

c2

Student: _____

1. The most researched topic in psychology today is
 - A. the self.
 - B. attitudes.
 - C. cultural influence.
 - D. problem solving.

2. Your description of what qualities encompass who you are defines your
 - A. self-esteem.
 - B. possible self.
 - C. self-concept.
 - D. social identity.

3. Popular advocates of intuitive thinking believe that when judging others and ourselves we should
 - A. tap into the resources of our right brain.
 - B. tune into our hunches.
 - C. listen to our premonitions.
 - D. all of the above.

4. The text book defines the type of thinking that is reflective, deliberate, and conscious as

- A. self-schema
- B. automatic
- C. controlled
- D. implicit

5. Which of the following represents an example of automatic thinking?

- A. explicit recollections
- B. emotional reactions
- C. reciting a poem
- D. naming all prime ministers of Canada

6. A research participant who suffered brain injury and whose vision has been reduced by the injury is shown a bunch of stimuli that could be perceived if she had normal vision. She is then tested on her accuracy of remembering the position of the objects as shown during the testing. She gets them all right. This is an example of

- A. emotional reaction.
- B. schema thinking.
- C. self-knowledge.
- D. blindsight.

7. Baldwin and his colleagues (1989) found that subliminal priming influences self-evaluations. They found that Catholic women who were invested in their faith rated themselves lower on various dimensions of their self-concept when exposed to a subliminal picture of a frowning Pope, relative to a frowning stranger or blank image. This study is an example of

- A. controlled processing.
- B. automatic processing.
- C. naturalistic processing.
- D. explicit processing.

8. Nisbett and Schacter (1966) investigated whether people who were given a fake pill that supposedly gave them reactions mimicking those of being electrocuted would tolerate more shock than those who did not take any pills. They found that

- A. people given the fake pill took two times as much shock.
- B. people given the fake pill took three times as much shock.
- C. people given the fake pill took four times as much shock.
- D. people given the fake pill could tolerate less shock than those that did not take the pill.

9. According to the text, several researchers investigated the effects of people's intuition about what factors affect their mood. Their results show that
- A. there is a high correlation between people's perceptions of how well a factor predicted their mood and how well it actually did so
 - B. there is low correlation between people's perceptions of how well a factor predicted their mood and how well it actually did so
 - C. there is a moderate correlation between people's perceptions of how well a factor predicted their mood and how well it actually did so
 - D. there is no correlation what so ever between people's perceptions of how well a factor predicted their mood and how well it actually did so
10. According to the text, people
- A. err frequently when predicting the fate of their relationships.
 - B. make accurate predictions when it comes to predicting the fate of their relationships.
 - C. receive less accurate than their own from parents and roommates when it comes to predicting the fate of their relationships.
 - D. are likely less accurate when predicting negative behaviours than positive behaviours.
11. Epley and Dunning (2000) discovered that we can
- A. better predict people's behaviour by asking them to predict others' actions rather than their own.
 - B. better predict people's behaviour by asking them to talk about their behaviour in the past.
 - C. better predict people's behaviour by asking them what their behaviour is going to be.
 - D. not predict people's behaviour irrespective of what strategy we use.

12. According to research cited in your text, people have difficulty predicting

- A. the intensity of their future emotions.
- B. the duration of their future emotions.
- C. the intensity and duration of their future emotions.
- D. any behaviour.

13. According to research in your text, people overestimate the enduring impact of emotion-causing negative events. For example,

- A. people tested for HIV predict that they will feel misery over bad news and elation over good news, but research shows that five weeks later it is more likely for the bad news recipients to be less distraught than the good news recipients.
- B. people tested for HIV predict that they will feel misery over bad news and elation over good news, but research shows that five weeks later the bad news recipients are more distraught than they anticipated and the good news recipients are not as elated as they thought they will be.
- C. people tested for HIV predict that they will feel misery over bad news and elation over good news, but research shows that five weeks later the bad news recipients are more distraught than they anticipated originally and the good news recipients more elated than they thought they will be.
- D. people tested for HIV predict that they will feel misery over bad news and elation over good news, but research shows that five weeks later it is more unlikely for the bad news recipients to be less distraught than the good news recipients.

14. Carlos often thinks about his future and looks forward to graduating, getting married, and having children. He feels strongly that these events will make him a very happy man and he will feel a deep sense of contentment and satisfaction. According to the research by Wilson and Gilbert (2003) that has found that people often mispredict how they will feel at some point in the future, Carlos' beliefs about his future happiness

- A. will be accurate because he knows himself and his feelings very well.
- B. have no relationship to how he will actually feel in the future.
- C. will be more accurate than his friend's predictions of how happy these events would make Carlos.
- D. will not be accurate because we are vulnerable to the impact bias.

15. Jan waited weeks to learn if she would land her dream job, then found out that she did get the job. When she finally starts the new job, which scenario is most likely to be true?

- A. She is much happier than she had expected.
- B. She is less happy than she had expected.
- C. She is more worried about her performance than she had expected.
- D. She is less happy than if she had not gotten the job.

16. Gilbert and his colleagues (2004) report that

- A. major trauma can be much more distressing than minor routine irritations (e.g., getting caught in traffic each morning on your way to work).
- B. major negative events can be less enduringly distressing than minor irritations.
- C. major negative events are just as hard to endure as minor irritations.
- D. we are not resilient to intense emotional experiences.

17. Wilson et al. (1989; 2002) found that

- A. people's expressed attitudes toward things, situations, or people usually do not predict later behaviour well, nor does the overanalysis of their feelings.
- B. people's expressed attitudes toward things, situations, or people usually do not predict later behaviour well, and overanalysis of their feelings also renders future behaviour predictions useless.
- C. people's expressed attitudes toward things, situations, or people usually predict later behaviour well, as does the overanalysis of their feelings.
- D. people's expressed attitudes toward things, situations, or people usually predict later behaviour well; overanalysis of their feelings, however, renders future behaviour predictions useless.

18. Research suggests that drawing people's attention to _____ diminishes the usefulness of attitude reports in predicting behaviours driven by _____.

- A. values underlying their behaviour; self-esteem
- B. reasons for their behaviour; feelings
- C. feelings underlying their behaviour; physical safety
- D. reasons for their behaviour; cognitions

19. Why might a large-scale survey *not* be the best method for a social psychologist to study self-knowledge?

- A. It is too difficult to achieve a truly representative sample.
- B. One cannot reach cause-and-effect conclusions through survey research.
- C. It is impossible to measure a person's self-knowledge.
- D. Self-report data are often unreliable.

