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1) Philosophers suggest that there are three basic questions to which we all seek answers. They are

a. Who am I? How did I get here? Is there a God?

b. Who am I? Who are all these others? What effect do I have on others?

c. Is there a God? Who am I? Why am I here?

d. Who am I? Why am I here? Who are all those others?

Answer: d
Diff: 1

Type: MC
Page Reference: 28

Skill: Recall

2) A learned predisposition to respond to a person, object, or idea in a favourable or unfavourable way is a(n)

a. attitude.

b. belief.

c. value.

d. motive.

Answer: a
Diff: 1

Type: MC
Page Reference: 28

Skill: Recall

3) *Self-concept* is defined as

a. the sum total of who a person is.

b. a person's subjective description of who the person thinks he or she is.

c. a person's central inner force.

d. the labels another person would use to define us.

Answer: b
Diff: 1

Type: MC
Page Reference: 28

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Skill: Recall

4) The "central inner force common to all human beings and yet unique in each" is the definition of

a. the self.

b. interpersonal collaboration.

c. self-esteem.

d. self-concept.

Answer: a
Diff: 1

Type: MC
Page Reference: 28

Skill: Recall

5) Attitudes, beliefs, and values are

a. learned constructs that shape your behaviour and self-image.

b. learned predispositions to respond favourably or unfavourably.

c. ways we structure reality.

d. enduring concepts of right and wrong.

Answer: a
Diff: 1

Type: MC
Page Reference: 28-29

Skill: Recall

6) You like spinach, movies, and old cars. These are your _____ toward these items.

a. attitudes

b. values

c. beliefs

d. life attitudes

Answer: a
Diff: 1

Type: MC

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Page Reference: 28

Skill: Applied

7) Your attitudes are

a. ways you structure your understanding of reality to be true or false.

b. favourable or unfavourable predispositions to things.

c. concepts of what is good and bad, right and wrong.

d. your subjective description of who you are.

Answer: b
Diff: 1

Type: MC
Page Reference: 28

Skill: Recall

8) The way in which you structure your understanding of reality—what is true and what is false—is called a(n)

a. value.

b. attitude.

c. belief.

d. personal choice.

Answer: c
Diff: 1

Type: MC
Page Reference: 29

Skill: Recall

9) Your _____ help(s) you decide whether it is right or wrong to commit academic dishonesty.

a. values

b. beliefs

c. self-concept

d. attitude

Answer: a

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Diff: 1

Type: MC
Page Reference: 29

Skill: Applied

10) Your enduring concepts of right and wrong, good and bad are your

a. beliefs.

b. attitudes.

c. self-concept.

d. values.

Answer: d
Diff: 1

Type: MC
Page Reference: 29

Skill: Recall

11) Which are the most resistant to change?

a. beliefs

b. attitudes

c. values

d. concepts

Answer: c
Diff: 1

Type: MC
Page Reference: 29

Skill: Recall

12) Place attitudes, values, and beliefs in order, starting with the most central to your behaviour and concept of self, and moving to the least central.

a. attitudes, values, beliefs

b. beliefs, values, attitudes

c. values, attitudes, beliefs

d. values, beliefs, attitudes

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Answer: d
Diff: 2

Type: MC
Page Reference: 28-30

Skill: Recall

13) Which of the following is NOT one of the three ways of being self-aware?

a. reactive self-awareness

b. objective self-awareness

c. subjective self-awareness

d. symbolic self-awareness

Answer: a
Diff: 1

Type: MC
Page Reference: 30

Skill: Recall

14) Our ability to think about ourselves and use language to represent ourselves to others is our

a. subjective self-awareness.

b. symbolic self-awareness.

c. objective self-awareness.

d. reactive self-awareness.

Answer: b
Diff: 1

Type: MC
Page Reference: 30

Skill: Recall

15) Mindfulness is defined as

a. the ability to use language to represent yourself to others.

b. the ability to consciously think about what you are doing.

c. the ability to be the object of your own thoughts.

d. the ability to differentiate yourself from your environment.

