Intercultural Communication A Contextual Approach 7th edition Neuliep Test Bank

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Test Bank

Chapter 2: The Cultural Context

Multiple Choice

1. Which of the following types of cultures emphasize individual goals over group goals?
a. individualistic cultures
b. large power distance cultures
c. small power distance cultures
d. high-context cultures
Ans: A
Answer Location: Individualism
Learning Objective: 2-1: Recognize that no culture is purely individualistic or purely collectivistic
Cognitive Domain: Knowledge
Difficulty Level: Easy

2. Which of the following statements best describes a collectivistic culture?
a. Emphasis is placed on individuals' goals over group goals.
b. People communicate using a restricted code.
c. People are taught to be creative, self-reliant, competitive, and assertive.
d. Stresses values that serve the in-group.
Ans: D
Answer Location: Collectivism
Learning Objective: 2-1: Recognize that no culture is purely individualistic or purely collectivistic
Cognitive Domain: Knowledge
Difficulty Level: Easy

3. Which of the following statements best describes an individualistic culture?
a. It stresses approval of the outgroup.
b. People are seen as interdependent with others.
c. Self-concept is consistent with public behavior.
d. People communicate using a restricted code.
Ans: C
Answer Location: Individualism
Learning Objective: 2-1: Recognize that no culture is purely individualistic or purely collectivistic
Cognitive Domain: Comprehension
Difficulty Level: Medium

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4. Which of the following countries is the most individualistic?
a. United States
b. Japan
c. Russia
d. Brazil
Ans: A
Answer Location: So Who's an Individualist, and Who's a Collectivist?
Learning Objective: 2-1: Recognize that no culture is purely individualistic or purely collectivistic
Cognitive Domain: Knowledge
Difficulty Level: Easy

5. Which of the following countries is the most collectivistic?
a. United States
b. Japan
c. Russia
d. Canada
Ans: B
Answer Location: So Who's an Individualist, and Who's a Collectivist?
Learning Objective: 2-1: Recognize that no culture is purely individualistic or purely collectivistic
Cognitive Domain: Knowledge
Difficulty Level: Easy

6. Which of the following statements best describes a high-context culture?
a. It stresses approval of the out-group.
b. People are seen as interdependent with others.
c. Self-concept is consistent with public behavior.
d. People communicate using a restricted code**.**
Ans: D
Answer Location: Characteristics of High- and Low-Context Cultures
Learning Objective: 2-3: Identify some cultures that are high context and some that are low context
Cognitive Domain: Knowledge
Difficulty Level: Easy

7. Which of the following statements best describes a low-context culture?
a. People communicate using a restricted code.
b. Nonverbal code is the primary source of information.
c. Verbal code is the primary source of information.
d. Heavy reliance on the contextual elements of the communication setting.
Ans: C
Answer Location: Characteristics of High- and Low-Context Cultures
Learning Objective: 2-3: Identify some cultures that are high context and some that are low context
Cognitive Domain: Knowledge

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Difficulty Level: Easy

8. Which one of the following countries is considered a high-context culture?
a. Canada
b. South Korea
c. England
d. Saudi Arabia
Ans: B
Answer Location: Characteristics of High- and Low-Context Cultures
Learning Objective: 2-3: Identify some cultures that are high context and some that are low context
Cognitive Domain: Knowledge
Difficulty Level: Easy

9. Which one of the following countries is considered a low-context culture?
a. Germany
b. Spain
c. China.
d. Vietnam
Ans: A
Answer Location: Characteristics of High- and Low-Context Cultures
Learning Objective: 2-3: Identify some cultures that are high context and some that are low context
Cognitive Domain: Knowledge
Difficulty Level: Easy

10. Which of the following statements best describes a large power distance culture?
a. Inequalities among people are expected and desired.
b. Inequalities among people should be minimized.
c. People communicate using "powerful" messages (e.g., direct, assertive).
d. People communicate using "powerless" messages (e.g., indirect, hesitant).
Ans: A
Answer Location: Power Distance
Learning Objective: 2-5: Compare and contrast large and small power distance cultures
Cognitive Domain: Knowledge
Difficulty Level: Easy

11. Which of the following statements best describes a small power distance culture?
a. Inequalities among people are expected and desired.
b. Inequalities among people should be minimized.
c. People communicate using "powerful" messages (e.g., direct, assertive).
d. People communicate using "powerless" messages (e.g., indirect, hesitant).
Ans: B
Answer Location: Power Distance
Learning Objective: 2-5: Compare and contrast large and small power distance cultures
Cognitive Domain: Knowledge

