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Chapter 2: The Context of Self-Leadership: Mapping the Route

Test Bank

Multiple Choice

1. Which of the following elements is not a key concept within the triadic reciprocal framework from social cognitive theory?
a. Person, behavior, and attitude
b. Behavior, environment, and attitude
c. Environment, attitude, and person
d. Person, behavior, and environment
Ans: D
Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Analysis
Answer Location: Self-Leadership Conceptual Foundations
Difficulty Level: Medium

2. Rules and laws are a source of influence that comes from:
a. person
b. world
c. behavior
d. attitude
Ans: B
Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Comprehension
Answer Location: External Factors
Difficulty Level: Medium

3. Examples of negative results from world influences include:
a. getting a ticket
b. being dismissed from a job
c. paying a fine
d. all of the above
Ans: D
Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Application
Answer Location: External factors
Difficulty Level: Easy

4. If our actions are strictly for our own benefit, what type of result could occur?
a. Supportive environment
b. Personal security
c. Hostile world in the long run
d. Friendly world in the long run
Ans: C
Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Analysis

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Answer Location: We Do Choose
Difficulty Level: Easy

5. What theory suggests that there is influence amongst people, behaviors, and the environment?
a. Social cognitive theory
b. Self-determination theory
c. Self-regulation theory
d. Social role theory
Ans: A
Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Comprehensive
Answer Location: Self-Leadership Conceptual Foundations
Difficulty Level: Medium

6. Who plays the most important role in understanding how external influences are relevant to you?
a. You
b. Manager
c. World
d. Coworkers
Ans: A
Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Comprehension
Answer Location: External Factors
Difficulty Level: Easy

7. The most workable approach for understanding self-leadership is in dealing with which of the following concepts?
a. Attitudes
b. Values
c. Behaviors
d. Beliefs
Ans: C
Learning Objective: 2-2: Identify the concept of behavior as taking place at two levels, an observable physical level and an unobservable mental level, and how self-leadership strategies influence behavior at both levels.
Cognitive Domain: Comprehension
Answer Location: Personal Factors
Difficulty Level: Medium

8. Behaviors can take place at which of the following levels?
a. Physical and mental level
b. Mental level
c. Physical level
d. Mental and metaphysical levels
Ans: A
Learning Objective: 2-2: Identify the concept of behavior as taking place at two levels, an observable physical level and an unobservable mental level, and how self-leadership strategies influence behavior at both levels.
Cognitive Domain: Knowledge
Answer Location: Personal Factors
Difficulty Level: Medium

9. If an individual thinking about fishing, the behavior is taking place at which of the following levels?
a. Physical

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b. Mental
c. World
d. Attitude
Ans: B
Learning Objective: 2-2: Identify the concept of behavior as taking place at two levels, an observable physical level and an unobservable mental level, and how self-leadership strategies influence behavior at both levels.
Cognitive Domain: Application
Answer Location: Personal Factors
Difficulty Level: Medium

10. We can lead ourselves to the most desired accomplishments by:
a. focusing on thinking patterns (mental)
b. focusing on physical action (behavior)
c. combining both the mental and physical level of influence
d. not focusing on either of these
Ans: C
Learning Objective: 2-2: Identify the concept of behavior as taking place at two levels, an observable physical level and an unobservable mental level, and how self-leadership strategies influence behavior at both levels.
Cognitive Domain: Comprehension
Answer Location: Personal Factors
Difficulty Level: Medium

11. Which of the following shows how the physical and mental level can influence behavior?
a. Physical influences mental
b. Mental influence physical
c. Circular process where they continuously influence each other
d. None of the above
Ans: C
Learning Objective: 2-2: Identify the concept of behavior as taking place at two levels, an observable physical level and an unobservable mental level, and how self-leadership strategies influence behavior at both levels.
Cognitive Domain: Comprehension
Answer Location: Personal Factors
Difficulty Level: Easy

12. Mikaela Shiffrin motivated herself in the Winter Olympics through self-leadership strategies that involved:
a. the physical and psychopathic levels of behavior
b. the mental and metaphysical levels of behavior
c. the physical level of behavior
d. the physical and mental levels of behavior
Ans: D
Learning Objective: 2-2: Identify the concept of behavior as taking place at two levels, an observable physical level and an unobservable mental level, and how self-leadership strategies influence behavior at both levels.
Cognitive Domain: Application
Answer Location: Personal Factors
Difficulty Level: Medium