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Answer: b
Diff: 1

Type: MC
Page Reference: 30

Skill: Recall

16) Our material self is defined as

a. that which we learn about ourselves based on our interactions with others.

b. our views of ourselves based on our values and moral standards.

c. our concept of self based on social interactions.

d. our concept of self as reflected through tangible items that we own.

Answer: d
Diff: 1

Type: MC
Page Reference: 30

Skill: Recall

17) Our hairstyles, clothing choices, and general way we look are all a part of our

a. material self.

b. looking-glass self.

c. social self.

d. spiritual self.

Answer: a
Diff: 1

Type: MC
Page Reference: 31

Skill: Recall

18) When we try to lose weight, we are

a. focusing on our social self.

b. responding to the discrepancy between our desired material self and our self-concept.

c. enhancing our looking-glass self.

d. focusing on our spiritual self.

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Answer: b
Diff: 1

Type: MC
Page Reference: 31

Skill: Recall

19) Our social self is defined as

a. the ability to think about what we are doing while we are doing it.

b. our reflection of ourselves based on tangible items we own.

c. the part of us that interacts with others.

d. our moral and values.

Answer: c
Diff: 1

Type: MC
Page Reference: 31

Skill: Recall

20) When you interact with your best friend, you behave differently than you do when you interact with your boss, or your professor. This exemplifies

a. your looking-glass self.

b. your spiritual self.

c. your material self.

d. your social self.

Answer: d
Diff: 1

Type: MC
Page Reference: 31

Skill: Recall

21) The part of you that consists of your internal thoughts and introspections about your values and moral standards is your

a. androgynous self.

b. material self.

c. spiritual self.

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d. social self.

Answer: c
Diff: 1

Type: MC
Page Reference: 31

Skill: Recall

22) Your spiritual self is defined as

a. tangible items you own.

b. the essence of who you think you are.

c. the way you act with others.

d. the most important part of your self-concept.

Answer: b
Diff: 1

Type: MC
Page Reference: 31

Skill: Recall

23) Our interactions with others, associations with groups, roles we assume, and our own labels all contribute to

a. our communication skills.

b. how our self-concept develops.

c. our social self.

d. our spiritual self.

Answer: b
Diff: 1

Type: MC
Page Reference: 32

Skill: Recall

24) The concept of the *looking-glass self* is defined as

a. our view of ourselves reflected through our moral standards.

b. our view of ourselves reflected through our material possessions.

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c. our view of ourselves based on our interactions with others.

d. our view of ourselves based on our gender roles.

Answer: c
Diff: 1

Type: MC
Page Reference: 32

Skill: Recall

25) Which statement is NOT true about the looking-glass self?

a. Our relationships do not influence our behaviour and our sense of who we are.

b. Our self-concept changes primarily because of how people respond to us.

c. During the early years of our lives, our parents are the key individuals who shape who we are.

d. Our friends become highly influential as we become less dependent on our parents.

Answer: a
Diff: 1

Type: MC
Page Reference: 32

Skill: Recall

26) Another name for the notion of the *looking-glass self* is

a. labelling.

b. reflected appraisal.

c. communibiological approach.

d. self-reflexiveness.

Answer: b
Diff: 1

Type: MC
Page Reference: 32

Skill: Recall

27) We are more likely to incorporate the comments of others into our self-concept if

a. the statement is made casually.

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b. the comment is very different from others we have heard.

c. we do not trust the person making the statement.

d. we are told the same thing on many different occasions.

Answer: d
Diff: 1

Type: MC
Page Reference: 32

Skill: Recall

28) Under what conditions are we unlikely to incorporate the comments of others into our self-concepts?

a. When an individual repeats something we have already heard several times.

b. When the other individual has earned our confidence.

c. When comments are consistent with our own experiences and other comments.

d. When someone we have met casually tells us we are good at something.