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Difficulty Level: Easy

12. Which of the following countries is considered large power distance?
a. Great Britain
b. Scotland
c. Finland
d. Mexico
Ans: D
Answer Location: Power Distance
Learning Objective: 2-5: Compare and contrast large and small power distance cultures
Cognitive Domain: Knowledge
Difficulty Level: Easy

13. Which of the following statements best describes a strong uncertainty-avoidant culture?
a. Uncertainty is seen as a normal part of life.
b. Uncertainty is seen as a continuous threat.
c. Most of the population experiences communication apprehension.
d. Few people experience communication apprehension.
Ans: B
Answer Location: Uncertainty Avoidance
Learning Objective: 2-6: Identify some cultures that are weak uncertainty avoidant and some that are strong uncertainty avoidant
Cognitive Domain: Knowledge
Difficulty Level: Easy

14. Which of the following statements best describes a weak uncertainty-avoidant culture?
a. Uncertainty is seen as a normal part of life.
b. Uncertainty is seen as a continuous threat.
c. Most of the population experiences communication apprehension.
d. Few people experience communication apprehension.
Ans: A
Answer Location: Uncertainty Avoidance
Learning Objective: 2-6: Identify some cultures that are weak uncertainty avoidant and some that are strong uncertainty avoidant
Cognitive Domain: Knowledge
Difficulty Level: Easy

15. Persons who are certainty oriented _____.
a. undertake activity that maintains clarity
b. undertake activity that is socially prescribed
c. undertake activity that is hierarchically prescribed
d. undertake activity that is monochronically prescribed
Ans: A
Answer Location: A Theory of Uncertainty Orientation
Learning Objective: 2-6: Identify some cultures that are weak uncertainty avoidant and some that are strong uncertainty avoidant

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Cognitive Domain: Knowledge
Difficulty Level: Easy

True/False

1. The most relevant feature of individualism, as defined in the majority of the studies, is valuing personal independence.
Ans: T
Answer Location: Individualism
Learning Objective: 2-1: Recognize that no culture is purely individualistic or purely collectivistic
Cognitive Domain: Knowledge
Difficulty Level: Easy

2. Individualism is linked to a sense of duty to group, interdependence, harmony, and working with the group.
Ans: F
Answer Location: Individualism
Learning Objective: 2-1: Recognize that no culture is purely individualistic or purely collectivistic
Cognitive Domain: Comprehension
Difficulty Level: Easy

3. Individualism and collectivism are not mutually exclusive; that is, they can coexist within a person of any culture.
Ans: T
Answer Location: Individualism Versus Collectivism?
Learning Objective: 2-1: Recognize that no culture is purely individualistic or purely collectivistic
Cognitive Domain: Knowledge
Difficulty Level: Easy

4. Within a low-context culture, interactants primarily will look to the physical, sociorelational, and perceptual environment for information.
Ans: F
Answer Location: High- and Low-Context Communication
Learning Objective: 2-3: Identify some cultures that are high context and some that are low context
Cognitive Domain: Comprehension
Difficulty Level: Medium

5. In a low-context communication, the verbal code is the primary source of information.
Ans: T
Answer Location: Characteristics of High- and Low-Context Cultures
Learning Objective: 2-3: Identify some cultures that are high context and some that are low

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context
Cognitive Domain: Comprehension
Difficulty Level: Medium

6. In China, a dominant cultural value is filial piety (obedience to parents, respect for parents, honoring of ancestors).
Ans: T
Answer Location: Value Orientations
Learning Objective: 2-4: Compare value orientations among cultures
Cognitive Domain: Knowledge
Difficulty Level: Easy

7. Cultures with a smaller power distance emphasize that inequalities among people should be minimized.
Ans: T
Answer Location: Power Distance
Learning Objective: 2-5: Compare and contrast large and small power distance cultures
Cognitive Domain: Knowledge
Difficulty Level: Easy

8. In cultures with a strong uncertainty avoidance orientation, uncertainty is seen as a normal part of life, where each day is accepted as it comes.
Ans: F
Answer Location: Uncertainty Avoidance
Learning Objective: 2-6: Identify some cultures that are weak uncertainty avoidant and some that are strong uncertainty avoidant
Cognitive Domain: Knowledge
Difficulty Level: Easy

