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1. Which term encompasses the information that we receive through our senses of sight, hearing, smell, taste, or touch?
   A) Stimuli
   B) Perception
   C) Inferences
   D) Person perception

2. Making judgments about others and providing explanations for their behavior is part of the process called _____.
   A) stimuli
   B) perception
   C) inferences
   D) person perception

3. We want to know "who will help, harm, or interest us." This is a part of _____.
   A) making a good impression on others
   B) deepening and strengthening our interactions
   C) making the right communication choices
   D) deciding about how to be a good communicator

4. The mind stores vast quantities of information, and when we experience certain stimuli, they trigger responses based on stored information. This is called _____.
   A) perception checking
   B) mental associations
   C) nonverbal communication
   D) forming perceptions

5. Which of the following is NOT a source of mental associations?
   A) Life experiences
   B) Information you create
   C) Media
   D) Culture

6. Which of the following is an example of how the media can influence mental associations?
   A) Watching television coverage of an upcoming election
   B) Playing soccer outside with a friend
   C) Studying for an exam in the school library
   D) Preparing a meal with a family member

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7. One common mistake that occurs when forming perceptions is that people may _____.
   A) take some time before making judgments about others
   B) ”freeze” on their first impression and resist further cues that contradict it
   C) make judgments based on a person's behavior rather than stereotypes
   D) ignore a person's appearance and instead focus on his or her actions

8. Which statement about stereotypes is true?
   A) They are a form of self-serving bias.
   B) They typically result in accurate perceptions of others.
   C) They consider the character of the individual person.
   D) They are inferences drawn about others based on their social category.

9. Melissa signed up for Tinder and decided that Jesse, based on his profile picture, would be the perfect partner. Jesse was attractive, with black hair and beautiful brown eyes. In person, however, Jesse was rude and unlikable. What was Melissa's mistake?
   A) She was fooled by appearances.
   B) She made a judgment based on a stereotype.
   C) She gave herself the benefit of the doubt.
   D) She used transference.

10. You should not use appearance as the primary way to form perceptions about others because _____.
   A) perceptions based on appearance are a weaker indicator of a person's characteristics than other social cues typically present
   B) a person's appearance provides no cues to his or her personality
   C) the accuracy of our judgments lessens as we get to know other people and interact with them
   D) nonverbal communication does not have a significant impact on a person's appearance

11. Jarett and Tawanda are in a study group together. Tawanda reminds Jarett of his favorite cousin, whom he visits in Philadelphia every summer. As a result, whenever Tawanda gets to class, he smiles and motions for her to sit next to him. This is an example of _____.
   A) stereotyping
   B) rushing to judgment
   C) transference
   D) being fooled by appearances

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12. _____ occurs when we attribute our successes to our own favorable personality traits rather than to circumstances.
    A) Self-serving bias
    B) Fundamental attribution error
    C) Perception checking
    D) Stereotyping

13. Which of the following occurs when you overestimate the impact of others' personal traits and play down the role of circumstances?
    A) Self-serving bias
    B) Fundamental attribution error
    C) Perception checking
    D) Stereotyping

14. To strengthen our perceptions, it is important to _____.
    A) recognize that perceptions are infallible
    B) disregard additional data that may become available
    C) acknowledge that stereotypes are generally true
    D) differentiate between facts and inferences

15. The perception checking process is used to _____.
    A) express your opinions and judgments about others in a nonverbal manner
    B) make judgments about people based on their physical or cultural characteristics
    C) gain a better understanding of another person's behavior
    D) identify similarities between a person you have just met and people you already know

16. Which term refers to our personal construction of who we are?
    A) Self
    B) Self-concept
    C) Extended self
    D) Internal self

17. _____ refers to all your perceptions of yourself.
    A) in-group
    B) out-group
    C) extended self
    D) internal self

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18. The descriptive dimension of your self-concept refers to _____.
    A) your overall self-evaluation
    B) how you would describe yourself
    C) what you think of the description of yourself
    D) your self-assessment of a specific trait

19. What does the evaluative dimension of your self-concept refer to?
    A) Your overall self-evaluation
    B) How you would describe yourself
    C) What you think of the description of yourself
    D) Your self-assessment of a specific trait

20. You are UNLIKELY to improve your self-concept if you _____.
    A) engage in negative self-talk
    B) develop support networks
    C) take steps toward personal growth
    D) change your interpretation of something that happened in your life

21. _____ occurs when you change your interpretation of something that happened in your life.
    A) Positive self-talk
    B) Support networks
    C) Personal growth
    D) Reappraisal

22. Nikki wanted to make a good first impression when she went for an interview at the deli. She carefully chose her outfit and pulled back her hair. What version of herself was she managing?
    A) Private self
    B) Public self
    C) Personal self
    D) Impression self

23. Which is NOT a communication strategy used for identity management?
    A) Ingratiation
    B) Self-promotion
    C) Positive self-talk
    D) Exemplification

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24. What is the primary ethical issue related to identity management?
    A) The types of media you use to disseminate information about yourself
    B) Whether to engage in identity management at all
    C) Who you present information about yourself to
    D) The accuracy of the information you present