Answer: d
Diff: 1

Type: MC
Page Reference: 32

Skill: Recall

29) Your new friend pronounces your spaghetti sauce to be “out of this world.” Of the following, under which circumstances are you most likely to believe your friend?

a. He is repeating a sentiment you have heard many times.

b. He is an individual who doesn't usually eat spaghetti sauce.

c. Most other people who taste your spaghetti sauce say it needs more salt.

d. Your friend is on a diet.

Answer: a
Diff: 2

Type: MC
Page Reference: 32

Skill: Applied

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30) You are on a swim team and your swim coach encourages you to begin training for the Olympics. Which response best explains why this opinion means a great deal to you?

a. No one else has ever felt you were a particularly skilled swimmer.

b. You believe your coach is competent to judge you in this area.

c. Your parents and all your relatives have told you what a strong swimmer you are too.

d. You know you must be good at something.

Answer: b
Diff: 2

Type: MC
Page Reference: 32

Skill: Applied

31) You view yourself as an effective public speaker because you have always received good grades on speeches in school, you have consistently won top honours at speech contests, and you enjoy speaking. During your most recent speech you found yourself feeling extremely nervous, the audience didn't seem to be paying attention to you, and the jokes you told fell flat. Which is the best reason to explain why you are unlikely to incorporate this experience into your self-concept?

a. This experience was inconsistent with your past experiences when speaking.

b. You have no knowledge of the audience's expertise in the area of judging speeches.

c. Generally individuals have told you that you are an effective speaker.

d. You have an inflated sense of your own abilities.

Answer: a
Diff: 2

Type: MC
Page Reference: 32

Skill: Applied

32) Which of the following reflects the approach that the self-concept is developed through our interactions with others?

a. Aunt Ruth always said I was a comedian.

b. I am a student, a wife, and a mother.

c. I'm a member of the Bloc Qubcois.

d. I’m hard-working and loyal.

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Answer: a
Diff: 2

Type: MC
Page Reference: 32

Skill: Applied

33) Which of the following reflects the approach that the self-concept is developed through our associations with groups?

a. Aunt Ruth always said I was a comedian.

b. I am a student, a wife, and a mother.

c. I'm a member of the Bloc Qubcois.

d. I'm hard-working and loyal.

Answer: c
Diff: 2

Type: MC
Page Reference: 32-33

Skill: Applied

34) Which of the following reflects the approach that the self-concept is developed through the roles we assume?

a. Aunt Ruth always said I was a comedian.

b. I am a student, a wife, and a mother.

c. I'm a member of the Bloc Qubcois.

d. I'm hard-working and loyal.

Answer: b
Diff: 2

Type: MC
Page Reference: 32

Skill: Applied

35) Which of the following reflects the approach that the self-concept is developed through our own labels?

a. Aunt Ruth always said I was a comedian.

b. I am a student, a wife, and a mother.

c. I'm a member of the Bloc Qubcois.

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d. I'm hard-working and loyal.

Answer: d
Diff: 2

Type: MC
Page Reference: 34-35

Skill: Comprehension

36) A gender role that includes both masculine and feminine qualities is called

a. androgynous.

b. decentred.

c. self-reflexive.

d. objective.

Answer: a
Diff: 1

Type: MC
Page Reference: 34

Skill: Recall

37) Which of the following is NOT one of the five major personality traits identified by psychologists?

a. neuroticism

b. gender

c. extraversion

d. openness

Answer: b
Diff: 1

Type: MC
Page Reference: 36

Skill: recall

38) The human ability to think about what we are doing while we are doing it is referred to as

a. generalized-other perspective.

b. self-reflexiveness.

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c. self-labelling.

d. specific-other perspective.

Answer: b
Diff: 1

Type: MC
Page Reference: 34

Skill: Recall

39) When you hear yourself being sharp with another person and you consider the impact of your response to this person, you are practicing

a. specific-other perspective.

b. self-labelling.

c. self-reflexiveness.

d. generalized-other perspective.