9. Cultures with a strong uncertainty avoidance orientation sense that uncertainty in life is a continuous threat that must be fought.
Ans: T
Answer Location: Uncertainty Avoidance
Learning Objective: 2-6: Identify some cultures that are weak uncertainty avoidant and some that are strong uncertainty avoidant
Cognitive Domain: Knowledge
Difficulty Level: Easy

10. During intercultural communication, higher uncertainty is usually associated with lower anxiety.
Ans: F
Answer Location: A Theory of Uncertainty Orientation
Learning Objective: 2-6: Identify some cultures that are weak uncertainty avoidant and some that are strong uncertainty avoidant
Cognitive Domain: Comprehension
Difficulty Level: Medium

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Essay/Short Answer

1. Define and describe the essential differences between i*ndividualistic* and *collectivistic cultures*.
Ans: The most relevant feature of individualism is valuing personal independence, an emphasis on personal responsibility and freedom of choice, personal autonomy, and achieving self-fulfillment. Individualists strive to maintain distinctive personal attitudes and opinions and prefer self-directed behavior and independence of groups. Individualists tend to see themselves as unique from others.
Collectivism is linked to a sense of duty to group, interdependence, harmony, and working with the group. In collectivistic societies, group goals take precedence over individual goals. Collectivistic cultures stress values that serve the in-group by subordinating personal goals for the sake of preserving the in-group. Collectivistic societies are characterized by extended primary groups such as the family, neighborhood, or occupational group.
Answer Location: Individualism-Collectivism
Learning Objective: 2-1: Recognize that no culture is purely individualistic or purely collectivistic
Cognitive Domain: Knowledge
Difficulty Level: Medium

2. Define and describe the essential differences between high and low context cultures.
Ans: High-context cultures generally have restricted code systems. Users of a restricted code system rely more on the contextual elements of the communication setting for information than on the actual language code. In restricted-code cultures, communication is not general across individuals in content but is specific to particular people, places, and times. Within a high-context transaction, the interactant will look to the physical, sociorelational, and perceptual environment for information. Of particular importance is the social relationship between the interactants.
In a low-context culture, the verbal code is the primary source of information. Low-context cultures generally rely on elaborated codes. Unlike users of restricted codes, users of elaborated codes rely extensively on the verbal code system for creating and interpreting meaning. Information to be shared with others is coded in the verbal message. Although persons in low-context transactions recognize the nonverbal environment, they tend to focus more on the verbal context. Moreover, the rules and expectations are explicitly outlined. Users of elaborated codes are dependent on words to convey meaning and may become uncomfortable with silence. In low-context transactions, the communicants feel a need to speak.
Answer Location: High- and Low-Context Communication
Learning Objective: 2-3: Identify some cultures that are high context and some that are low context
Cognitive Domain: Knowledge
Difficulty Level: Medium

3. Define and describe the essential differences between large and small power distance cultures.
Ans: Cultures with a smaller power distance emphasize that inequalities among people should be

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minimized and that there should be interdependence between less powerful and more powerful people. In cultures with small power distance, family members are generally treated as equal and familial decisions are reached democratically.
In cultures with a larger power distance, inequalities among people are both expected and desired. Less powerful people should be dependent on more powerful people. In many larger power distance cultures, there is a strict hierarchy among family members where typically the father rules authoritatively.
Answer Location: Power Distance
Learning Objective: 2-5: Compare and contrast large and small power distance cultures
Cognitive Domain: Knowledge
Difficulty Level: Medium

4. Identify and analyze an event in which you witnessed self-enhancement and one of Constantine Sedikides' three communicative strategies.
Ans: Answers will vary. Students should refer to one of the following: positivity embracement, favorable construals, or self-affirming reflections.
Answer Location: The Pancultural Self
Learning Objective: 2-2: Discuss the research behind the notion of a pancultural self
Cognitive Domain: Analysis
Difficulty Level: Medium

5. Schwartz's 10 Basic Human Values rank differently across individuals and groups. Choose your top 3 values and explain the reasoning for your selections.
Ans: Answers will vary but should refer to three of the following: self-direction, stimulation, hedonism, achievement, power, security, conformity, tradition, benevolence, universalism.
Answer Location: Schwartz Theory of Basic Values
Learning Objective: 2-4: Compare value orientations among cultures
Cognitive Domain: Application
Difficulty Level: Hard

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