

## **Chapter 2: Interpersonal Communication and Self**

### **Multiple Choice Questions**

- 1) A learned predisposition to respond to a person, object, or idea in a favorable or unfavorable way is
- A) an attitude.
  - B) a belief.
  - C) a value.
  - D) a motive.

*Answer: A*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 2) Which of the following are most resistant to change?
- A) attitudes
  - B) beliefs
  - C) values
  - D) dislikes

*Answer: C*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 3) People with low self-esteem are likely to be more
- A) critical of others.
  - B) open to seeking opportunities to improve skills that need improving.
  - C) comfortable having others observe them when they perform.
  - D) open to admitting to having both strengths and weaknesses.

*Answer: A*

*Chapter number: 02*

*Module number: 2.5*

*Learning Objective: 2.5 Identify the effects of your self-concept and self-esteem on your relationships with others.*

*Topic: Self and Interpersonal Relationships*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

- 4) People who have a high sense of self-worth are more likely to be
- A) comfortable having others observe them when they perform.
  - B) overly responsive to praise and compliments.
  - C) more sensitive to criticism and negative feedback from others.
  - D) more critical of others.

*Answer: A*

*Chapter number: 02*

*Module number: 2.5*

*Learning Objective: 2.5 Identify the effects of your self-concept and self-esteem on your relationships with others.*

*Topic: Self and Interpersonal Relationships*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

- 5) Lyndi has an algebra class this semester, one that she has dreaded since beginning college. Math has never been an easy subject for her, so when her first test comes around she is convinced that she'll fail. Sure enough, when her exam is returned she has scored a 56%, which is an F. Lyndi is a victim of her own
- A) social decentering.
  - B) looking-glass self.
  - C) communication apprehension.
  - D) self-fulfilling prophecy.

*Answer: D*

*Chapter number: 02*

*Module number: 2.5*

*Learning Objective: 2.5 Identify the effects of your self-concept and self-esteem on your relationships with others.*

*Topic: Self and Interpersonal Relationships*

*Difficulty: Moderate*

*Skill: Apply What You Know*

- 6) The value we place on ourselves in areas such as our skills, abilities, talents, and appearance is known as our
- A) self-awareness.
  - B) self-concept.
  - C) self-worth.
  - D) self-importance.

*Answer: C*

*Chapter number: 02*

*Module number: 2.2*

*Learning Objective: 2.2 Define self-esteem and compare and contrast self-esteem with self-concept.*

*Topic: Self-Esteem: Your Self-Worth*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 7) A strategy we use to help compare ourselves to others is called
- A) self-efficacy.
  - B) life position.
  - C) social comparison.
  - D) reflective competition.

*Answer: C*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 8) Philosopher William James identified three components of the self: the material, the social, and the spiritual. The material self is based upon
- A) all of the tangible things you own.
  - B) that part of you that interacts with others.
  - C) your internal thoughts and introspections about your values and moral standards.
  - D) your needs and desires.

*Answer: A*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 9) Which of the following is facework that we engage in when we “save face” by correcting what others may perceive as a negative perception of us?
- A) positive facework
  - B) corrective facework
  - C) preventative facework
  - D) politeness theory

*Answer: B*

*Chapter number: 02*

*Module number: 2.3*

*Learning Objective: 2.3 Define facework and discuss how you project your face and protect others' face.*

*Topic: Facework: Presenting Your Self-Image to Others*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 10) Alan seems to challenge Alana's positive face quite often. Alan is engaging in

- A) positive face.
- B) corrective facework.
- C) face-threatening acts.
- D) politeness.

*Answer: C*

*Chapter number: 02*

*Module number: 2.3*

*Learning Objective: 2.3 Define facework and discuss how you project your face and protect others' face.*

*Topic: Facework: Presenting Your Self-Image to Others*

*Difficulty: Moderate*

*Skill: Apply What You Know*

11) Which of the following reflects the approach that self-observation can encourage us to assume new labels?

- A) Dad always said I was trouble.
- B) I am a student, a son, and a boyfriend.
- C) I'm a Phi Beta Kappa.
- D) Hey! I'm an outgoing, fun sort of person.

*Answer: D*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Moderate*

*Skill: Apply What You Know*

12) The avoidant attachment style is associated with

- A) not receiving all the affection you felt you needed from your childhood caregivers.
- B) having developed a strong, trusting, close, predictable relationship with your childhood caregivers.
- C) consistently receiving too little nurturing as a child.
- D) growing up in a home with someone other than one's biological parents.

*Answer: C*

*Chapter number: 02*

*Module number: 2.1*

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*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

13) A role that is considered both masculine and feminine is called a(n) \_\_\_\_\_ role.