Answer: c
Diff: 2

Type: MC
Page Reference: 34

Skill: Applied

40) A set of enduring internal predispositions and behavioural characteristics that describe how people react to their environment is called

a. psychology.

b. personality.

c. social self.

d. looking-glass self.

Answer: b
Diff: 1

Type: MC
Page Reference: 35-36

Skill: Recall

41) Which statement about shyness is NOT true?

a. Shyness is the behavioural tendency to talk with others.

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b. Shyness is a discomfort or inhibition in interpersonal situations.

c. About 40% of adults report being shy.

d. Some people just do not like talking in front of other people.

Answer: a
Diff: 1

Type: MC
Page Reference: 36-37

Skill: Recall

42) Which statement is NOT an accurate description of the concept of personality?

a. Your personality influences how you behave.

b. Your personality is influenced by genetics—traits you inherit from your ancestors.

c. Your personality is developed entirely by the time you are five.

d. Personality is a term that describes the way you react in situations.

Answer: c
Diff: 1

Type: MC
Page Reference: 35-36

Skill: Recall

43) All of the following statements are accurate descriptions of *communication apprehension* EXCEPT

a. it may occur in public speaking situations.

b. it is the fear or anxiety associated with either real or anticipated communication with another person.

c. it is influenced by whether you were encouraged to talk with others when you were a child.

d. it is different from stage fright

Answer: d
Diff: 1

Type: MC
Page Reference: 37

Skill: Recall

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44) Self-esteem is often defined as

a. your self-worth.

b. a description of yourself.

c. your material possessions.

d. your spirituality.

Answer: a
Diff: 1

Type: MC
Page Reference: 37

Skill: Recall

45) The concept of _____ helps people measure how well they are doing based on how well others are doing.

a. self-esteem

b. self-worth

c. social comparison

d. life position

Answer: c
Diff: 1

Type: MC
Page Reference: 37

Skill: Recall

46) Jennifer feels good about herself because she received the highest grade in the class on her most recent math test. This is an example of

a. self-concept.

b. self-worth.

c. social comparison.

d. visualization.

Answer: c
Diff: 2

Type: MC
Page Reference: 37

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Skill: Applied

47) All of the following statements about self-talk are true, EXCEPT

a. telling yourself that something will happen will make it happen.

b. self-talk is also called intrapersonal communication.

c. positive self-talk can improve your self-esteem.

d. negative self-talk can damage your self-esteem.

Answer: a
Diff: 1

Type: MC
Page Reference: 38

Skill: Recall

48) The self-talk method of improving self-esteem is exemplified by

a. telling yourself you can give a performance in the school play that will bring applause.

b. seeing yourself giving a performance in the school play and hearing the audience applause.

c. overlooking the fact that you forgot your lines once in the school play and concentrating on all that you did remember.

d. asking your drama coach for extra help.

Answer: a
Diff: 2

Type: MC
Page Reference: 38

Skill: Applied

49) You see yourself crossing the finish line of the 10K race you will be running on the weekend. Which technique for improving your self-esteem are you using?

a. visualization

b. reframing

c. self-talk

d. seeking support

Answer: a
Diff: 2

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Type: MC
Page Reference: 38

Skill: Applied

50) By focusing on your own talents and uniqueness, you are following which of the strategies for improving your self-esteem?

a. reframing

b. developing honest relationships

c. avoiding comparisons

d. visualizing

Answer: c
Diff: 2

Type: MC
Page Reference: 38-39

Skill: Applied

51) When we redefine events and experiences from different points of view, we are using which of the strategies for improving self-esteem?

a. avoiding comparisons

b. reframing

c. developing honest relationships

d. seeking support

Answer: b
Diff: 2

Type: MC
Page Reference: 39

Skill: Applied

52) You ask a friend whose opinion you trust whether you talked too much and laughed too loudly when you had dinner with his parents. You are using which strategy for improving self-esteem?

a. developing honest relationships

b. seeking support

c. reframing

d. avoiding comparison

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Answer: a
Diff: 2

Type: MC
Page Reference: 39

Skill: Applied

53) You failed a test last week. You have since reviewed the material and sought extra help; however, you cannot stop feeling annoyed with yourself for having failed the test. You are NOT following which of the suggestions for improving your self-esteem?

a. reframing

b. letting go of the past

c. visualizing

d. developing honest relationships

Answer: b
Diff: 2

Type: MC
Page Reference: 39-40

Skill: Applied

54) Having someone who can help you objectively and honestly reflect on your virtues is a benefit of

a. reframing.

b. self-talk.

c. avoiding comparisons.

d. developing honest relationships.

