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Name:_____ Class:_____ Date:_____

Chapter 2 Self and Perception

1. The composite of your self-awareness, self-concept, and self-esteem is called
   a. self.
   b. social comparison.
   c. perception.
   d. attribution.

ANSWER: a

2. Which of the following is NOT a component of self?
   a. Self-awareness
   b. Self-esteem
   c. Self-concept
   d. Self-reflection

ANSWER: d

3. Which of these refers to your ability to perceive yourself as a unique person and to reflect upon your own thoughts, feelings, and behaviors?
   a. Self-concept
   b. Self-esteem
   c. Self-awareness
   d. Self-comparison

ANSWER: c

4. The process of observing and assigning meaning to others' behaviors by comparing them against your own is called
   a. selection.
   b. social comparison.
   c. attribution.
   d. self-verification.

ANSWER: b

5. Which of these is a type of self-awareness that focuses on evaluating and improving your communication?
   a. Attribution
   b. Social comparison
   c. Perception
   d. Critical self-reflection

ANSWER: d

6. Critical self-reflection is a comprehensive process involving all of the following steps EXCEPT
   a. thinking about what you are feeling.
   b. asking yourself why you are thinking the way you are.

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c. thinking about how others see you.
d. asking yourself how you are communicating.

ANSWER: c

7. The beliefs, attitudes, and values you have about yourself come together to create your
a. self-concept.
b. self-esteem.
c. self-awareness.
d. self-reflection.

ANSWER: a

8. Your evaluations of yourself and others (whether positive or negative) are called
a. attitudes.
b. values.
c. beliefs.
d. personal constructs.

ANSWER: a

9. Which of these influences your self-concept?
a. Family
b. Culture
c. Significant others
d. All of the options are correct.

ANSWER: d

10. Convictions that an individual holds to be true are
a. attitudes.
b. beliefs.
c. values.
d. personal constructs.

ANSWER: b

11. Which of these is a mental construct that expresses enduring principles of what is good or bad and right or wrong?
a. Attitude
b. Value
c. Belief
d. Mask

ANSWER: b

12. Your friend who says "I think it is wrong to wear fur or leather" is expressing a(n)

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a. attitude.
b. belief.
c. value.
d. personal construct.

ANSWER: c

13. Which statement reflects the notion that your self-concept is influenced by the labels that others have of you?
a. "My brother always says I'm not as smart as he is."
b. "I am a student, worker, and son."
c. "My grades have always been good."
d. "I am a happy, extroverted person."

ANSWER: a

14. According to Self-Verification Theory, people
a. are more likely to associate only with those who provide positive self-concept support.
b. avoid those who provide negative self-concept support.
c. select those who most accurately support their self-concept.
d. prefer to associate with others who have the same sexual orientation.

ANSWER: c

15. The tendency to act in ways that ensure interactions occur as you believed and predicted they would is called (a)
a. self-verification.
b. self-reflection.
c. self-serving bias.
d. self-fulfilling prophecy.

ANSWER: d

16. Susan thinks she is not good at delivering public presentations, so she doesn't prepare or research her topic. During her speech, she is unprepared, forgets to cover one of her main points, and feels like her speech failed. This behavior demonstrates (a)
a. critical self-reflection.
b. social comparison.
c. Self-Discrepancy Theory.
d. self-fulfilling prophecy.

ANSWER: d

17. Your overall evaluation of your self is called
a. self-esteem.
b. self-concept.

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c. self-awareness.
d. self-reflection.

ANSWER: a

18. According to Self-Discrepancy Theory, your self-esteem is highest when
a. your self-concept matches your ideal and ought selves.
b. your self-concept exceeds your ideal and ought selves.
c. there is a great discrepancy between your ideal and ought selves.
d. you concentrate on your ideal self rather than your ought self.