20. Which of the following is a practical implication of findings discussed in the chapter on the self?
- A. The sincerity with which people report their experience is one useful indicator of their testimony's accuracy.
 - B. Self-reports are less erroneous and more trustworthy than the reports of external observers.
 - C. The persuasiveness of personal testimonies is highly predictive of their accuracy.
 - D. Introspective self-reports are often untrustworthy.
21. Research on self-knowledge suggests that
- A. you are the best judge of how your romantic relationship will turn out.
 - B. your mother is a better judge than you of how your romantic relationship will turn out.
 - C. your romantic partner is the best judge of how your romantic relationship will turn out.
 - D. None of these choices.
22. The notion that we often have implicit attitudes that differ from our explicit attitudes defines the concept of
- A. an independent self-construal.
 - B. dissonance.
 - C. the self-reference effect.
 - D. dual attitudes.

23. According to the concept of dual attitudes, although _____ attitudes may change with education and persuasion, _____ attitudes change slowly, with practice that forms new habits.
- A. implicit; explicit
 - B. explicit; implicit
 - C. reasons; feelings
 - D. feelings; reasons
24. Jessica attends a friend's wedding wearing last year's fashions. Jessica feels as if everyone is looking at her and noticing her dress, and as a result, feels very self-conscious and uncomfortable. Her self-evaluations are related to the concepts of
- A. naturalistic and self-evaluative fallacies.
 - B. implicit and explicit processing.
 - C. the looking-glass self and social comparisons.
 - D. social comparison and the dual attitude system.
25. Cooley (1902) argued that we come to know ourselves by seeing our reflection in how we appear to others. Other people's judgments, then, help to shape what he called
- A. the social self.
 - B. the perceived self.
 - C. the looking-glass self.
 - D. self-appraisal.

26. In your first year of university, it appeared that all your professors thought you were a very competent student. As a result, you enter second year confident of your academic abilities. This is an example of
- A. the self-referencing effect.
 - B. the looking-glass self.
 - C. the self-monitoring effect.
 - D. the self-serving bias.
27. Baumeister and colleagues (2003) have researched the "dark side of self-esteem" and found that individuals with low self-esteem, when feeling bad or threatened, are more likely to
- A. notice and remember others' worst behaviours and to think others don't love them.
 - B. internalize their feelings and act aggressively towards themselves.
 - C. portray themselves as having high self-esteem in attempts to deny or overcome their feelings.
 - D. act aggressively against others in order to conceal their inner insecurities and feel a sense of control over their situation.
28. If you wanted to improve the self-evaluations of your sales staff, when would be the best time to show them a video celebrating the achievements of a top sales representative?
- A. When they are being newly trained for the job.
 - B. After their first few months on the job.
 - C. After at least one year on the job.
 - D. All of these choices.

29. Monica was participating in a psychology experiment and was asked to discuss her sense of who she is. She mentioned that she is a psychology major, volleyball player, Canadian, woman, daughter, sister, and a volunteer. This definition of who Monica is best encompasses her

- A. social comparisons.
- B. self-esteem.
- C. self-concept.
- D. social identity.

30. Children that have just learned how to read tend to have more positive school self-concepts in classes with fewer students that know how to read. This fact reflects

- A. the self-reference effect.
- B. self-handicapping.
- C. self-concept
- D. social comparison processes.

31. According to _____ theory, a ballet dancer who excelled during her time with a local dance company may find her self-esteem threatened once she joins a nationally famous dance company.

- A. social identity
- B. self-monitoring
- C. social comparison
- D. self-schema

32. We come to know ourselves in part by looking at others and evaluating our abilities and opinions in light of those others. This process is known as

- A. social comparison.
- B. social identity.
- C. the self-reference effect.
- D. self-esteem.

33. A person's overall self-evaluation or sense of self-worth constitutes his or her

- A. self-efficacy.
- B. self-awareness.
- C. possible self.
- D. self-esteem.

34. Our self-concept is often shaped by

- A. the roles we play.
- B. our successes and failures.
- C. other people's judgments.
- D. all of these choices.

35. According to research by Abraham Tesser, who among the following is likely to have the strongest motive for self-esteem maintenance?

- A. An adult whose spouse depends on him or her for support.
- B. An adult whose opposite-sex sibling has been fired from his or her job.
- C. A child whose parents have moderate hopes for him or her.
- D. An older child whose younger sibling is very talented.

36. Emily and her two sisters are all musicians. According to research on the self-esteem maintenance model, Emily will be most motivated to act in ways that maintain her own self-esteem if

- A. she is the best musician of the three.
- B. her older sister is a better musician than she is.
- C. her younger sister is a better musician than she is.
- D. of the three, she is the least interested in a music career.

37. In an experiment by Bushman and Baumeister (1998), high-self-esteem individuals who had previously been criticized by their opponent were

- A. more likely to lose a reaction time game with that person.
- B. more likely to win a reaction time game with that person.
- C. exceptionally aggressive after beating their opponent (compared to those with low self-esteem).
- D. less aggressive after beating their opponent (compared to those with low self-esteem).

38. Which group of people is more likely to be obnoxious, to interrupt, and to talk at people rather than with them?

- A. People with low self-esteem.
- B. People with high self-esteem.
- C. Depressed people.
- D. Individualistic people.

39. According to the text, which people are more likely to be shy, modest, and self-effacing?

- A. People with low self-esteem.
- B. People with high self-esteem.
- C. Depressed people.
- D. Individualistic people.

40. Which group of people is somewhat more vulnerable to assorted clinical problems including anxiety, loneliness, and eating disorders?

- A. Individualistic people.
- B. People with low self-esteem.
- C. People with high self-esteem.
- D. Narcissistic people.

41. Which people, when feeling bad or threatened, are more likely to notice and remember others worst behaviours and to think their partners don't love them?

- A. people with low self-esteem.
- B. people with high self-esteem.
- C. competitive people.
- D. individualistic people.

42. Jenny, who has low self-esteem, has also recently experienced difficulties in her relationship with her boyfriend Travis. She

- A. does not appreciate the love and affection Travis feels toward her, and lacks security in their relationship.
- B. does not appreciate the love and affection Travis feels toward her, but feels secure in their relationship.
- C. appreciates the love and affection Travis feels toward her, but lacks security in their relationship.
- D. appreciates the love and affection Travis feels toward her, and feels secure in their relationship.