- A) disparate
- B) disjunctive

- C) ambivalent
- D) androgynous

*Answer: D*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

14) When we behave in ways that benefit others, it makes us feel better and is called being

- A) prosocial.
- B) charitable.
- C) conscientious.
- D) socially responsible.

*Answer: A*

*Chapter number: 02*

*Module number: 2.2*

*Learning Objective: 2.2 Define self-esteem and compare and contrast self-esteem with self-concept.*

*Topic: Self-Esteem: Your Self-Worth*

*Difficulty: Easy*

*Skill: Remember the Facts*

15) Efforts such as apologizing, denying an event occurred, lying, and using humor to overcome embarrassment are what researchers call attempts to

- A) deceive.
- B) save face.
- C) project.
- D) divert.

*Answer: B*

*Chapter number: 02*

*Module number: 2.3*

*Learning Objective: 2.3 Define facework and discuss how you project your face and protect others' face.*

*Topic: Facework: Presenting Your Self-Image to Others*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

16) Margolis, in anticipating his next public speaking assignment, thinks that while he may not be the most skilled speaker, he is intelligent, he knows how to research a topic, and if he spends some time practicing he ought to be able to get at least a "C." Margolis is most likely engaging in which technique for improving self-esteem?

- A) avoiding comparisons
- B) reframing

- C) self-talk
- D) visualization

*Answer: C*

*Chapter number: 02*

*Module number: 2.4*

*Learning Objective: 2.4 Identify and describe seven strategies for improving your self-concept.*

*Topic: How to Improve Your Self-Esteem*

*Difficulty: Moderate*

*Skill: Apply What You Know*

17) The set of enduring internal predispositions and behavioral characteristics that describe how you react to your environment is your

- A) self-concept.
- B) true self.
- C) reflexive self.
- D) personality.

*Answer: D*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

18) The ability to think about what we are doing while we are doing it is called

- A) self-talk.
- B) self-reflexiveness.
- C) self-fulfilling prophecy.
- D) reframing.

*Answer: B*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

19) Identifying with a group is a significant part of a person's identity, and research has shown which individuals benefit the most from group associations?

- A) People with avoidant style characteristics.
- B) People who are *not* a part of a dominant culture.
- C) People with anxious attachment style.
- D) People with secure attachment style.

*Answer: B*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

20) Tom isn't having much success in meeting women. He asks his friend, Tanya, to help identify what he is doing that might be turning off the women he meets. Since Tanya has known him since they were in kindergarten, she tactfully but honestly tells him what she thinks. Tom's reliance on his relationship with Tanya reflects which strategy for improving one's self-esteem?

- A) developing honest relationships
- B) letting go of the past
- C) visualizing a positive image
- D) avoiding comparisons

*Answer: A*

*Chapter number: 02*

*Module number: 2.4*

*Learning Objective: 2.4 Identify and describe seven strategies for improving your self-concept.*

*Topic: How to Improve Your Self Esteem*

*Difficulty: Moderate*

*Skill: Apply What You Know*

21) Which of the following approaches suggests that a major factor affecting how people communicate with others is genetic makeup?

- A) implicit personality theory
- B) communibiological approach
- C) socio-communication perspective
- D) halo effect

*Answer: B*

*Chapter number: 02*

*Module number: 2.1*

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*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

22) Your understanding of who you are is your

- A) self-disclosure.
- B) self-worth.
- C) self-knowledge.
- D) self-awareness.

*Answer: D*

*Chapter number: 02*

*Module number: 2.5*

*Learning Objective: 2.5 Identify the effects of your self-concept and self-esteem on your relationships with others.*

*Topic: Self and Interpersonal Relationships*

*Difficulty: Easy*

*Skill: Remember the Facts*

23) Joe tells anybody who will listen to him the most intimate details of his personal life.

According to the Johari window, he probably has a relatively large \_\_\_\_\_ area.

- A) blind
- B) unknown
- C) hidden
- D) open

*Answer: D*

*Chapter number: 02*

*Module number: 2.5*

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*Topic: Self and Interpersonal Relationships*

*Difficulty: Moderate*

*Skill: Apply What You Know*

24) The technique of having a trained person listen as you verbalize your fears, hopes, and concerns is called

- A) open therapy.
- B) listening therapy.
- C) intrapersonal communication.
- D) talk therapy.