ANSWER: a

19. Which of these suggests that your self-esteem is determined by how you compare to your ideal self and ought self?
a. Algebraic impression
b. Self-Discrepancy Theory
c. Perception-checking
d. Self-Verification Theory

ANSWER: b

20. Which of the following may help increase your self-esteem?
a. Having consistency between your ought and ideal self
b. Living in an appearance culture
c. Engaging in social comparison
d. All of the options are correct.

ANSWER: a

21. Which of these asserts that you are more likely to choose friends who provide support for your self-concept?
a. Halo effect
b. Self-Discrepancy Theory
c. Perception-checking
d. Self-Verification Theory

ANSWER: d

22. The composite of social, psychological, and cultural characteristics that characterize people as male or female is called
a. gender.
b. stereotyping.
c. culture.
d. attribution.

ANSWER: a

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23. An established, coherent set of beliefs, attitudes, values, and practices shared by a large group of people is called
    a. perception.
    b. interpretation.
    c. culture.
    d. gender.

ANSWER: c

24. A culture that values personal objectives over group or societal goals
    a. is individualistic.
    b. is collectivistic.
    c. exhibits Gestalts.
    d. emphasizes self-reflection.

ANSWER: a

25. Which of the following is NOT considered to be an influence on the self?
    a. Face
    b. Culture
    c. Family
    d. Gender

ANSWER: a

26. Culture can include
    a. gender.
    b. sexual orientation.
    c. religion.
    d. All of the options are correct.

ANSWER: d

27. A culture that values the group or society over individual goals is
    a. individualistic.
    b. collectivistic.
    c. a Gestalt.
    d. self-aware.

ANSWER: b

28. The positive self you actively create and present through your communication is called (the)
    a. actor-observer effect.
    b. self-serving bias.
    c. selection.
    d. face.

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ANSWER: d

29. If a public figure is not "out of the closet" to her fans, she is using which strategy to maintain her public self?
    a. Face
    b. Mask
    c. Self-Verification Theory
    d. Self-Discrepancy Theory

ANSWER: b

30. Which is a public self that is designed to hide your private self?
    a. Gestalt
    b. Mask
    c. Algebraic impression
    d. Face

ANSWER: b

31. Losing face can cause shame, humiliation, and sadness—all components of (the)
    a. embarrassment.
    b. horn effect.
    c. self-esteem.
    d. self-awareness.

ANSWER: a

32. Which of the following is a strategy you can use to maintain face?
    a. Use words and actions consistent with the face you are trying to present.
    b. Use communication that is consistent with others' perceptions of you.
    c. Anticipate and manage events that could contradict your face.
    d. All of the options are correct.

ANSWER: d

33. The process of selecting, organizing, and interpreting information from your senses is
    a. critical self-reflection.
    b. perception.
    c. attribution.
    d. algebraic impression.

ANSWER: b

34. When you focus your attention on specific stimuli found in your environment, you are engaging in (the)
    a. actor-observer effect.
    b. fundamental attribution error.

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c. selection.
d. perception.

ANSWER: c

35. In which stage of the perception process do you tailor information and stimuli into coherent, meaningful patterns?
a. Organization
b. Selection
c. Interpretation
d. Impression

ANSWER: a

36. In which stage of the perception process do you assign meaning to information you have selected?
a. Attribution
b. Interpretation
c. Impression
d. Organization

ANSWER: b

37. Explanations of behavior based on internal and external factors are called (the)
a. impressions.
b. actor-observer effect.
c. attributions.
d. critical self-reflection.

ANSWER: c

38. Forming attributions is the process of
a. assigning meaning and understanding to others' behavior.
b. creating mental structures that define characteristics.
c. evaluating stimuli that attract your attention.
d. engaging in critical self-reflection.

ANSWER: a

39. The human tendency to think others' behavior is caused by internal rather than external or environmental causes is called the
a. fundamental attribution error.
b. self-serving bias.
c. actor-observer effect.
d. horn effect.