25. People who are able to read others more accurately are able to employ better social skills, form closer relationships, and generally navigate life more smoothly.
    A) True
    B) False

26. Perceptions are based on inferences from the sensory information that we have.
    A) True
    B) False

27. Our inferences and perceptions are reality.
    A) True
    B) False

28. When we interact with others, it is *not* helpful to try to understand their goals and motivations.
    A) True
    B) False

29. In the workplace, an ability to infer the feelings of others can improve job performance in a variety of contexts.
    A) True
    B) False

30. Our mind makes associations between the stimuli we focus on and other ideas stored in the brain.
    A) True
    B) False

31. People rarely make judgments about others based on the first information they receive.
    A) True
    B) False

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32. When people stereotype, they assume that everyone in a category shares certain positive or negative characteristics.
    A) True
    B) False

33. Stereotypes typically result in accurate perceptions of others.
    A) True
    B) False

34. During the correction process, we consider the input we've taken in and apply logic to make a more reasoned judgment about others' behavior.
    A) True
    B) False

35. Facts are statements for which there is enough proof to convince almost any reasonable and objective person that they are true.
    A) True
    B) False

36. While perception checking, you should use language that puts the other person on the defensive.
    A) True
    B) False

37. Self-concepts have a past, present, and future dimension.
    A) True
    B) False

38. Self-concepts are not unique; there are many people just like you in the world.
    A) True
    B) False

39. Your domain-specific self-esteem reflects your overall self-evaluation.
    A) True
    B) False

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40. Reflected appraisals from peers become particularly important in adolescence.
    A) True
    B) False

41. Personal growth refers to the process of strengthening your self-awareness and trying to live a life consistent with your values and capabilities.
    A) True
    B) False

42. When you are feeling down on yourself, a good way to improve your outlook is to view the situation from a different perspective.
    A) True
    B) False

43. Your private self represents the self that you portray to other people.
    A) True
    B) False

44. The process by which people "present information about themselves in order to appear as they wish others to perceive them" is known as identity management or impression management.
    A) True
    B) False

45. Supplication involves the user trying to convince others that he or she is dangerous by using threats or other statements that cause discomfort.
    A) True
    B) False

46. Editing profiles, uploading pictures, joining groups, and announcing what we're up to on social media are forms of online identity management.
    A) True
    B) False

47. _____ refers to the process by which we come to understand the stimuli in our world.

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48. _____ information is the information we receive through our senses of sight, hearing, smell, taste, or touch.

49. _____ is the process of making judgments about others, “deciding what they are like, predicting what they will do, [and] providing explanations for their behavior.”

50. When your mind triggers inferences about a new person based solely on traits he or she shares with someone you know, _____ occurs.

51. _____ is a conscious, three-step process that allows you to ask other people about their intentions in a nonthreatening way.

52. Your _____ includes all your perceptions of yourself, such as abilities, accomplishments, personality, preferences, and characteristics.

53. Your evaluation of the person you visualize when you describe yourself is your _____.

54. _____ are the feedback we receive about ourselves from others.

55. A(n) _____ is a group that we don't feel a part of.

56. When you consciously engage in _____, you essentially talk to yourself.

57. A(n) _____ occurs when you expect a particular outcome to occur, which causes you to behave in a way that makes the outcome more likely.

58. _____ is the intentional revelation of important information about ourselves that others are not likely to know.

59. _____ is the ability to understand your own and others' emotions.

60. _____ is a communication strategy people use when they hope to be liked.

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61. When an individual wishes to demonstrate helplessness or dependence on others, he or she uses the communication strategy called _____.

62. Mental associations come from a variety of sources. Define four sources, and discuss each in detail.

63. Perceptions are often viewed as being reality, but they are frequently inaccurate. Discuss the reasons our perceptions may be wrong, and the common mistakes that are made when forming perceptions.

64. How can self-talk influence your perception of yourself, and in what contexts can it be beneficial? Be sure to define self-talk in your answer and provide an example.

65. Identity management can occur through five different strategies. Name these strategies, discuss what each involves, and provide an example of each.

66. Online identity management plays an important role in perception. What are some of the challenges with how people are represented on social media? Discuss two areas in which online identity management may be challenging.

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Answer Key

1. A
2. D
3. C
4. B
5. B
6. A
7. B
8. D
9. A
10. A
11. C
12. A
13. B
14. D
15. C
16. A
17. C
18. B
19. C
20. A
21. D
22. B
23. C
24. D
25. A
26. A
27. B
28. B
29. A
30. A
31. B
32. A
33. B
34. A
35. A
36. B
37. A
38. B
39. B
40. A
41. A
42. A
43. B
44. A

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45. B
46. A
47. Perception
48. Sensory
49. Person perception
50. transference
51. Perception checking
52. self-concept
53. self-esteem
54. Reflected appraisals
55. out-group
56. self-talk
57. self-fulfilling prophecy
58. Self-disclosure
59. Emotional intelligence
60. Ingratiation
61. supplication
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63.
64.
65.
66.

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