Answer: d
Diff: 2

Type: MC
Page Reference: 39

Skill: Applied

55) David has a good job and a loving family. However, he is plagued by feelings of low self-esteem. His brother Jake makes more money than he does, lives in a bigger house, and drives a more expensive car. Which strategy for improving his self-esteem would you suggest to David?

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a. reframing

b. letting go of the past

c. developing honest relationships

d. avoiding comparisons

Answer: d
Diff: 2

Type: MC
Page Reference: 38-39

Skill: Applied

56) If you have self-image problems that are so ingrained that you are unable to deal with them through other methods, the text suggests

a. developing honest relationships.

b. letting go of the past.

c. seeking support.

d. avoiding comparisons.

Answer: c
Diff: 2

Type: MC
Page Reference: 40

Skill: Applied

57) Which is an accurate statement regarding your self-concept and self-esteem?

a. They affect your ability to be sensitive to others and your self-fulfilling prophecies, but they do not affect your interpretation of messages or your communication style.

b. They do not affect your ability to be sensitive to others, but they affect your self-fulfilling prophecies, your interpretation of messages, and your communication style.

c. They affect your ability to be sensitive to others, your interpretation of messages, and your communication style, but they do not affect your self-fulfilling prophecies.

d. They affect your ability to be sensitive to others, your self-fulfilling prophecies, your interpretation of messages, and your communication style.

Answer: d
Diff: 1

Type: MC

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Page Reference: 40-41

Skill: Recall

58) Which of the following statements about symbolic interaction theory is NOT true?

a. We make sense of the world based on our interactions with others.

b. We interpret what a word means based in part on how other people react to our use of it.

c. Symbolic interaction theory has been rejected by many communication theorists.

d. Other people shape our understanding of ourselves and the world.

Answer: c
Diff: 1

Type: MC
Page Reference: 41

Skill: Recall

59) Your perception is that you are lousy at math, so you don't really study, and then your test results confirm your perception. You may be engaging in

a. selective exposure.

b. self-reflexive communication.

c. a self-fulfilling prophecy.

d. social comparison.

Answer: c
Diff: 1

Type: MC
Page Reference: 41-42

Skill: Recall

60) A self-fulfilling prophecy is defined as

a. what we believe about ourselves often comes true because we expect it to come true.

b. placing ourselves in situations that are consistent with our own self-concept and esteem.

c. relying on information that a person observes to make predictions about behaviour.

d. relying on information about many people to make a prediction about behaviour.

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Answer: a
Diff: 1

Type: MC
Page Reference: 41-42

Skill: Recall

61) According to research, individuals with low self-esteem are more likely to have all of the following traits EXCEPT

a. being more critical of others.

b. expecting to be rejected by others.

c. being overly responsive to praise and compliments.

d. evaluating their overall behaviour as superior to that of others.

Answer: d
Diff: 1

Type: MC
Page Reference: 45

Skill: Recall

62) Individuals who are both sensitive to criticism and who tend to be more critical of others are likely to have

a. high self-esteem.

b. high self-concept.

c. low self-esteem.

d. low self-concept.

Answer: c
Diff: 1

Type: MC
Page Reference: 42

Skill: Recall

63) Which statement does NOT fit with research on traits of individuals with a sense of self-worth that is high?

a. They think more highly of others.

b. They regularly feel that others are superior to them.

c. They are more comfortable having others observe them when they perform.

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d. They are more likely to admit they have both strengths and weaknesses.