43. Low self-esteem predicts increased risk of drug abuse, some forms of delinquency, and

- A. schizophrenia.
- B. depression.
- C. personality disorders.
- D. child abuse.

44. When facing failure, high-self-esteem people sustain their self-worth by
- A. perceiving other people as failing, too, and by exaggerating their superiority over others.
 - B. perceiving themselves as interdependent and thus as only part of a larger group effort.
 - C. engaging in altruistic acts.
 - D. refusing to think about the failure and by practising self-forgetfulness.
45. Teen males who engage in sexual activity at an "inappropriately young age" tend to
- A. suffer from depression.
 - B. suffer from schizophrenia.
 - C. have higher than average self-esteem.
 - D. have lower than average self-esteem.
46. Teen gang leaders, extreme ethnocentrists, and terrorists tend to
- A. have higher than average self-esteem.
 - B. suffer from schizophrenia.
 - C. suffer from depression.
 - D. have lower than average self-esteem.
47. When they find their favourable self-esteem threatened, people often react by
- A. putting others down, sometimes with violence
 - B. telling a lie
 - C. crying
 - D. laughing

48. According to the text, when a youth with a big ego is threatened or deflated by social rejection, he or she is
- A. potentially dangerous.
 - B. potentially an altruistic person.
 - C. in danger of mental disorders.
 - D. in danger of suicide.
49. In response to a threat to self-esteem, high-self-esteem people become considerably more
- A. co-operative.
 - B. altruistic.
 - C. antagonistic.
 - D. individualistic.
50. James is a highly narcissistic male with a big ego. He participates in a psychology experiment where he first received negative feedback from another student about his performance on a writing task, and then played a game against this student and won. As a result of winning, James was given the task of deciding the intensity and duration of an aversive auditory stimulus that would be played to the other student. According to research, James would have administered _____ auditory torture compared to people with normal self-esteem because wounded pride motivates _____.
- A. the same amount of; humility.
 - B. more; retaliation.
 - C. less; embarrassment.
 - D. no; shame.

51. Research indicates that people with high self-esteem tend to

- A. be very modest when explaining their successes.
- B. note that there are as many weaknesses as there are strengths in their own group.
- C. see others' strengths as more important than their own.
- D. none of these choices.

52. Which groups of people is most likely to exhibit a defensive, self-aggrandizing form of self-esteem?

- A. Depressed people
- B. Individualistic people
- C. Those with need for achievement
- D. Bullies

53. Which people are more often found defending the victims of bullying?

- A. Those with low self-esteem
- B. Those with defensive self-esteem
- C. Those with high self-esteem
- D. Those with secure self-esteem

54. Which people feel secure self-worth without seeking to be the centre of attention?

- A. Those with low self-esteem
- B. Those with high self-esteem
- C. Those with need for achievement
- D. Those with high self-esteem (and positive implicit views)

55. Which people are less likely to inflate those who like them and berate those who don't?

- A. Those with low self-esteem
- B. Competitive people
- C. Those with secure self-esteem
- D. Those with need for achievement

56. Jordan and colleagues (2003, 2005) have found that individuals have two forms of self-esteem: explicit and implicit. When individuals show a high explicit self-esteem but negative implicit views of themselves, they are said to have _____ self-esteem. On the other hand, high explicit self-esteem and positive implicit views are associated with _____ self-esteem.

- A. fragile; secure
- B. self-defeating; self-inflating
- C. incongruent; congruent
- D. unrealistic; realistic

57. The aspect of our self-concept that comes from our group memberships is called

- A. collective efficacy.
- B. social identity.
- C. personal identity.
- D. social comparison.

58. We are more likely to be conscious of our social identity when our social group

- A. is in the majority.
- B. is in the minority.
- C. is esteemed by others.
- D. is threatened.

59. According to social identity theory, when is Rose most likely to be aware of being female?

- A. on a date with her boyfriend.
- B. at a night-club with her female friends.
- C. at home with her brothers and sisters.
- D. at a piano recital with her male friends.

60. Imagine that John is a white man attending a multi-racial support group for stay-at-home-parents. There are 40% Whites, 30% Blacks, and 30% Hispanics attending. Ninety percent of the group are mothers. John is most likely to be conscious of his identity as

- A. a parent.
- B. a White person.
- C. a man.
- D. an unemployed person.

61. Our perceiving ourselves as musical, intellectual, artistic, or assertive constitutes our

- A. egocentric beliefs.
- B. interdependent self.
- C. self-schemas.
- D. self-references.

62. When information is relevant to our self-concepts, we process it quickly and remember it well.

This concept is referred to as

- A. self-handicapping.
- B. self-actualization.
- C. false uniqueness.
- D. self-reference.

63. The self-reference effect illustrates that

- A. our sense of self is at the centre of our world.
- B. self-efficacy promotes achievement.
- C. individualism leads to social isolation.
- D. most of us suffer from a negative self-image.

64. In a musical performance, Ayube makes a small mistake. Research on the self-reference effect suggests Ayube will
- A. underestimate how much the audience noticed.
 - B. overestimate how much the audience noticed.
 - C. feel like he is a failure.
 - D. act as though it did not occur.
65. Although you heard your teacher give everyone in your group feedback about your group presentation, you can really only recall her comments about your own particular role. Why might this be?
- A. Your personal identity is most important to you.
 - B. Your social identity is most important to you.
 - C. You are engaging in social comparison behaviour.
 - D. You are engaging in self-referencing behaviour.
66. John works out everyday. He also tends to notice others' bodies and athletic skills. Compared to Tim, who never works out and doesn't pay any attention to others' physiques, John probably has
- A. "athletic" as part of his self-schema.
 - B. a higher self-reference effect.
 - C. less self-handicapping.
 - D. more positive possible selves.

67. The images of what we dream of or dread becoming in the future constitute our _____ selves.
- A. unlikely
 - B. imaginary
 - C. future
 - D. possible
68. Psychologists would consider your dream of becoming a famous politician and your recurrent fear of being unemployed to be part of your _____
- A. self-esteem.
 - B. possible self.
 - C. anticipatory self.
 - D. unlikely self.
69. The bottom-up view of self-esteem means _____
- A. people have high self-esteem when they feel good in particular domains important to their self-esteem.
 - B. people who value themselves in a general way - those with high self-esteem are more likely to accept their looks and abilities.
 - C. self-esteem has multiple causes.
 - D. self-evaluation happens before self-esteem.

70. According to the "top-down" theory of global self-esteem, if Jerzy feels _____ about himself in general, he is likely to feel _____ about his ability to pass an exam.