*Answer: D*

*Chapter number: 02*

*Module number: 2.4*

*Learning Objective: 2.4 Identify and describe seven strategies for improving your self-concept.*

*Topic: How to Improve Your Self-Esteem*

*Difficulty: Easy*

*Skill: Remember the Facts*

25) The process of redefining events and experiences from a different point of view is known as

- A) self-reflexivity.
- B) reframing.
- C) self-fulfilling prophecy.
- D) unknown self.

*Answer: B*

*Chapter number: 02*

*Module number: 2.4*

*Learning Objective: 2.4 Identify and describe seven strategies for improving your self-concept.*



*Topic: How to Improve Your Self-Esteem*

*Difficulty: Easy*

*Skill: Remember the Facts*

**True/False Questions**

- 1) Beliefs are learned predispositions to respond to persons, objects, or things in a favorable or unfavorable way.

*Answer: FALSE*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 2) According to William James, a person has as many social selves as there are people who recognize him or her.

*Answer: TRUE*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

- 3) The theory suggesting that we make sense of the world based on our interactions with others is called symbolic interaction theory.

*Answer: TRUE*

*Chapter number: 02*

*Module number: 2.5*

*Learning Objective: 2.5 Identify the effects of your self-concept and self-esteem on your relationships with others.*

*Topic: Self and Interpersonal Relationships*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 4) Individuals generally have a dominant communication social style (a primary way of interacting with others) that includes the two dimensions of public and private.

*Answer: FALSE*

*Chapter number: 02*

*Module number: 2.5*

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*Topic: Self and Interpersonal Relationships*

*Difficulty: Easy*

*Skill: Remember the Concepts*

5) Sammie seems to behave in ways that benefit others. It can be said that Sammie is prosocial.

*Answer: TRUE*

*Chapter number: 02*

*Module number: 2.2*

*Learning Objective: 2.2 Define self-esteem and compare and contrast self-esteem with self-concept.*

*Topic: Self-Esteem: Your Self Worth*

*Difficulty: Moderate*

*Skill: Apply the Concepts*

6) Psychologist Eric Berne's concept to describe people's overall sense of their own worth and that of others is called *social comparison*.

*Answer: FALSE*

*Chapter number: 02*

*Module number: 2.2*

*Learning Objective: 2.2 Define self-esteem and compare and contrast self-esteem with self-concept.*

*Topic: Self-Esteem: Your Self-Worth*

*Difficulty: Easy*

*Skill: Remember the Facts*

7) A person who changes who he or she is, depending on the person with whom he or she is interacting, may not be wishy-washy but merely reflecting an appropriate social self.

*Answer: TRUE*

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

8) Visualization is trying to actually "see" yourself achieve your goal, which can enhance your self-esteem and add to your overall happiness.

*Answer: TRUE*

*Chapter number: 02*

*Module number: 2.4*

*Learning Objective: 2.4 Identify and describe seven strategies for improving your self-concept.*

*Topic: How to Improve Your Self-Esteem*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 9) Facework refers to the image of yourself you present to others for acceptance and confirmation.

*Answer: FALSE*

*Chapter number: 02*

*Module number: 2.3*

*Learning Objective: 2.3 Define facework and discuss how you project your face and protect others' face.*

*Topic: Facework: Presenting Your Self-Image to Others*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 10) In interpersonal communication, face is defined only as the eyes, nose, and mouth.

*Answer: FALSE*

*Chapter number: 02*

*Module number: 2.3*

*Learning Objective: 2.3 Define facework and discuss how you project your face and protect others' face.*

*Topic: Facework: Presenting Your Self-Image to Others*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 11) Assertiveness is the tendency to accomplish a task by making requests, asking for information, and generally looking out for one's own rights and best interests.

*Answer: TRUE*

*Chapter number: 02*

*Module number: 2.5*

*Learning Objective: 2.5 Identify the effects of your self-concept and self-esteem on your relationships with others.*

*Topic: Self and Interpersonal Relationships*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 12) Self-disclosure refers specifically to admitting deepest fears and private fantasies rather than merely revealing basic information about yourself.

*Answer: FALSE*

*Chapter number: 02*

*Module number: 2.5*

*Learning Objective: 2.5 Identify the effects of your self-concept and self-esteem on your relationships with others.*

*Topic: Self and Interpersonal Relationships*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

- 12) When Elvira expresses concern for Lexi over the loss of Lexi's aunt, as well as listening and empathizing with Lexi, Elvira is providing social support.

*Answer: TRUE*

*Chapter number: 02*

*Module number: 2.4*

*Learning Objective: 2.4 Identify and describe seven strategies for improving your self-concept.*

*Topic: How to Improve Your Self-Esteem*

*Difficulty: Moderate*

*Skill: Apply What You Know*

13) Through self-esteem, you describe who you are. Through self-concept, you evaluate who you are.

