

## **CHAPTER 2: PERCEPTION OF SELF AND OTHERS**

### **Multiple Choice Questions**

- 1) The concept of the *looking-glass self* suggests that we
- A) develop our self-concepts by attending to how others communicate with us.
  - B) want to be seen by others as we see ourselves.
  - C) mirror the behavior of others to build relationships.
  - D) All of the above.

Answer: A

Page Ref: 25

Difficulty: 2

Applied

- 2) Which of the following is true about self-concept?
- A) Gender roles generally are learned through cultural teachings.
  - B) Self-evaluations are more important in developing self-concept than our interactions with others.
  - C) We generally do not compare ourselves with others in developing our self-concepts.
  - D) All of the above.

Answer: A

Page Ref: 25-27

Difficulty: 2

Factual

- 3) *Self-awareness* may be defined as
- A) how you perceive yourself.
  - B) when you examine aspects of yourself as they might appear to others as well as to you.
  - C) revealing information about yourself.
  - D) the measure of how valuable you think you are.

Answer: B

Page Ref: 27

Difficulty: 1

Factual

- 4) Which of the following is NOT a way to increase self-awareness?
- A) Listen to others.
  - B) Seek information about yourself.
  - C) Dialogue with yourself.
  - D) Increase your self-esteem.

Answer: D

Page Ref: 29

Difficulty: 1

Factual

5) Betty's friends know she is stingy but Betty doesn't know it herself. We can assume Betty's stinginess is part of her \_\_\_\_\_ self.

- A) unknown
- B) blind

- C) hidden
- D) open

Answer: B

Page Ref: 27-28

Difficulty: 1

Applied

6) Which of the following statement is true of the blind area?

- A) Communication is generally improved as the blind area becomes smaller.
- B) People should be made to see themselves as we (and others) see them, so the blind area may be made smaller.
- C) A large blind area indicates high self-esteem.
- D) Communication is hindered by the very existence of the blind areas.

Answer: A

Page Ref: 27-28

Difficulty: 2

Applied

7) John has never told anyone about his fear of spiders. We can assume this fear is part of John's \_\_\_\_\_ self.

- A) open
- B) blind

- C) hidden
- D) unknown

Answer: C

Page Ref: 28

Difficulty: 1

Applied

8) *Self-esteem* is defined as

- A) our view of our self.
- B) how aware we are of ourselves and others' views of us.
- C) a measure of how valuable we think we are.
- D) how large our open self is.

Answer: C

Page Ref: 28

Difficulty: 1

Factual

9) We can seek the services of a hypnotist or psychotherapist to discover our \_\_\_\_\_ self.

- A) open
- B) blind

- C) hidden
- D) unknown

Answer: D

Page Ref: 28

Difficulty: 3

Conceptual

10) Pat has a habit of surrounding herself with people who are extremely critical and find fault with everything. Pat's choice in friends may

- A) improve her self-esteem.
- B) be detrimental to her self-esteem.
- C) increase her self-awareness.
- D) help her self-disclose.

Answer: B

Page Ref: 30

Difficulty: 2

Applied

11) Which of the following actions is an example of securing affirmation?

- A) being aware of other's successes
- B) seeking out people who may disagree with you
- C) interacting with people who don't know you
- D) interacting with people who are positive.

Answer: D

Page Ref: 31

Difficulty: 2

Applied

12) Which of the following statements is an example of self-disclosure?

- A) "Do I look fat in this outfit?"
- B) "I've never told anyone this, but I'm afraid to go to parties alone."
- C) "Everybody knows that Angela is my sister."
- D) "Don't go over to his house tonight."

Answer: B

Page Ref: 31

Difficulty: 2

Applied

13) Which of the following is a danger of self-disclosing?

- A) self-knowledge
- B) seeing problems dispassionately
- C) understanding the messages of others
- D) relationship risks

Answer: D

Page Ref: 33

Difficulty: 1

Factual

14) *Self-disclosure* refers to all of the following EXCEPT

- A) a type of communication that reveals information about oneself.
- B) slips of the tongue.
- C) a public confession.
- D) an intrapersonal process.