- A. positive; positive
- B. positive; negative
- C. negative; positive
- D. either B or C

71. The top-down view of self-esteem holds that

- A. people with generally high self-esteem are more likely to accept their specific attributes.
- B. people with positive specific attributes are more likely to have high self-esteem.
- C. people with low self-esteem are more likely to accept their specific attributes.
- D. people with positive specific attributes are more likely to struggle with low self-esteem.

72. Baumeister and Exline (2000) suggest that self-control

- A. operates like an engine: it needs fuel to keep it going.
- B. operates like muscular strength: it's weaker immediately after exertion but strengthened with exercise.
- C. operates like a finite resource: once used up, it cannot be replenished.
- D. none of these choices.

73. People who learn a sense of helplessness by suppressing forbidden thoughts

- A. tend to follow the group's direction when given unsolvable puzzles.
- B. tend to become highly aggressive.
- C. more readily take the initiative to complete the puzzles.
- D. subsequently quit faster when given unsolvable puzzles.

74. Martin Seligman notes a basic similarity between learned helplessness in dogs and _____ in people.

- A. conformity
- B. collective efficacy
- C. schizophrenia
- D. depression

75. Which of the following situations best portrays learned helplessness?

- A. Feeling frightened about starting university after a successful high school career.
- B. Feeling depressed after failing your first exam in university.
- C. Not trying to make friends at university because you couldn't make friends in high school.
- D. Avoiding the purchase of lottery tickets because you've never won in the past.

76. Prisoners given some control over their environments (e.g., being able to move chairs, control TV sets, and switch the lights)
- A. become more manipulative of prison officials over time.
 - B. commit less vandalism.
 - C. experience greater stress and more health problems.
 - D. experience stronger guilt feelings over past misconduct.
77. Given that every time he falls in love with a woman he gets dumped no matter how hard he tries to please her, John has decided not to get involved in any love relationships with women. John's behaviour most clearly demonstrates
- A. self-serving bias.
 - B. unrealistic optimism.
 - C. learned helplessness.
 - D. a self-monitoring tendency.
78. Langer and Rodin found that nursing home residents improved in alertness, activity, and happiness if they were
- A. cared for by professionals who met all their needs.
 - B. cared for by affectionate, sympathetic volunteers.
 - C. periodically transported to visit close friends and relatives.
 - D. asked to make personal choices and given responsibilities to fulfill.

79. The experience of repeated uncontrollable bad events contributes to

- A. an internal locus of control.
- B. an interdependent self.
- C. learned helplessness.
- D. self-efficacy.

80. After moving into a nursing home and experiencing little control over his daily schedule, Mr. Roark became apathetic, stopped eating, and even seemed to lose the will to live. Mr. Roark's reaction most clearly illustrates

- A. learned helplessness.
- B. the interdependent self.
- C. self-handicapping.
- D. internal locus of control.

81. Hospital patients trained to believe in their ability to control stress tend to

- A. require more pain relievers and sedatives.
- B. require fewer pain relievers and sedatives.
- C. seem more anxious to nurses attending them.
- D. seem more depressed to nurses attending them.

82. Sometimes people exhibit a tendency to perceive themselves more favourably than the situation really dictates. This is known as:

- A. the self-reference effect.
- B. self-serving bias.
- C. self-efficacy.
- D. internal locus of control.

83. Which of the following is least representative of a self-serving bias?

- A. "I won the election because my opponent didn't try very hard."
- B. "I won the election because of my hard work on the campaign trail."
- C. "I lost the election because of the political climate, which I couldn't do anything about."
- D. "I won the election because of my knowledge and expertise."

84. Which of the following statements is incorrect?

- A. Research on attribution theory challenges the notion that we tend to blame others for their own misfortune.
- B. Research on attribution theory challenges the notion that most people suffer from unrealistically low self-esteem.
- C. Research on attribution theory challenges the notion that we strive to protect and enhance our self-esteem.
- D. True humility consists of self-forgetfulness.

85. We tend to _____ the commonality of our unsuccessful behaviours and _____ the commonality of our successful behaviours.

- A. overestimate; underestimate
- B. underestimate; overestimate
- C. underestimate; underestimate
- D. overestimate; overestimate

86. In their study of young married Canadians, Ross and Sicoly reported a tendency for them to

- A. believe that their spouse contributed the most household work.
- B. believe that they themselves contributed the most household work.
- C. feel guilty about not carrying their fair share of work.
- D. feel confident that their household was run fairly and efficiently.

87. After receiving an examination grade, students who do well

- A. tend to accept personal credit.
- B. judge the exam to be a valid measure of their competence.
- C. tend to criticize the exam less than those who do poorly.
- D. All of these choices.

88. Jenny failed her last chemistry test. Which of the following conclusions would be most representative of a self-serving bias on Jenny's part?
- A. "I really didn't have the motivation to study for the test."
 - B. "I lack competence in chemistry."
 - C. "I think the test questions were ambiguous and confusing."
 - D. "I didn't concentrate very hard during the test."
89. Research suggests that individual group members expect _____ rewards when their organization does well and _____ blame when it does not.
- A. greater-than-average; greater-than-average
 - B. less-than-average; less-than-average
 - C. greater-than-average; less-than-average
 - D. less-than-average; greater-than-average
90. According to research, students are more likely to rate themselves superior in _____ than in _____.
- A. moral goodness; altruistic behaviour
 - B. intelligence; altruistic behaviour
 - C. discipline; judgment
 - D. moral goodness; intelligence

91. Which of the following are not among the many facets of self-serving bias?

- A. Insight
- B. Freedom from bias
- C. Parent support
- D. Intelligence

92. Which of the following is particularly likely to increase our vulnerability to misfortune?

- A. A self-monitoring tendency
- B. Self-analysis
- C. An interdependent self
- D. Unrealistic optimism

93. Which of the following statements is true?

- A. Students who are overconfident tend to overprepare for exams.
- B. Students who are anxious about exams tend to blow off studying for them.
- C. Some pessimism about an exam can motivate students to study harder and do better.
- D. None of these choices.

94. In Scotland most late adolescents think they are much less likely than their peers to become infected by the AIDS virus. This best illustrates

- A. the false consensus bias.
- B. unrealistic optimism.
- C. the self-reference effect.
- D. external locus of control.