*Answer: FALSE*

*Chapter number: 02*

*Module number: 2.2*

*Learning Objective: 2.2 Define self-esteem and compare and contrast self-esteem with self-concept.*

*Topic: Self-Esteem: Your Self-Worth*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

14) The process baseball players go through when they picture themselves at the plate, swinging the bat, and making contact with the ball is called *self-talk*.

*Answer: FALSE*

*Chapter number: 02*

*Module number: 2.4*

*Learning Objective: 2.4 Identify and describe seven strategies for improving your self-concept.*

*Topic: How to Improve Your Self-Esteem*

*Difficulty: Moderate*

*Skill: Apply What You Know*

15) Jeremiah just got called in to see the principal. As he walks to the office he wonders, "What have I done wrong? Of course, it may be nothing. Maybe there is just some information she needs." Jeremiah is engaging in intrapersonal communication.

*Answer: TRUE*

*Chapter number: 02*

*Module number: 2.4*

*Learning Objective: 2.4 Identify and describe seven strategies for improving your self-concept.*

*Topic: How to Improve Your Self-Esteem*

*Difficulty: Moderate*

*Skill: Apply What You Know*

## **Essay**

1) Name and define the three attachment styles.

*Answer: Secure attachment style:* Individuals with a secure attachment style experience greater overall feelings of hope and relationship satisfaction and tend to disclose more personal information about themselves. *Anxious attachment style:* Individuals with an anxious attachment style report feeling more negative emotions and stress when interacting

with others, especially a romantic partner. *Avoidant attachment style*: People who have this type of attachment style may experience considerable discomfort and awkwardness when expressing or receiving intimacy and therefore avoid such relationships.

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Easy*

*Skill: Remember the Facts*

- 2) Name and briefly describe the three components of the self that were identified by William James.

*Answer:* 1) the *material self*, consisting of all the tangible things you own: your body, your possessions, and your home; 2) the *social self*, reflecting that part of you that interacts with others; James said a person has as many social selves as there are people who recognize him or her; 3) the *spiritual self*, consisting of all your internal thoughts and introspections about your values and moral standards.

*Chapter number: 02*

*Module number: 2.1*

*Learning Objective: 2.1 Define self-concept and identify the factors that shape the development of your self-concept.*

*Topic: Self-Concept: Who You Think You Are*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

- 3) Describe the concept of *self-worth*, and explain how *social comparison* affects it.

*Answer:* Self-worth (self-esteem) is your evaluation of your worth or value based on your perception of such things as your skills, abilities, talents, and appearance. Social comparison is the process of comparing yourself to others who are similar to you, to measure your worth and value. People derive their sense of self-worth from comparing themselves to others.

*Chapter number: 02*

*Module number: 2.2*

*Learning Objective: 2.2 Define self-esteem and compare and contrast self-esteem with self-concept.*

*Topic: Self-Esteem: Your Self-Worth*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

- 4) Name the four life positions that Eric Berne developed to describe people's overall sense of their own worth and that of others.

*Answer:* 1) "I'm OK, you're OK," or positive regard for self and others; 2) "I'm OK, you're not OK," or positive regard for self and low regard for others; 3) "I'm not OK, you're OK," or low self-regard and positive regard for others; and 4) "I'm not OK, you're not OK," or low regard for both self and others.

*Chapter number: 02*

*Module number: 2.2*

*Learning Objective: 2.2 Define self-esteem and compare and contrast self-esteem with self-concept.*

*Topic: Self-Esteem: Your Self-Worth*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

- 5) Explain *face* and *facework*, and how *preventative facework* and *corrective facework* apply to interpersonal communication.

*Answer: Face* is a person's positive perception of himself or herself in interactions with others. *Facework* is using communication to maintain your own positive self-image and to seek approval of your face; you are also engaged in facework when you support, reinforce, or challenge someone else's face (or self-perception). *Preventative facework* is an effort to maintain and enhance one's positive self-perceptions. *Corrective facework* is an effort to remedy what one perceives as a negative perception of oneself on the part of others.

*Chapter number: 02*

*Module number: 2.3*

*Learning Objective: 2.3 Define facework and discuss how you project your face and protect others' face.*

*Topic: Facework: Presenting Your Self-Image to Others*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

- 6) Explain *politeness theory* and provide three examples of how you might express it through your own interpersonal communication.

*Answer: The politeness theory* suggests that people have positive perceptions of others who treat them politely and respectfully. Offering compliments, behaving respectfully, and showing concern for others are three examples of how politeness projects a positive face.