Answer: b
Diff: 1

Type: MC
Page Reference: 42

Skill: Recall

64) According to Will Schutz, our concept of who we are, coupled with our need to interact with others, profoundly influences how we communicate. Schutz identifies three primary social needs that affect the degree of communication we have with others. They are

a. need for inclusion, need for control, and need for safety.

b. need for control, need for privacy, and need for comfort.

c. need for inclusion, need for control, and need for affection.

d. need for affection, need for solitude, and need for exclusion.

Answer: c
Diff: 1

Type: MC
Page Reference: 42-43

Skill: Recall

65) We all need to be included in the activities of others and to include others in social activities. Will Schutz calls this

a. the need for control.

b. the need for inclusion.

c. the need for affection.

d. the need for safety.

Answer: b
Diff: 1

Type: MC
Page Reference: 42-43

Skill: Recall

66) According to Will Schutz, the interpersonal need to give and receive love, personal support, warmth, and intimacy is

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a. the need for inclusion.

b. the need for control.

c. the need for affection.

d. the need for domination.

Answer: c
Diff: 1

Type: MC
Page Reference: 42-43

Skill: Recall

67) A popular classmate is having a birthday party. You discover that most of the members of your class have received invitations but you have not. You are surprised about this and are feeling hurt at not receiving an invitation. This example illustrates

a. the need for inclusion.

b. the need for control.

c. the need for affection.

d. the need for domination.

Answer: a
Diff: 2

Type: MC
Page Reference: 42-43

Skill: Applied

68) Our communication style is defined as

a. a style characterized by high achievement and controlled emotions.

b. a style characterized by high assertiveness and low expressiveness.

c. the habitual ways in which we behave toward others.

d. a style characterized by sensitivity toward others and a minimum of assertiveness.

Answer: c
Diff: 1

Type: MC
Page Reference: 43

Skill: Recall

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69) The social learning approach explains your communication style with others

a. based on traits and personality characteristics.

b. based on learning indirectly or directly from other people.

c. and does not influence how we interact with others.

d. as a style characterized by masculine and feminine behaviours.

Answer: b
Diff: 1

Type: MC
Page Reference: 43

Skill: Recall

70) The tendency to make requests, ask for information, and generally pursue your own rights and best interests is referred to as

a. expressiveness.

b. responsiveness.

c. amiability.

d. assertiveness.

Answer: d
Diff: 1

Type: MC
Page Reference: 43

Skill: Recall

71) The tendency to be sensitive to the needs of others, including being sympathetic to the pain of others and placing the feelings of others above our own is referred to as

a. responsiveness.

b. assertiveness.

c. expressiveness.

d. reflexiveness.

Answer: a
Diff: 1

Type: MC
Page Reference: 43

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Skill: Recall

72) The "Sociocommunicative Orientation" test by McCroskey and Richmond is a tool to assess

a. your need for control and your need for inclusion.

b. your dominant strategies for improving your self-esteem.

c. your style of communication on the assertiveness and responsiveness dimensions.

d. your willingness to communicate.

Answer: c
Diff: 1

Type: MC
Page Reference: 43

Skill: Recall

73) Purposefully providing information to others that they would otherwise not learn is called

a. responsiveness.

b. self-disclosure.

c. expressiveness.

d. communication style.

Answer: b
Diff: 1

Type: MC
Page Reference: 44-45

Skill: Recall

74) Self-disclosure can deepen an interpersonal relationship because

a. it makes you more sensitive to the criticism of others.

b. what you believe about yourself will come true because you expect it to.

c. it influences your expressive or assertive behaviour toward another.

d. it provides a basis for another person to understand you better and conveys acceptance and trust.

Answer: d
Diff: 1

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Type: MC
Page Reference: 44-45

Skill: Recall

75) A person's conscious understanding of who he or she is is called

a. expressiveness.

b. responsiveness.

c. self-disclosure.

d. self-awareness.