ANSWER: a

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40. The tendency to assign external causes for your own individual behavior is called the
    a. self-serving bias.
    b. fundamental attribution error.
    c. actor-observer effect.
    d. algebraic impression.

ANSWER: c

41. During what type of interactions is the actor-observer effect is most prevalent?
    a. Successful interactions
    b. Unpleasant interactions
    c. Competitive interactions
    d. Supportive interactions

ANSWER: b

42. If you overindulge at a buffet and the next day explain that your friends pressured you to eat more and more, you are exhibiting which perceptual error?
    a. Fundamental attribution error
    b. Self-serving bias
    c. Internal attribution
    d. Actor-observer effect

ANSWER: d

43. Which of the following perceptual errors results from the tendency to make external attributions for your own behaviors?
    a. Halo effect
    b. Algebraic impressions
    c. Perception-checking
    d. Actor-observer effect

ANSWER: d

44. If you are winning at a blackjack table and explain to the other players that you have a knack for numbers, what perceptual error are you exhibiting?
    a. Self-serving bias
    b. Fundamental attribution error
    c. External attribution
    d. Halo effect

ANSWER: a

45. A tendency to take credit for a success by making an internal attribution is called the
    a. actor-observer effect.
    b. self-serving bias.

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c. fundamental attribution error.
d. halo effect.

ANSWER: b

46. Mental images of who people are and how you feel about them are called
a. attributions.
b. empathy.
c. perception.
d. impressions.

ANSWER: d

47. Which of these is a general impression of someone that is positive or negative?
a. Face
b. Gestalt
c. Mask
d. Empathy

ANSWER: b

48. The tendency to dismiss the significance of negative behavior based on the positive Gestalt you have formed for an individual is called (the)
a. halo effect.
b. self-serving bias.
c. actor-observer effect.
d. horn effect.

ANSWER: a

49. The tendency to negatively interpret the behavior of people for whom you've formed negative Gestalts is referred to as the
a. fundamental attribution error.
b. self-serving bias.
c. horn effect.
d. halo effect.

ANSWER: c

50. Which is the term for analyzing the positive and negative things you learn about someone to calculate an overall impression, then updating this impression as you learn new information?
a. Gestalts
b. Perception-checking
c. Actor-observer effect
d. Algebraic impressions

ANSWER: d

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51. After reading that your favorite singer has been fighting, drinking, and antagonizing the media, you allow this negative information to overshadow your positive impressions. This an example of (the)
    a. halo effect.
    b. algebraic impressions.
    c. horn effect.
    d. actor-observer effect.

ANSWER: b

52. Your girlfriend just received a notice from the IRS for not paying her federal taxes, and you assume it was just an honest mistake. What tendency are you exhibiting?
    a. Halo effect
    b. Fundamental attribution error
    c. Perception-checking
    d. Actor-observer effect

ANSWER: a

53. What method of impression formation is most likely to lead to prejudice?
    a. the The horn effect
    b. the The halo effect
    c. Algebraic impressions
    d. Stereotyping

ANSWER: d

54. Forming impressions by categorizing people into social groups and evaluating them based on information you have about their groups is called (the)
    a. stereotyping.
    b. self-serving bias.
    c. actor-observer effect.
    d. fundamental attribution error.

ANSWER: a

55. A useful method for testing your impressions in order to avoid errors in judgment is
    a. algebraic impressions.
    b. attributions.
    c. perception-checking.
    d. the actor-observer effect.

ANSWER: c

56. Perception-checking involves all of the following steps EXCEPT
    a. reviewing your knowledge about the person.
    b. assessing attributions you've made.

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c. questioning your initial impression.
d. hiding your impressions from the person.

ANSWER: d

57. Which of these is a method of communicating more competently that involves perspective-taking and feeling concern for how other people are feeling?
a. Empathy
b. Halo effect
c. Gestalt
d. Algebraic impression

ANSWER: a

58. The word empathy comes from the Greek word meaning
a. "drawing out of."
b. "sensing pain."
c. "experiencing suffering."
d. "feeling into."