95. Lynne is an optimistic individual, and decides to go out one night to the casino to play some blackjack. Given her optimism, Lynne is most likely to

- A. win a bit of money, and then realistically quit while she is ahead.
- B. gamble away the money she had allotted herself, and then stop playing.
- C. persist in gambling her money, even when her losses are piling up.
- D. blame the dealer for her misfortunes and reward herself for her successes.

96. University students perceive themselves as far more likely than their classmates to _____ and as far less likely to _____.

- A. draw a good salary; develop a drinking problem
- B. obtain a divorce; own a home
- C. travel to Europe; be happy in their work
- D. become a mental patient; have close friendships

97. Nearly half of all marriages end in divorce. Yet in a study of 137 applying for a marriage license, most rated their own chance of divorce as zero. This finding illustrates

- A. false consensus.
- B. self-efficacy.
- C. unrealistic optimism.
- D. self-verification.

98. Jack cheats on his income taxes and consoles himself with the thought that everyone else probably cheats a little, too. This rationalization represents

- A. the fundamental attribution error.
- B. the false uniqueness effect.
- C. unrealistic optimism.
- D. the false consensus effect.

99. Marla objects when Tim asks her to help write his social psychology paper. "Come on", Tim whines, "we wouldn't be the only ones. Everyone's working together on it! The teacher doesn't really expect us to work alone." Tim's argument most clearly illustrates the

- A. self-reference effect.
- B. fundamental attribution error.
- C. false uniqueness effect.
- D. false consensus effect.

100. Those who evade paying income tax but who give generously to charity will probably _____ the number of others who evade taxes and _____ the number of others who give generously to charity.

- A. overestimate; overestimate
- B. underestimate; overestimate
- C. overestimate; underestimate
- D. underestimate; underestimate

101. The tendency to overestimate the commonality of one's opinions and undesirable behaviours is known as the

- A. self-reference effect.
- B. self-handicapping syndrome.
- C. false uniqueness effect.
- D. false consensus effect.

102. The tendency to underestimate the commonality of one's abilities and desirable behaviours is known as

- A. the self-reference effect.
- B. self-handicapping.
- C. the false uniqueness effect.
- D. the false consensus effect.

103. Although Jeff frequently exceeds the speed limit by at least 10 kilometres per hour, he justifies his behaviour by erroneously thinking that most other drivers do the same. His mistaken belief best illustrates

- A. learned helplessness.
- B. false consensus.
- C. self-monitoring.
- D. an interdependent self.

104. Brian watches smugly as the car ahead of his is pulled over for speeding. Although he has just slowed his vehicle to the speed limit, he considers himself the "only one on the road" who is obeying the speed limit. Brian's thinking most clearly reflects

- A. the false uniqueness effect.
- B. the false consensus effect.
- C. the self-serving bias.
- D. the self-handicapping effect.

105. Those who drink heavily but use seat belts will _____ the number of other heavy drinkers and _____ the number of seat belt users.

- A. overestimate; overestimate
- B. underestimate; overestimate
- C. overestimate; underestimate
- D. underestimate; underestimate

106. Which of the following is most likely to trigger a false uniqueness effect in your thinking?

- A. Lying to a friend to avoid embarrassment
- B. Turning down the opportunity to help out at the local homeless shelter
- C. Volunteering to give blood
- D. Failing your first social psychology exam

107. A comparison between how the self is viewed now and how the self was viewed in the past or how the self is expected to be viewed in the future is referred to as

- A. time-self comparison.
- B. longitudinal comparison.
- C. past-present-future comparison.
- D. temporal comparison.

108. Research suggests that people maintain a positive view of themselves by downplaying (disparaging) their

- A. distant past selves and complimenting their recent past selves.
- B. recent past selves and complimenting their distant past selves.
- C. distant past selves and disparaging their future selves.
- D. present selves and complimenting their past selves.

109. Temporal comparison occurs when we compare who we are with

- A. who we should be.
- B. who we used to be or who we want to be.
- C. who we should not be.
- D. who others think we are.

110. Wilson and Ross's studies of social comparison show that university students maintain a positive view of themselves by

- A. disparaging (downplaying) their current selves and complimenting their past selves.
- B. disparaging their recent past selves and complimenting their distant past selves.
- C. disparaging their distant past selves and complimenting their recent past selves.
- D. complimenting both their past and current selves.

111. Ross and Wilson's (2002) study of temporal comparison shows that people perceive positive past selves as

- A. closer in time than negative past selves.
- B. further in time than negative past selves.
- C. as close as negative past selves.
- D. as distant as negative past selves.

112. Research on the self has made it clear that people are motivated

- A. to assess their competence.
- B. to verify their self-conceptions.
- C. to enhance their self-image.
- D. all of these choices.

113. Which of the following is not one of the major sources of the self-serving bias?

- A. false consensus
- B. unrealistic fallacy
- C. favourable social comparisons
- D. none of these choices

114. People whose self-esteem is temporarily bruised — say by being told they did miserably on an intelligence test — are more likely to disparage others. Those whose egos have recently been _____ are more prone to self-serving explanations of _____.

- A. wounded; success
- B. boosted; failure
- C. boosted; success or failure
- D. wounded; success or failure

115. Mildly depressed people tend to

- A. be more prone to self-serving bias than are non-depressed people.
- B. see themselves as others see them.
- C. see themselves more negatively than others see them.
- D. see themselves as better than average and yet are unrealistically pessimistic.

116. Which of the following is true of the self-serving bias?

- A. It can protect people from depression.
- B. It can make people more vulnerable to depression.
- C. It can lead to more accurate self-appraisals.
- D. None of these choices.

117. According to the text, self-serving bias

- A. can protect us from depression.
- B. contributes to group conflict.
- C. can motivate us to greater achievement.
- D. All of these choices.

118. Participants who worked in groups were given false feedback that they had done either well or poorly. Results indicated that, in comparison to the members of unsuccessful groups,

- A. members of successful groups claimed more responsibility for their group's performance.
- B. members of successful groups claimed less responsibility for their group's performance.
- C. males but not females of successful groups claimed more responsibility for their group's performance.
- D. females but not males of successful groups claimed more responsibility for their group's performance.

119. Tara and her friends are out shopping and she is having not feeling good about herself because she can't find any outfits she likes. She comments to her friends that she thinks she looks ugly in an outfit, seeking the reassurance from her friends that she looks fine. The best example of what Tara is engaging in is

- A. the self-serving bias.
- B. the false uniqueness effect.
- C. self-handicapping.
- D. false modesty.