Answer: d
Diff: 1

Type: MC
Page Reference: 45

Skill: Recall

76) In the Johari Window model, the quadrant that is known to the self and known to others is called the _____ quadrant.

a. open

b. closed

c. hidden

d. unknown

Answer: a
Diff: 1

Type: MC
Page Reference: 46-47

Skill: Recall

77) In the Johari Window model, the quadrant that is known to others but not the self is called the _____ quadrant.

a. hidden

b. blind

c. unknown

d. open

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Answer: b
Diff: 1

Type: MC
Page Reference: 46-47

Skill: Recall

78) Which of the following is NOT a true statement about self-disclosure?

a. Self-disclosure usually moves in small increments.

b. Self-disclosure moves from less personal to more personal information.

c. Self-disclosure is reciprocal.

d. Self-disclosure online is the same as face-to-face disclosure.

Answer: d
Diff: 1

Type: MC
Page Reference: 44-45

Skill: Recall

79) You think you are a great joke-teller, but all your friends and coworkers know that you cannot tell a joke to save your life. Which quadrant of the Johari Window model would explain this?

a. open

b. hidden

c. blind

d. unknown

Answer: c
Diff: 2

Type: MC
Page Reference: 46-47

Skill: Applied

80) You always have to check the locks on your doors at least three times before you go to bed every night, but you have never told anyone. In which quadrant of the Johari Window model is this information?

a. hidden

b. blind

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c. open

d. unknown

Answer: a
Diff: 1

Type: MC
Page Reference: 47

Skill: Applied

81) Which of the following is NOT a factor that increases the likelihood of self-disclosure?

a. having trust and good feeling toward someone

b. consuming too much alcohol

c. thinking we'll lose someone's respect

d. being in a positive mood

Answer: c
Diff: 1

Type: MC
Page Reference: 45

Skill: Recall

82) *Match the definition on the left with the term on the right.*

83) *Match the example on the left with the dimension of the self on the right.*

84) *Match the terms on the left with the interpersonal needs on the right.*

85) *Match the description on the left with the area of the Johari Window model on the right.*

86) Describe the three ways of being self-aware.

Answer:
* Subjective self-awareness: our ability to differentiate ourselves from our environment.

* Objective self-awareness: our ability to be the object of our own thoughts and attentions.

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* Symbolic self-awareness: unique to humans, our ability to think about ourselves and use language (symbols) to express these ideas to others.

Diff: 1

Type: ES
Page Reference: 30

Skill: Recall

87) Name and briefly describe the three components of the self identified by William James.

Answer:
*The *material self*, consisting of all the tangible things you possess.

*The *social self*, reflecting that part of you that interacts with others.

*The *spiritual self*, consisting of all your internal thoughts and introspections about your values and moral standards.

Diff: 1

Type: ES
Page Reference: 31

Skill: Recall

88) When are we most likely to incorporate the comments of others into our self-concepts?

Answer:
* We are more likely to incorporate another's statement if he or she is repeating something we have heard several times before.

* We are more likely to incorporate another's statement if he or she has already earned our confidence.

* We are more likely to incorporate another's statements if those statements are consistent with our own experiences.

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Diff: 1

Type: ES
Page Reference: 32-33

Skill: Recall

89) What are the factors that shape the development of your self-concept? Briefly describe and give an example of each factor.

Answer:
Self: The sum total of who a person is; a person's central inner force.

Self-concept: A person's subjective description of who the person thinks he or she is.

Refer to Recap: "Who You Are Is Reflected in Your Attitudes, Beliefs, and Values" on page 29 of the textbook.

Attitudes: Learned predispositions to respond to a person, object, or idea in a favourable or unfavourable way (likes and dislikes).

Beliefs: The ways in which we structure reality (what is true and what is false).

Values: Enduring concepts of what is right and wrong (what is good and what is bad).

Diff: 2

Type: ES
Page Reference: 28-30

Skill: Applied

90) Explain how self-concept develops. Include examples.

Answer:
Answers will vary but should include the following five basic means and demonstrate a thorough understanding of each.