ANSWER: d

59. Henry just found out that his best friend, Jay, is getting divorced. Having recently been through a divorce himself, Henry can understand how Jay is feeling and offers to listen if Jay wants to talk. Henry is demonstrating
a. empathy.
b. perception-checking.
c. sympathy.
d. selflessness.

ANSWER: a

60. When you're able to understand a friend's point of view without necessarily experiencing her emotions, you're exhibiting which component of empathy?
a. Perception-checking
b. Empathic concern
c. Perspective-taking
d. Algebraic impressions

ANSWER: c

61. Our beliefs about whether empathy is something that can be developed and controlled are known as our
a. algebraic impressions.
b. empathy mindset.
c. perception-checking
d. attributions.

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ANSWER: b

62. What type of message should you avoid when expressing empathy?
    a. "I care."
    b. "I'm here."
    c. "I know."
    d. "I feel terrible."

ANSWER: c

63. Your self is formed at infancy and remains fairly static over time and life experience.
    a. True
    b. False

ANSWER: b

64. The process of social comparison can result in positive or negative self-esteem, depending on whether you compare favorably or unfavorably with others.
    a. True
    b. False

ANSWER: a

65. Your self-concept is based upon the sets of beliefs, attitudes, and values your significant others have about you.
    a. True
    b. False

ANSWER: b

66. Your self-fulfilling prophecies can result in both positive and negative predictions about your future behavior.
    a. True
    b. False

ANSWER: a

67. According to Self-Discrepancy Theory, the greater the discrepancy between your ideal self and your ought self, the higher your self-esteem.
    a. True
    b. False

ANSWER: b

68. Culture can be defined as a coherent set of attitudes, values, and practices held by an individual.
    a. True
    b. False

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ANSWER: b

69. In individualistic cultures, your self and your needs take precedence over the needs and interests of the group or collective.
    a. True
    b. False
ANSWER: a

70. Your "face" is an aspect of the self that only you can see.
    a. True
    b. False
ANSWER: b

71. By wearing different masks at different times, you are better able to keep your self private.
    a. True
    b. False
ANSWER: a

72. If you lose face, feelings of shame, humiliation, and embarrassment may result.
    a. True
    b. False
ANSWER: a

73. When you pay attention to specific stimuli or information in your environment while simultaneously ignoring other stimuli, you are engaging in the selection step of perception.
    a. True
    b. False
ANSWER: a

74. The three stages of the perception process are salience, organization, and interpretation.
    a. True
    b. False
ANSWER: b

75. The fundamental attribution error results from attributing others' behaviors to external rather than internal causes.
    a. True
    b. False
ANSWER: b

76. The Gestalts you form of other people may be positive or negative.
    a. True

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b. False

ANSWER: a

77. The halo effect occurs when you make positive attributions about someone for whom you have already formed a positive Gestalt.

a. True

b. False

ANSWER: a

78. The horn effect occurs when you make negative attributions about someone for whom you have already formed a negative Gestalt.

a. True

b. False

ANSWER: a

79. Algebraic impressions are quick first impressions about the people you meet.

a. True

b. False

ANSWER: b

80. Stereotyping can only result in negative generalizations about other groups.

a. True

b. False

ANSWER: b

81. What are the three components of self?

ANSWER: Self-awareness, self-concept, and self-esteem.

82. What are the three components of the self-concept?

ANSWER: Attitudes, values, and beliefs.

83. Explain the difference between self-esteem and self-concept.

ANSWER: Self-esteem is the overall value you assign to yourself; self-concept is your assessment of who you are, based on beliefs, attitudes, and values.

84. Explain what a self-fulfilling prophecy is and how might it impact one's self-concept.

ANSWER: We act in accordance with our beliefs, which cause them to come true. If we think we will fail, we will fail; conversely, if we think we will be successful, we will succeed.