120. Students who were asked to write anonymously about "an important success experience"

- A. acknowledged as many personal weaknesses as strengths.
- B. seemed to write with an attitude of self-forgetfulness.
- C. recognized the contributions close friends or relatives made to their success.
- D. described themselves as achieving their successes on their own.

121. When presenting ourselves to others we sometimes put ourselves down or publicly extol an opponent's strength. According to the text, such false modesty is

- A. self-serving.
- B. masochistic.
- C. self-destructive.
- D. indicative of low self-esteem.

122. According to the text, the common practice of publicly exalting one's opponents before a big game likely serves a _____ function.

- A. self-destructive
- B. self-protective
- C. knowledge
- D. self-forgetful

123. People are most likely to resort to self-handicapping when

- A. the quality of their performance on a task is not particularly important.
- B. their success or failure at a task will not become public.
- C. they fear failure.
- D. they are certain of success.

124. Which of the following represents a way in which people self-handicap?

- A. They report feeling depressed.
- B. They procrastinate on an important project.
- C. They reduce their preparation for an important individual athletic event.
- D. All of these choices.

125. David has an important tennis match in one week against the highest-rated player in the state. Instead of practising daily, David has actually reduced his playing time since knowing he would play such a formidable opponent. Which of the following may best describe David's behaviour?

- A. David has fallen victim to collective efficacy.
- B. David is making the fundamental attribution error.
- C. David is engaging in self-handicapping.
- D. David is demonstrating learned helplessness.

126. Experimental participants guessed answers to very difficult aptitude questions and were told they had done well. While they still felt lucky, they were given a choice of drugs to take before answering the remaining questions. Most chose to take the drug they believed would

- A. improve their intellectual functioning.
- B. disrupt their thinking.
- C. reduce anxiety.
- D. keep them awake and alert.

127. Creating a handy excuse for later failure in order to protect one's self-image is known as

- A. self-handicapping.
- B. self-serving bias.
- C. internal locus of control.
- D. self-monitoring.

128. Tomorrow morning Harry Smith has an interview that will determine whether he will be accepted into medical school. Rather than getting a good night's sleep, he is going to an all-night party with his friends. From the material presented in the text, which of the following may best describe Harry's behaviour?

- A. Harry unconsciously hopes he is not accepted into medical school.
- B. Harry is making the fundamental attribution error.
- C. Harry is engaging in self-handicapping.
- D. Harry shares with his friends a sense of collective efficacy.

129. The act of expressing oneself and behaving in ways designed to create a favourable impression or an impression that corresponds to one's ideals is referred to as

- A. self-justification.
- B. self-presentation.
- C. self-perception.
- D. self-management.

130. According to Leary (1998, 1999) self-esteem feelings are like a fuel gauge in that they alert us threatened social rejection, motivating us to

- A. stay away from people we don't like.
- B. be more empathetic to others people's situations.
- C. act with greater sensitivity to other's expectations.
- D. act with less sensitivity to other people's expectations.

131. Self-presentation, self-handicapping, and self-monitoring all reflect human efforts at

- A. self-efficacy.
- B. self-understanding.
- C. collective efficacy.
- D. impression management.

132. People who score high on a scale of _____ tend to act like social chameleons: they adjust their behaviour in response to external situations.

- A. social absorption
- B. self-monitoring
- C. affective sensitivity
- D. self-perception

133. The tendency to self-present modesty and restrained optimism is probably highest in

- A. the United States.
- B. Canada.
- C. Europe.
- D. China.

134. Discuss the influences that help us construct our own self-concept.

135. Give four examples of automatic thinking and discuss their implications for our self-concept.

136. What is the dual attitude system? Describe this, and provide an example identifying how these attitudes differ and what the implications are for psychological research.

137.What kinds of events or behaviours can threaten people with high self-esteem? How do people with high self-esteem react when their self-esteem is threatened?

138.What kinds of problems may be consequences of having a low self-esteem?

139.Discuss the evidence for the top-down view of self-esteem. From this perspective, how can we help people with low self-esteem?

140. What is learned helplessness? Apply this to an example that a student could face in a university or classroom setting.

141. Give an example of false consensus and an example of false uniqueness. Clearly label which is which.

142. Is the self-serving bias adaptive or maladaptive? Defend your view.

c2 Key

1. The most researched topic in psychology today is

(p. 37)

- A. the self.
- B. attitudes.
- C. cultural influence.
- D. problem solving.

Myers - Chapter 02 #1

QT: Factual

2. Your description of what qualities encompass who you are defines your

(p. 37)

- A. self-esteem.
- B. possible self.
- C. self-concept.
- D. social identity.

Myers - Chapter 02 #2

QT: Definition

3. Popular advocates of intuitive thinking believe that when judging others and ourselves we
(p. 37) should

- A. tap into the resources of our right brain.
- B. tune into our hunches.
- C. listen to our premonitions.
- D. all of the above.

Myers - Chapter 02 #3

QT: Factual

4. The text book defines the type of thinking that is reflective, deliberate, and conscious as
(p. 38)

- A. self-schema
- B. automatic
- C. controlled
- D. implicit

Myers - Chapter 02 #4

QT: Definition

5. Which of the following represents an example of automatic thinking?
(p. 38)

- A. explicit recollections
- B. emotional reactions
- C. reciting a poem
- D. naming all prime ministers of Canada

Myers - Chapter 02 #5

QT: Factual

6. A research participant who suffered brain injury and whose vision has been reduced by the injury is shown a bunch of stimuli that could be perceived if she had normal vision. She is then tested on her accuracy of remembering the position of the objects as shown during the testing. She gets them all right. This is an example of

(p. 38)

- A. emotional reaction.
- B. schema thinking.
- C. self-knowledge.
- D. blindsight.

Myers - Chapter 02 #6

QT: Conceptual

7. Baldwin and his colleagues (1989) found that subliminal priming influences self-evaluations. They found that Catholic women who were invested in their faith rated themselves lower on various dimensions of their self-concept when exposed to a subliminal picture of a frowning Pope, relative to a frowning stranger or blank image. This study is an example of

(p. 39)

- A. controlled processing.
- B. automatic processing.
- C. naturalistic processing.
- D. explicit processing.

Myers - Chapter 02 #7

QT: Conceptual

8. Nisbett and Schacter (1966) investigated whether people who were given a fake pill that supposedly gave them reactions mimicking those of being electrocuted would tolerate more shock than those who did not take any pills. They found that

(p. 40)

- A. people given the fake pill took two times as much shock.
- B. people given the fake pill took three times as much shock.
- C. people given the fake pill took four times as much shock.
- D. people given the fake pill could tolerate less shock than those that did not take the pill.