Answer: D

Page Ref: 31

Difficulty: 2

Applied

15) Which reward to self-disclosure is met when you talk about yourself and listen to the reactions of others?

- A) increased self-knowledge
- B) improved coping abilities
- C) more meaningful relationships
- D) communication enhancement

Answer: A

Page Ref: 33

Difficulty: 1

Factual

16) When Bill first began working at his new job, he began to disclose highly personal information to others almost immediately, often making others uncomfortable. Which guideline for self-disclosure was Bill unaware of?

- A) Consider the motivation.
- B) Consider the appropriateness.
- C) Consider the disclosures of the other person.
- D) Consider any possible burdens.

Answer: B

Page Ref: 33-34

Difficulty: 3

Applied

17) When you hear a new song played on the radio, the \_\_\_\_\_ stage of the perception process has just occurred.

- A) stimulation
- B) interaction
- C) organization
- D) interpretation-evaluation

Answer: A

Page Ref: 36-37

Difficulty: 2

Applied

18) The process by which you become aware of objects, events, and people by using your senses as well as your previous experiences, desires, needs, wants, and loves is called

- A) self-awareness.
- B) perception.
- C) infatuation.
- D) observation.

Answer: B

Page Ref: 35

Difficulty: 1

Factual

19) Hans only watches Fox News because the reporters and commentators reinforce his existing beliefs and attitudes. Hans is engaging in

- A) selective exposure.
- B) organization by rules.
- C) the process of perception.
- D) peer pressure.

Answer: A

Page Ref: 35-36

Difficulty: 2

Applied

20) Several students sitting together in a student lounge studying for an exam may BEST be defined as a study group based on which organizational rule?

- A) rule of similarity
- B) rule of contrast
- C) rule of proximity
- D) rule of context

Answer: C

Page Ref: 36

Difficulty: 2

Applied

21) Rosa judges everything Serena does based on the fact that Serena is an only child. Rosa is engaging in which attribution error?

- A) self-serving bias
- B) overattribution
- C) fundamental attribution error
- D) primary error

Answer: B

Page Ref: 39

Difficulty: 2

Applied

22) Artie believes Asian people are more intelligent than other people. Artie is engaging in which perceptual process?

- A) stereotyping
- B) fundamental attribution error
- C) self-fulfilling prophecy
- D) recency effect

Answer: A

Page Ref: 38

Difficulty: 1

Applied

23) Joe always told himself that he was lousy at athletics. When he tried to play soccer, he was not very adept at it. This may be a result of the

- A) self-fulfilling prophecy.
- B) dyadic effect.
- C) primacy-recency effect.
- D) fundamental attribution error.

Answer: A

Page Ref: 37-38

Difficulty: 1

Applied

24) The process by which you focus on explaining why someone behaved as he or she did is called

- A) attribution of control.
- B) organization by schemata.
- C) the primacy effect.
- D) selective attention

Answer: A

Page Ref: 39

Difficulty: 1

Factual

### **True/False Questions**

1) The *looking-glass self* is based on the idea of how you see yourself directly.

Answer: FALSE

Page Ref: 25

Difficulty: 1

Factual

2) Your ability to achieve what your culture defines as success will contribute to a positive self-concept.

Answer: TRUE

Page Ref: 26

Difficulty: 1

Factual

3) Self-awareness is basic to all communication.

Answer: TRUE

Page Ref: 27

Difficulty: 1

Factual

4) No one should hesitate to self-disclose information about himself or herself regardless of the immediate audience.

Answer: FALSE

Page Ref: 33-34

Difficulty: 2

Conceptual

5) One recommended way to resist the pressure to self-disclose is to be indirect and change the topic.

Answer: TRUE

Page Ref: 34-35

Difficulty: 1

Factual

6) The Johari window focuses on the various ways to self-disclose for the purpose of increasing self-esteem.

