWER: True
POINTS: 1
REFERENCES: p. 29
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Human Perception
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31. Cognitively complex people are likely to ignore information that doesn't fit neatly with their previously formed impressions.
    a. True
    b. False

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ANSWER: False
POINTS: 1
REFERENCES: p. 37
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Influences on Perception
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32. Interpretation is an objective process of explaining perceptions to assign meaning to them.
    a. True
    b. False
ANSWER: False
POINTS: 1
REFERENCES: p. 31
QUESTION TYPE: True / False
HAS VARIABLES: False
TOPICS: Human Perception
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33. A person's point of view as it is influenced by social circumstances is called the person's _____.
ANSWER: standpoint
POINTS: 1
REFERENCES: p. 35
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Influences on Perception
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34. _____ is the active process of selecting, organizing, and interpreting people, objects, events, situations, and activities.
ANSWER: Perception
POINTS: 1
REFERENCES: p. 26
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Human Perception
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35. _____ refers to the number, abstractness, and elaborateness of constructs we use to perceive

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phenomena.
ANSWER: Cognitive complexity
POINTS: 1
REFERENCES: p. 36
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Influences on Perception
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36. Assuming we understand how another person thinks or perceives without asking that person is _____.
ANSWER: mind reading
POINTS: 1
REFERENCES: p. 40
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Guidelines for Effective Perception
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37. The person you think of as the ideal friend, or the best example of what a friend is like, is your _____ for a friend.
ANSWER: prototype
POINTS: 1
REFERENCES: p. 28
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Human Perception
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38. A(n) _____ for a first date describes how you and another person are supposed to act on a first date.
ANSWER: script
POINTS: 1
REFERENCES: p. 30
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Human Perception
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39. Attributing your strengths and good actions to your personal integrity while attributing your weaknesses and mistakes to external factors beyond your control is known as the _____.

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ANSWER: self-serving bias
POINTS: 1
REFERENCES: p. 32
QUESTION TYPE: Completion
HAS VARIABLES: False
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40. _____ is the ability to feel with another person or to feel what she or he feels in a given situation.
ANSWER: Empathy
POINTS: 1
REFERENCES: p. 38
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Influences on Perception
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41. _____ consists of beliefs, understandings, practices, and ways of interpreting experiences that are shared by a number of people.
ANSWER: Culture
POINTS: 1
REFERENCES: p. 34
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Influences on Perception
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42. The ability to perceive another as a unique and distinct individual apart from social roles and generalizations is known as _____.
ANSWER: person-centered perception
POINTS: 1
REFERENCES: p. 37
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Influences on Perception
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43. A(n) _____ is a phenomenon that occurs when a person acts in ways consistent with how one has learned to perceive oneself.

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ANSWER: self-fulfilling prophecy
POINTS: 1
REFERENCES: p. 28
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Human Perception
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44. _____ is a theory that suggests that we organize and interpret our world based on the use of cognitive schemata.
ANSWER: Constructivism
POINTS: 1
REFERENCES: p. 28
QUESTION TYPE: Completion
HAS VARIABLES: False
TOPICS: Human Perception
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45. Discuss the five guidelines for enhancing communication competence.
ANSWER: 1. Recognize that all perceptions are subjective, so there is no absolutely correct or best understanding of a situation or a person.
2. Avoid mind reading, or assuming you know what others perceive, think, and feel.
3. Check perceptions with others, which involves stating how you perceive something and asking how another person perceives it.
4. Distinguish between facts and inferences.
5. Monitor the self-serving bias, which can lead us to perceive ourselves too charitably and others too harshly.
POINTS: 1
REFERENCES: pp. 39-43
QUESTION TYPE: Essay
HAS VARIABLES: False
TOPICS: Guidelines for Effective Perception
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46. Discuss perception, identifying and briefly explaining the three processes involved.
ANSWER: Perception consists of three processes: selecting, organizing, and interpreting. These processes are overlapping, so they blend into and influence one another. They are also interactive, so each affects the other two. First, we select what we will pay attention to in our surroundings. Next, we organize what we've selectively noticed to make it meaningful to us by applying cognitive structures called schemata. Finally, we interpret, which is the subjective process of explaining perceptions to assign meaning to them.
POINTS: 1

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REFERENCES: pp. 26-31
QUESTION TYPE: Essay
HAS VARIABLES: False
TOPICS: Human Perception
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47. Describe the four dimensions of attributions.
ANSWER: Attributions have four dimensions: locus, stability, scope, and responsibility. Locus attributes what a person does to either internal factors ("He's sick.") or external factors ("The traffic jam frustrated him."). Stability explains actions as resulting either from stable factors that won't change ("She's a Type A person.") or from temporary, unstable factors ("She's irritable because she's just had a fight with the boss."). Scope (sometimes called specificity) defines behavior as part of a global pattern ("He's a mean person.") or a specific instance ("He gets angry when he's tired."). The dimension of responsibility attributes behaviors either to factors people can control ("She doesn't try to control her outbursts.") or to ones they cannot ("She has a chemical imbalance that makes her moody.").
POINTS: 1
REFERENCES: p. 31
QUESTION TYPE: Essay
HAS VARIABLES: False
TOPICS: Human Perception
DATE CREATED: 9/27/2016 10:15 AM
DATE MODIFIED: 10/2/2016 9:00 PM

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