Myers - Chapter 02 #8

QT: Factual

9. According to the text, several researchers investigated the effects of people's intuition about what factors affect their mood. Their results show that

(p. 40)

- A. there is a high correlation between people's perceptions of how well a factor predicted their mood and how well it actually did so
- B. there is low correlation between people's perceptions of how well a factor predicted their mood and how well it actually did so
- C. there is a moderate correlation between people's perceptions of how well a factor predicted their mood and how well it actually did so
- D. there is no correlation what so ever between people's perceptions of how well a factor predicted their mood and how well it actually did so

Myers - Chapter 02 #9

QT: Factual

10. According to the text, people

(p. 40)

- A. err frequently when predicting the fate of their relationships.
- B. make accurate predictions when it comes to predicting the fate of their relationships.
- C. receive less accurate than their own from parents and roommates when it comes to predicting the fate of their relationships.
- D. are likely less accurate when predicting negative behaviours than positive behaviours.

Myers - Chapter 02 #10

QT: Factual

11. Epley and Dunning (2000) discovered that we can

(p. 41)

- A. better predict people's behaviour by asking them to predict others' actions rather than their own.
- B. better predict people's behaviour by asking them to talk about their behaviour in the past.
- C. better predict people's behaviour by asking them what their behaviour is going to be.
- D. not predict people's behaviour irrespective of what strategy we use.

Myers - Chapter 02 #11

QT: Factual

12. According to research cited in your text, people have difficulty predicting

(p. 41-42)

- A. the intensity of their future emotions.
- B. the duration of their future emotions.
- C. the intensity and duration of their future emotions.
- D. any behaviour.

Myers - Chapter 02 #12

QT: Factual

13. According to research in your text, people overestimate the enduring impact of emotion-causing negative events. For example,
- (p. 42)

- A. people tested for HIV predict that they will feel misery over bad news and elation over good news, but research shows that five weeks later it is more likely for the bad news recipients to be less distraught than the good news recipients.
- B. people tested for HIV predict that they will feel misery over bad news and elation over good news, but research shows that five weeks later the bad news recipients are more distraught than they anticipated and the good news recipients are not as elated as they thought they will be.
- C. people tested for HIV predict that they will feel misery over bad news and elation over good news, but research shows that five weeks later the bad news recipients are more distraught than they anticipated originally and the good news recipients more elated than they thought they will be.
- D. people tested for HIV predict that they will feel misery over bad news and elation over good news, but research shows that five weeks later it is more unlikely for the bad news recipients to be less distraught than the good news recipients.

14. Carlos often thinks about his future and looks forward to graduating, getting married, and having children. He feels strongly that these events will make him a very happy man and he will feel a deep sense of contentment and satisfaction. According to the research by Wilson and Gilbert (2003) that has found that people often mispredict how they will feel at some point in the future, Carlos' beliefs about his future happiness

- A. will be accurate because he knows himself and his feelings very well.
- B. have no relationship to how he will actually feel in the future.
- C. will be more accurate than his friend's predictions of how happy these events would make Carlos.
- D. will not be accurate because we are vulnerable to the impact bias.

Myers - Chapter 02 #14

QT: Conceptual

15. Jan waited weeks to learn if she would land her dream job, then found out that she did get the job. When she finally starts the new job, which scenario is most likely to be true?

- A. She is much happier than she had expected.
- B. She is less happy than she had expected.
- C. She is more worried about her performance than she had expected.
- D. She is less happy than if she had not gotten the job.

Myers - Chapter 02 #15

QT: Conceptual

16. Gilbert and his colleagues (2004) report that

(p. 43)

- A. major trauma can be much more distressing than minor routine irritations (e.g., getting caught in traffic each morning on your way to work).
- B. major negative events can be less enduringly distressing than minor irritations.
- C. major negative events are just as hard to endure as minor irritations.
- D. we are not resilient to intense emotional experiences.

Myers - Chapter 02 #16

QT: Factual

17. Wilson et al. (1989; 2002) found that

(p. 43-44)

- A. people's expressed attitudes toward things, situations, or people usually do not predict later behaviour well, nor does the overanalysis of their feelings.
- B. people's expressed attitudes toward things, situations, or people usually do not predict later behaviour well, and overanalysis of their feelings also renders future behaviour predictions useless.
- C. people's expressed attitudes toward things, situations, or people usually predict later behaviour well, as does the overanalysis of their feelings.
- D. people's expressed attitudes toward things, situations, or people usually predict later behaviour well; overanalysis of their feelings, however, renders future behaviour predictions useless.

Myers - Chapter 02 #17

QT: Factual

18. Research suggests that drawing people's attention to _____ diminishes the usefulness of attitude reports in predicting behaviours driven by _____.
(p. 43-44)

- A. values underlying their behaviour; self-esteem
- B. reasons for their behaviour; feelings
- C. feelings underlying their behaviour; physical safety
- D. reasons for their behaviour; cognitions

Myers - Chapter 02 #18

QT: Factual

19. Why might a large-scale survey *not* be the best method for a social psychologist to study self-knowledge?
(p. 44)

- A. It is too difficult to achieve a truly representative sample.
- B. One cannot reach cause-and-effect conclusions through survey research.
- C. It is impossible to measure a person's self-knowledge.
- D. Self-report data are often unreliable.

Myers - Chapter 02 #19

QT: Conceptual

20. Which of the following is a practical implication of findings discussed in the chapter on the self?
(p. 44)

- A. The sincerity with which people report their experience is one useful indicator of their testimony's accuracy.
- B. Self-reports are less erroneous and more trustworthy than the reports of external observers.
- C. The persuasiveness of personal testimonies is highly predictive of their accuracy.
- D. Introspective self-reports are often untrustworthy.

Myers - Chapter 02 #20

QT: Factual

21. Research on self-knowledge suggests that
(p. 44)

- A. you are the best judge of how your romantic relationship will turn out.
- B. your mother is a better judge than you of how your romantic relationship will turn out.
- C. your romantic partner is the best judge of how your romantic relationship will turn out.
- D. None of these choices.

Myers - Chapter 02 #21

QT: Conceptual

22. The notion that we often have implicit attitudes that differ from our explicit attitudes defines the concept of
(p. 44)

- A. an independent self-construal.
- B. dissonance.
- C. the self-reference effect.
- D. dual attitudes.

Myers - Chapter 02 #22

23. According to the concept of dual attitudes, although _____ attitudes may change with education and persuasion, _____ attitudes change slowly, with practice that forms new habits.