13. A vicious cycle of influence is set into movement in *A Christmas Carol* for Ebenezer Scrooge that shows how?
a. The world influences our behaviors
b. Our behaviors influence the world
c. We influence our behaviors

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d. All of the above are manners in which influence is present
Ans: D
Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Application
Answer Location: We Do Choose
Difficulty Level: Medium

14. By viewing ourselves in terms of behavioral dispositions, we can see how influence can occur on other sources of influence. Which is an example of behavioral dispositions as necessary for understanding self-leadership?
a. Good attitudes
b. Behavioral tendencies
c. Bad attitudes
d. Beliefs
Ans: B
Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Comprehension
Answer Location: We Do Choose
Difficulty Level: Medium

15. Which of the following would be an example of how the world affects us?
a. Leaving home in the winter and exposing ourselves to the cold
b. Cold weather, regardless of where we are
c. A book that hasn't been purchased to read
d. Negative attitudes of coworkers that are not reciprocated
Ans: A
Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Comprehension
Answer Location: We Do Choose
Difficulty Level: Hard

16. Individuals function within a complex system of influence that involves:
a. ourselves and others
b. ourselves, the world, and attitudes
c. ourselves, the world, and behaviors
d. ourselves and attitudes
Ans: C
Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Comprehension
Answer Location: We Do Choose
Difficulty Level: Medium

17. Which of the following is a role that can present constraints on us?
a. parents and bosses
b. bosses and citizens
c. citizens and parents
d. parents, bosses, and citizens
Ans: D
Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Analysis

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Answer Location: We Do Choose
Difficulty Level: Medium

18. Which of the following statements is true?
a. We as people, our world, and our behavior can be fully understood separately
b. We as people and our behaviors can be fully understood separately, but our world cannot be
c. The world can be understood separately, but we as people and our behaviors cannot be
d. We as people, our world, and our behavior cannot be fully understood separately
Ans: D
Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Analysis
Answer Location: We Do Choose
Difficulty Level: Medium

19. To fully understand our own self-leadership practices, we must recognize the importance of:
a. what we are
b. how we think about things
c. what we are and how we think about things
d. what and who we are
Ans: C
Learning Objective: 2-4: Describe how the practice of self-leadership is affected by our unique tendencies.
Cognitive Domain: Comprehension
Answer Location: Personal Factors
Difficulty Level: Medium

20. Which of the following are types of personal factors that are unique to individuals?
a. Certain qualities
b. Ways of thinking
c. Work ethic
d. All of the above
Ans: D
Learning Objective: 2-4: Describe how the practice of self-leadership is affected by our unique tendencies.
Cognitive Domain: Knowledge
Answer Location: Personal Factors
Difficulty Level: Easy

21. Self-leadership is impacted through unique tendencies in individuals by:
a. thinking patterns and attitudes
b. thinking patterns and physical action
c. physical action and attitudes
d. attitudes, thinking patterns, and physical action
Ans: B
Learning Objective: 2-4: Describe how the practice of self-leadership is affected by our unique tendencies.
Cognitive Domain: Comprehension
Answer Location: Personal Factors
Difficulty Level: Medium

22. Self-leadership can capitalize on the attractiveness of:
a. doing things that we like to do
b. personality
c. attitudes
d. unpleasant work

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Ans: A
Learning Objective: 2-4: Describe how the practice of self-leadership is affected by our unique tendencies.
Cognitive Domain: Knowledge
Answer Location: Personal Factors
Difficulty Level: Easy

23. Which theories and perspectives has been used as conceptual foundations for self-leadership?
a. Only social cognitive theory
b. Social cognitive theory, positive psychology, social role theory, and self-determination theory
c. Social cognitive theory, positive psychology, self-regulation theory, and self-determination theory
d. Social cognitive theory, social role theory, self-regulation, and self-determination theory
Ans: C
Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Analysis
Answer Location: Self-Leadership Conceptual Foundations
Difficulty Level: Hard

24. The ideas that the authors of the text had on self-leadership were:
a. influencing the world
b. not influencing the world
c. only potentially influencing the world until the book was wrote
d. influencing others even when just ideas
Ans: C
Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Application
Answer Location: We Do Choose
Difficulty Level: Medium

25. We make choices concerning which of the factors of the influence picture:
a. the world and our behaviors
b. the world and our attitudes
c. the world, our behaviors, and ourselves
d. the world, our attitudes, and ourselves
Ans: C
Learning Objective: 2-5: Recognize that we do choose our own behavior.
Cognitive Domain: Comprehension
Answer Location: We Do Choose
Difficulty Level: Medium