85. Describe an individualistic culture.

ANSWER: A culture that values individual or personal goals over group goals.

86. Briefly explain the difference between a face and a mask.

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ANSWER: Face is the outward self that you present to the world. A face is a mask when it purposefully covers up private aspects of your self.

87. What are the three steps in the perception process?
ANSWER: Selection, organization, and interpretation.

88. Briefly describe the fundamental attribution error.
ANSWER: The tendency to attribute others' behaviors to internal rather than external forces.

89. Identify the two primary components of empathy.
ANSWER: Perspective-taking and empathic concern.

90. Explain the difference between the halo effect and the horn effect.
ANSWER: The halo effect causes one to positively interpret another's behavior based on a positive Gestalt, while the horn effect causes one to negatively interpret another's behavior based on a negative Gestalt.

91. Which types of information are weighted more heavily when forming algebraic impressions?
ANSWER: Information that is important, unusual, or negative.

92. How can perception-checking help improve your perception?
ANSWER: By testing your impressions of others, you can decrease errors in judgment.

93. Explain, define, and provide an example of the components of self-concept.
ANSWER: *Attitudes* are our assessments or evaluations of ourselves: "I'm happy with my body." *Values* are the enduring principles that guide our self-concept and behaviors: "I think dishonesty is wrong in a relationship." *Beliefs* are composed of the convictions that we hold to be true of ourselves: "I am a thoughtful person."

94. Discuss how you can improve your self-esteem.
ANSWER: First *assess your self-esteem* and determine how you see yourself. You should then *analyze your ideal self* by determining who you want to be and how you can become that self. Go on to *analyze your ought self* by figuring out who others want you to be and what you would have to do to become that person. *Revisit and redefine your standards* by creating goals for yourself, and *create an action plan* to reach those goals.

95. Compare and contrast individualistic and collectivistic cultures.
ANSWER: *Individualistic cultures* value individual goals, while *collectivistic cultures* value group goals. Members of an individualistic culture seek individual achievement and reward that may positively impact their self-esteem. Members of a collectivistic culture identify themselves as part of a group and focus upon cooperation within that group.

96. What is the difference between a face and a mask?
ANSWER: The positive self you want others to see and believe is your *face*. Sometimes your face is a *mask*—a presentation of self designed to cover private aspects of yourself.

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97. Describe the three steps in the perception process.

ANSWER: *Select* information to focus your attention on. *Organize* the information into an understandable pattern, such as words, phrases, ideas, or images. *Interpret* the meaning of the pattern or assign meaning to the information you've selected.

98. Explain the two types of attributions and why they are often inaccurate.

ANSWER: Attributions are our way of understanding and explaining events. There are two types: *external attributions*, where we believe the cause of behavior is outside the person; and *internal attributions*, meaning that we believe the cause is the person's personality, character, or emotions. Attributions are often inaccurate because of the *fundamental attribution error*, in which we tend to attribute others' behavior internally instead of externally; and the *self-serving bias,* in which we attribute our positive behavior internally and negative behavior externally.

99. Identify three ways in which we form impressions.

ANSWER: The first way is by *constructing a Gestalt*, a general impression of a person that's positive or negative, by identifying a few traits about the person and then arriving at a judgment. Second, we can *develop algebraic impressions*—analyzing the positive and negative characteristics of a person over time to develop an overall impression that is continually updated. A third way to form impressions is to *stereotype* or categorize people into a social group such as their race, age, or gender and then evaluate them based on information you have related to this group.

100. What is empathy and what are its components?

ANSWER: Empathy is the ability to "feel into" others' thoughts and emotions, making an attempt to identify with them. Empathy consists of two components: *perspective-taking* and *empathic concern*. Perspective-taking is the ability to see things from another person's point of view, without necessarily experiencing that person's emotions. Empathic concern means becoming aware of how other people are feeling and experiencing compassion for them.

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