Answer: FALSE

Page Ref: 28

Difficulty: 2

Factual

7) "Work on projects that will result in success" is one of the ways to improve the self-esteem.

Answer: TRUE

Page Ref: 30

Difficulty: 1

Factual

8) It's frequently recommended that you remind yourself of your successes by using affirmations.

Answer: True

Page Ref: 30

Difficulty: 1

Factual

9) Annie said the movie was great even though she thought the beginning was boring. Annie experienced the recency effect.

Answer: TRUE

Page Ref: 38

Difficulty: 2

Applied

10) One way to increase accuracy in perception is to reduce your uncertainty.

Answer: TRUE

Page Ref: 39-41

Difficulty: 1

Factual

11) The self-serving bias is when you take responsibility for the negative and give others credit for the positive.

Answer: False

Page Ref: 39

Difficulty: 1

Factual

12) The last stage of the perception process is *memory*.

Answer: FALSE

Page Ref: 36

Difficulty: 1

Factual

### **Completion Questions**

1) One way to increase self-esteem is to attack \_\_\_\_\_ and seek out nourishing people.

Answer: self-destructive beliefs

Page Ref: 28-29

Difficulty: 1

Factual

2) The \_\_\_\_\_ represents all the information, behaviors, attitudes, and feelings about yourself that you, and also others, know.

Answer: open self

Page Ref: 28

Difficulty: 1

Factual

3) The information known to others but unknown to yourself is in the \_\_\_\_\_ self.

Answer: blind

Page Ref: 28

Difficulty: 1

Factual

4) When Ron comments that Kyle and Chloe must be related because they look so much alike, he has engaged in the organizational rule of \_\_\_\_\_.

Answer: similarity

Page Ref: 36

Difficulty: 2

Applied

5) Self-concept develops through attending to the ways others communicate with us, comparing ourselves to others, our own interpretations and evaluations, and \_\_\_\_\_.

Answer: cultural teachings

Page Ref: 25-27

Difficulty: 1

Factual

6) Dangers of self-disclosure include personal, relationship, and \_\_\_\_\_ risks.

Answer: professional

Page Ref: 33

Difficulty: 2

Factual

7) Being willing to \_\_\_\_\_ and keeping self-disclosure \_\_\_\_\_ are two guidelines for facilitating and responding to others' self-disclosures.

Answer: reciprocate; confidential

Page Ref: 34

Difficulty: 2

Factual

8) While driving across Kentucky, Christina notices only the billboards that advertise fast food and gas. Christina's perception is stimulated by \_\_\_\_\_.

Answer: selective attention

Page Ref: 35

Difficulty: 2

Applied

9) The tendency to single out one or two obvious characteristics of a person and attribute everything that person does to these characteristics is called \_\_\_\_\_.

Answer: overattribution

Page Ref: 39

Difficulty: 1

Factual

10) Recognizing your own role in the perceptions, avoiding early conclusions, and being aware of the "just world hypothesis" are suggestions for \_\_\_\_\_.

Answer: analyzing impressions

Page Ref: 40

Difficulty: 1

Factual



**Matching Sequence**

*Match the communication example to the term related to the self or perception.*

- |  |                               |
|--|-------------------------------|
| 1) Linda looks at herself in the mirror and says, "I am a good person who cares for others."                   | A) dangers of self-disclosure |
| 2) Johnny tells Yolanda, "This has been a good year. The last few months were hard, but it started out great." | B) securing affirmation       |
| 3) "Aren't all Asians taking honors classes?"  | C) self-disclosure            |
| 4) Pat takes Chris's hand and says, "I've never told you this before, but I love you."                         | D) stereotyping               |
| 5) Dana is afraid to tell her parents she is gay for fear they will reject her.                                | E) primacy effect             |

Answers: 1. B; 2. E; 3. D; 4. C; 5. A

Page Ref: 30-31, 33, 38

Difficulty: 1

Factual