26. The world is a product of:
a. the way that we see it
b. concrete sense
c. other's thoughts
d. physical barriers
Ans: A
Learning Objective: 2-5: Recognize that we do choose our own behavior.
Cognitive Domain: Comprehension
Answer Location: We Do Choose
Difficulty Level: Medium

27. We can choose to take an optimistic view of the world which accomplishes?
a. A world that looks more positive to us and viewing constraints
b. A more enjoyable place to live

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c. An ability to respond to opportunities not constraints and a world that looks negative
d. A world that looks more positive, a more enjoyable place to live, and an ability to respond to opportunities, not constraints
Ans: D
Learning Objective: 2-5: Recognize that we do choose our own behavior.
Cognitive Domain: Comprehension
Answer Location: We Do Choose
Difficulty Level: Medium

28. Even in the most difficult situations, we:
a. are constrained completely by the environment
b. lead ourselves by choices we make
c. have no influence on our world
d. can't influence our own behaviors
Ans: B
Learning Objective: 2-5: Recognize that we do choose our own behavior.
Cognitive Domain: Analysis
Answer Location: We Do Choose
Difficulty Level: Medium

29. We choose our own behavior even in difficult situations and if the behaviors generally contribute to well-being of others, we:
a. may feel more personal security and unhappiness
b. may feel less personal security and happiness
c. may feel less personal security and more support from others
d. may feel more personal security and more support from others
Ans: D
Learning Objective: 2-5: Recognize that we do choose our own behavior.
Cognitive Domain: Comprehension
Answer Location: We Do Choose
Difficulty Level: Medium

30. The questions *How do we think about problems* and *How do we tend to react to certain situations* are ways to tap into:
a. attitudes
b. beliefs
c. behavioral tendencies
d. stress
Ans: C
Learning Objective: 2-5: Recognize that we do choose our own behavior.
Cognitive Domain: Analysis
Answer Location: We do choose
Difficulty Level: Medium

True/False

1. The behaviors that engage in do not impact the world, while the world shapes the behavioral choices that are made.
Ans: False
Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Knowledge
Answer Location: Introduction, External Factors
Difficulty Level: Easy

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2. The rewards, laws, and rules within an individual's world dictate all of the influence that occurs.
Ans: False
Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Comprehension
Answer Location: Introduction, External Factors
Difficulty Level: Medium

3. The complex chain of behavioral influence takes place due to events before behavior, the actual behavior, and the results of the behavior take place at both physical and mental levels of behavior.
Ans: True
Learning Objective: 2-2: Identify the concept of behavior as taking place at two levels, an observable physical level and an unobservable mental level, and how self-leadership strategies influence behavior at both levels.
Cognitive Domain: Comprehension
Answer Location: Personal Factors
Difficulty Level: Medium

4. An example of the behavioral influence chain occurring would be thinking about fishing, skipping work, and feeling guilty about skipping work.
Ans: True
Learning Objective: 2-2: Identify the concept of behavior as taking place at two levels, an observable physical level and an unobservable mental level, and how self-leadership strategies influence behavior at both levels.
Cognitive Domain: Application
Answer Location: Personal Factors
Difficulty Level: Medium

5. The relationship between persons, behaviors, and the world can be understood as the separate parts.
Ans: False
Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Comprehension
Answer Location: We Do Choose
Difficulty Level: Easy

6. The relationship between person, behavior, and world in influencing our behavior is an additive process, not a continuous one.
Ans: False
Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Comprehension
Answer Location: We do choose
Difficulty Level: Medium

7. The way that we practice self-leadership is affected by unique tendencies in terms of thinking patterns and our physical action.
Ans: True
Learning Objective: 2-4: Describe how the practice of self-leadership is affected by our unique tendencies.
Cognitive Domain: Knowledge
Answer Location: Personal Factors
Difficulty Level: Easy

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8. Individuals, even in tightly controlled situations, still have some degree of control over their own behavior and can choose those actions.
Ans: True
Learning Objective: 2-5: Recognize that we do choose our own behavior.
Cognitive Domain: Knowledge
Answer Location: We Do Choose
Difficulty Level: Medium

Essay

1. Describe the role that the world plays in shape individual behavioral choices. Describe specific examples of how individual behaviors are changed by certain criteria from the world.
Ans:

- Individuals are impacted by the world and influenced by events in the world. Individuals respond to what is experienced and especially to what is received for efforts. Ways in which the world can shape individual behavioral choices are through laws, rules, and rewards. Each of these can shape behavior in a positive or negative manner in response to how the individual responds to those items in the world. For example, laws and rules place limits on our choices, thus if we violate these rules, negative results will follow.
- Based on the results that come from a certain behavior, individuals can shape future behaviors to attempt to receive more positive outcomes or reduce negative outcomes. Individuals are impacted and thus influence their own behavior depending on what is expected in the situation.