* Our interactions with other individuals

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* Our associations with groups

* The roles we assume

* Our own labels

* Our personalities

Diff: 1

Type: ES
Page Reference: 32-33

Skill: Recall

91) Provide an example of how self-talk might help you enhance your self-esteem. Describe the positive scene.

Answer:
Answers will vary.

Diff: 2

Type: ES
Page Reference: 38

Skill: Applied

92) Define and compare the concepts of self-concept and self-esteem.

Answer:
Self-concept is a subjective description of who you *think* you are. It is reflected in your attitudes, beliefs, and values. Interactions with both individuals and groups provide labels and information that shape how we see ourselves.

Self-esteem reflects an *evaluation* of who you are. It is an evaluation of your worth or value as reflected in your perception of such things such as your skills, abilities, talents, and appearance.

Diff: 3

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Type: ES
Page Reference: 28, 37

Skill: Analysis

93) How does your self-esteem affect how you interpret the messages of others?

Answer:
* People with low self-esteem tend to be more sensitive to criticism and more critical of others. They believe they are not popular and expect to be rejected by others. They may dislike being observed and feel threatened by people who they feel are superior. They expect to lose, are overly responsive to praise and compliments, and evaluate their overall behaviour as inferior to that of others.

* Those with high self-esteem will have higher expectations for solving problems, will think more highly of others, and will be more likely to accept praise without embarrassment. They will be more comfortable being observed, will be able to admit both strengths and weaknesses, and will be more comfortable interacting with those who view themselves as highly competent. They will expect to be accepted, seek more opportunities to improve their skills, and will evaluate their overall behaviour more positively.

Diff: 1

Type: ES
Page Reference: 42

Skill: Recall

94) Describe Will Schutz's three primary social needs and provide examples for each.

Answer:
Answers will vary but should include the following.

* The need for inclusion suggests that we all need to be included in the activities of others. We need to be invited to join. When our friends go out, we want to be included in the invitation. We all need some social contact and to be included in the activities of others.

* The need for control suggests that we need some balance between dominating and being dominated in our relationships. We do not always want to be in control, but we do want to be in control sometimes.

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* The need for affection suggests that we all need to give and receive love.

Diff: 1

Type: ES
Page Reference: 42-43

Skill: Applied

95) Describe your own communication style, focusing on the two primary dimensions that underlie how we interact with others.

Answer:
Answers will vary, but should show an understanding of the concepts of assertiveness and responsiveness and cover some of the dimensions covered in the Building Your Skills box on page 44 of the textbook.

Diff: 2

Type: ES
Page Reference: 43-44

Skill: Applied

96) How does one's self-esteem affect his or her interpretation of messages?

Answer:
*Someone with low self-esteem may be more sensitive to criticism and more defensive with people whom they consider to be superior. As a result, they will tend to limit or minimize opportunities for evaluation by withdrawal.

*Someone with high self-esteem will tend to be more positive with others and with him or herself, be better able to make realistic assessments of criticism, and be more comfortable interacting with others.

Diff: 1

Type: ES
Page Reference: 42

Skill: Recall

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97) Discuss how taking the McCroskey and Richmond's "Sociocommunicative Orientation" test can help us to be better interpersonal communicators.

Answer:
The test assesses communication style on the assertiveness and responsiveness dimensions. There is no one best style for every situation. The test can provide information to you about your preferred styles. Whether or not those styles are appropriate depends on the situation. You can learn to adapt your style to suit the appropriateness of the situation. This is a self-assessment. It may be interesting to ask another person whose opinion you value to also assess your styles. You can check if the assessments are similar or different.

Diff: 2

Type: ES
Page Reference: 43-44

Skill: Applied

98) What are some of the risks associated with self-disclosure?

Answer:
*The other person can share revealed information with others.

*The other person has additional power if the information disclosed is something you'd rather not have others know.

*There is a risk of rejection and/or disapproval.

Diff: 1

Type: ES
Page Reference: 44-46

Skill: Recall

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