*Chapter number: 02*

*Module number: 2.3*

*Learning Objective: 2.3 Define facework and discuss how you project your face and protect others' face.*

*Topic: Facework: Presenting Your Self-Image to Others*

*Difficulty: Moderate*

*Skill: Understand the Concepts*

- 7) Anthony is a freshman with an excellent academic background. He has begun to have problems with one of his classes and is really getting down on himself. Because he spends so much time on his school work, he hasn't developed many friendships and doesn't socialize much. Since you like Anthony and would like to help him, explain how you can use the suggestions for improving self-esteem to help him improve his self-esteem.

*Answer: The strategies most likely to be helpful include reframing and developing an honest relationship. You might also help Anthony understand how his self-talk is affecting him and explain how visualizing completing a goal will add to his overall sense of happiness and well-being. It is also possible that Anthony needs to let go of the past. Perhaps the strategies he used successfully in high school are no longer effective in this new environment. If*

Anthony's difficulties are deeply ingrained, ultimately, the best suggestion might be to seek professional support.

*Chapter number: 02*

*Module number: 2.4*

*Learning Objective: 2.4 Identify and describe seven strategies for improving your self-concept.*

*Topic: How to Improve Your Self-Esteem*

*Difficulty: Moderate*

*Skill: Apply What You Know*

- 8) Identify and briefly describe the three social needs suggested by Will Schutz.

*Answer:* Schutz identifies three primary social needs that affect the degree of communication we have with others: the need for inclusion, the need for control, and the need for affection. *Inclusion* identifies the degree to which we need to be included in activities with others, and our need to include others in social activities. *Control* reflects the degree to which people need some influence over their relationships. Those with a high need for control are likely to seek leadership roles and are generally more directive in telling others what to do or how to behave. *Affection* identifies the need people have to give and receive love, support, warmth, and intimacy.

*Chapter number: 02*

*Module number: 2.5*

*Learning Objective: 2.5 Identify the effects of your self-concept and self-esteem on your relationships with others.*

*Topic: Self and Interpersonal Relationships*

*Difficulty: Moderate*

*Skill: Apply What You Know*

- 9) Name and define the four windows in the Johari window model.

*Answer:* Quadrant 1 is an *open area*. The open area contains information that others know about you and that you are also aware of—such as your age, your occupation, and other things you might mention about yourself. At first glance, all four quadrants appear to be the same size. But that may not be the case (in fact, it probably isn't). In the case of Quadrant 1, the more information that you reveal about yourself, the larger this quadrant will be. Put another way, the more you open up to others, the larger the open area will be. Quadrant 2 is a *blind area*. This window contains information that other people know about you, but that you do not know. Perhaps when you were in grade school, as a joke someone put a sign on your back that said, "Kick me." Everyone was aware of the sign but you. The blind window represents much the same situation. For example, you may see yourself as generous, but others may see you as a tightwad. Generally, the more accurately you know yourself and perceive how others see you, the better your chances are to establish open and honest relationships with others. Quadrant 3 is a *hidden area*. This area contains information that you know about yourself, but that others do not know about you. You can probably think of many facts, thoughts, feelings, and fantasies that you would not want anyone else to know. They may be feelings you have about another person or something you've done privately in the past that you'd be embarrassed to share with others. It is useful to know, however, that part of who you are is known by some people, but remains hidden from others. Quadrant 4 is an *unknown area*. This area contains information that is unknown to both you and others.



These are things you do not know about yourself *yet*. Perhaps you do not know how you will react under certain stressful situations. Other people may also not be aware of how you would respond or behave under certain conditions. Your personal potential, your untapped physical and mental resources are unknown. You can assume that this area exists, because eventually some (though not necessarily all) of these things will become known to you, to others, or to both you and others. Because you can never know yourself completely, the unknown quadrant will always exist; you can only guess at its current size, because the information it contains is unavailable to you.

*Chapter number: 02*

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*Topic: Self and Interpersonal Relationships*

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*Skill: Understand the Concepts*

10) Describe a scenario where the self-fulfilling prophecy is being demonstrated.

*Answer:* Students will describe a scenario in which a person makes a prediction about future actions that is likely to come true because the person believes that it will come true. For example, if you think you will fail the math test because you're convinced that you're not good at math, then you likely will fail, because you must not only overcome your math deficiencies, but also your low expectations of yourself.

*Chapter number: 02*

*Module number: 2.5*

*Learning Objective: 2.5 Identify the effects of your self-concept and self-esteem on your relationships with others.*

*Topic: Self and Interpersonal Relationships*

*Difficulty: Moderate*

*Skill: Apply What You Know*