Learning Objective: 2-1: Explain how our behavioral choices largely shape the world in which we live and yet are also shaped by the world in terms of factors such as rewards, laws, and rules.
Cognitive Domain: Comprehension
Answer Location: External Factors
Difficulty Level: Easy

2. Distinguish between behaviors that take place at the observable physical level and behaviors that take place at the unobservable mental level. How do these different behaviors influence one another and how do self-leadership strategies influence both types of behavior?
Ans:

- Behaviors can take place at both the physical and mental level. A difference is in how behaviors can be described—specifically that physical behaviors are observable, while mental behaviors are unobservable. Self-leadership is a result of behaviors at both levels.
- The process between physical and mental levels is one where they each influence each other. Specifically, actions before the behavior occur at the physical level, which then impacts the mental behavior and thoughts of an individual when determining the behavior. Further, the behavior occurring will be interpreted by the mental level to determining how results came from the behavior.
- There are self-leadership strategies that occur at both the physical and mental levels of behavior. Specifically, some examples that will be discussed involve changing physical behaviors, while others involve changing the mental thought process.

Learning Objective: 2-2: Identify the concept of behavior as taking place at two levels, an observable physical level and an unobservable mental level, and how self-leadership strategies influence behavior at both levels.
Cognitive Domain: Comprehension
Answer Location: Personal Factors
Difficulty Level: Medium

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3. Explain the concepts from social cognitive theory relating to the triadic reciprocal model. How do the person, behavior, and world influence one another? Are these items independent from one another or is there a continuous influential process ongoing?
Ans:

- The three factors that influence behaviors from social cognitive theory involving the triadic reciprocal model of behavior suggests that the world, internal factors, and the behavior all influence one another to determine why individuals would engage in a particular self-influence process. Describe the parts of the triadic reciprocal model
- There is a continuous influence process that occurs between the three parts of the reciprocal model. The world has potential influences on us that will not affect us unless we allow them to do so. Further, the actions that we take can influence the world. Finally, we have a choice in thinking about how we interpret what we experience—either positive or negative. The extent to which we can choose what we are as a person, we can influence what the world is to us and how we behave towards it. While we function within a complex system of influence, we possess a great deal of choice concerning what we experience and accomplish with our lives.

Learning Objective: 2-3: Recognize how we as persons, our behavior, and our world are closely related and have important influences on one another.
Cognitive Domain: Comprehension
Answer Location: We Do Choose
Difficulty Level: Medium

4. How is self-leadership influenced by unique tendencies? What areas can provide examples of unique tendencies that could influence the self-leadership process?
Ans:

- Unique tendencies are ways that individuals can differ based in terms of thinking patterns and physical actions. Not all individuals are going to have the same thought patterns and engage in the same actions, so the way that an individual thinks or behaves can dictate which (if any) self-leadership strategies that they may be engaging in. Ways that can differ include the thought patterns that lead to differing levels of motivation.

Learning Objective: 2-4: Describe how the practice of self-leadership is affected by our unique tendencies.
Cognitive Domain: Knowledge
Answer Location: Personal Factors
Difficulty Level: Medium

5. Explain how individuals are not simply helpless pawns, but rather do influence their own behavior. How is this balanced among the different internal and external influences that may occur?
Ans:

- The idea that individuals are hopeless pawns and can't control anything about the situation is incorrect. Individuals are able to impact their own world—specifically through self-leadership. The tendencies in which we think and act can influence how we behave and how we view the world.
- There are internal and external influences that can dictate which behaviors individuals may be engaging in. Specifically, the individual and external influences cannot be fully understood separately, but need to be focused simultaneously. There should be balance amongst the sources of influence so that one type of influence does not override all of the other types.

Learning Objective: 2-5: Recognize that we do choose our own behavior.
Cognitive Domain: Knowledge
Answer Location: External Factors, Personal Factors, We Do Choose
Difficulty Level: Medium

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