(p. 44)

- A. implicit; explicit
- B. explicit; implicit**
- C. reasons; feelings
- D. feelings; reasons

Myers - Chapter 02 #23

QT: Factual

24. Jessica attends a friend's wedding wearing last year's fashions. Jessica feels as if everyone is looking at her and noticing her dress, and as a result, feels very self-conscious and uncomfortable. Her self-evaluations are related to the concepts of

(p. 44-45)

- A. naturalistic and self-evaluative fallacies.
- B. implicit and explicit processing.
- C. the looking-glass self and social comparisons.**
- D. social comparison and the dual attitude system.

Myers - Chapter 02 #24

QT: Conceptual

25. Cooley (1902) argued that we come to know ourselves by seeing our reflection in how we appear to others. Other people's judgments, then, help to shape what he called

(p. 45)

- A. the social self.
- B. the perceived self.
- C. the looking-glass self.
- D. self-appraisal.

Myers - Chapter 02 #25

QT: Factual

26. In your first year of university, it appeared that all your professors thought you were a very competent student. As a result, you enter second year confident of your academic abilities. This is an example of

(p. 45)

- A. the self-referencing effect.
- B. the looking-glass self.
- C. the self-monitoring effect.
- D. the self-serving bias.

Myers - Chapter 02 #26

QT: Conceptual

27. Baumeister and colleagues (2003) have researched the "dark side of self-esteem" and found (p. 47-48) that individuals with low self-esteem, when feeling bad or threatened, are more likely to

- A. notice and remember others' worst behaviours and to think others don't love them.
- B. internalize their feelings and act aggressively towards themselves.
- C. portray themselves as having high self-esteem in attempts to deny or overcome their feelings.
- D. act aggressively against others in order to conceal their inner insecurities and feel a sense of control over their situation.

Myers - Chapter 02 #27

QT: Factual

28. If you wanted to improve the self-evaluations of your sales staff, when would be the best time (p. 45) to show them a video celebrating the achievements of a top sales representative?

- A. When they are being newly trained for the job.
- B. After their first few months on the job.
- C. After at least one year on the job.
- D. All of these choices.

Myers - Chapter 02 #28

QT: Conceptual

29. Monica was participating in a psychology experiment and was asked to discuss her sense of who she is. She mentioned that she is a psychology major, volleyball player, Canadian, woman, daughter, sister, and a volunteer. This definition of who Monica is best encompasses her

(p. 49)

- A. social comparisons.
- B. self-esteem.
- C. self-concept.
- D. social identity.

Myers - Chapter 02 #29

QT: Conceptual

30. Children that have just learned how to read tend to have more positive school self-concepts in classes with fewer students that know how to read. This fact reflects

(p. 46)

- A. the self-reference effect.
- B. self-handicapping.
- C. self-concept
- D. social comparison processes.

Myers - Chapter 02 #30

QT: Conceptual

31. According to _____ theory, a ballet dancer who excelled during her time with a local dance company may find her self-esteem threatened once she joins a nationally famous dance company.

(p. 46)

- A. social identity
- B. self-monitoring
- C. social comparison
- D. self-schema

Myers - Chapter 02 #31

QT: Conceptual

32. We come to know ourselves in part by looking at others and evaluating our abilities and opinions in light of those others. This process is known as

(p. 46)

- A. social comparison.
- B. social identity.
- C. the self-reference effect.
- D. self-esteem.

Myers - Chapter 02 #32

QT: Definition

33. A person's overall self-evaluation or sense of self-worth constitutes his or her

(p. 46)

- A. self-efficacy.
- B. self-awareness.
- C. possible self.
- D. self-esteem.

Myers - Chapter 02 #33

QT: Definition

34. Our self-concept is often shaped by

(p. 46)

- A. the roles we play.
- B. our successes and failures.
- C. other people's judgments.
- D. all of these choices.

Myers - Chapter 02 #34

QT: Factual

35. According to research by Abraham Tesser, who among the following is likely to have the strongest motive for self-esteem maintenance?

(p. 46)

- A. An adult whose spouse depends on him or her for support.
- B. An adult whose opposite-sex sibling has been fired from his or her job.
- C. A child whose parents have moderate hopes for him or her.
- D. An older child whose younger sibling is very talented.

Myers - Chapter 02 #35

QT: Factual

36. Emily and her two sisters are all musicians. According to research on the self-esteem maintenance model, Emily will be most motivated to act in ways that maintain her own self-esteem if

(p. 46)

- A. she is the best musician of the three.
- B. her older sister is a better musician than she is.
- C. her younger sister is a better musician than she is.
- D. of the three, she is the least interested in a music career.

Myers - Chapter 02 #36

QT: Conceptual

37. In an experiment by Bushman and Baumeister (1998), high-self-esteem individuals who had previously been criticized by their opponent were

(p. 47)

- A. more likely to lose a reaction time game with that person.
- B. more likely to win a reaction time game with that person.
- C. exceptionally aggressive after beating their opponent (compared to those with low self-esteem).
- D. less aggressive after beating their opponent (compared to those with low self-esteem).

Myers - Chapter 02 #37

QT: Factual

38. Which group of people is more likely to be obnoxious, to interrupt, and to talk at people rather than with them?

(p. 47)

- A. People with low self-esteem.
- B. People with high self-esteem.
- C. Depressed people.
- D. Individualistic people.

Myers - Chapter 02 #38

QT: Factual

39. According to the text, which people are more likely to be shy, modest, and self-effacing?

(p. 48)

- A. People with low self-esteem.
- B. People with high self-esteem.
- C. Depressed people.
- D. Individualistic people.

Myers - Chapter 02 #39

QT: Factual

40. Which group of people is somewhat more vulnerable to assorted clinical problems including anxiety, loneliness, and eating disorders?
(p. 48)

- A. Individualistic people.
- B. People with low self-esteem.
- C. People with high self-esteem.
- D. Narcissistic people.

Myers - Chapter 02 #40

QT: Factual

41. Which people, when feeling bad or threatened, are more likely to notice and remember others worst behaviours and to think their partners don't love them?
(p. 48)

- A. people with low self-esteem.
- B. people with high self-esteem.
- C. competitive people.
- D. individualistic people.

Myers - Chapter 02 #41

QT: Factual

42. Jenny, who has low self-esteem, has also recently experienced difficulties in her relationship
(p. 48) with her boyfriend Travis. She

- A. does not appreciate the love and affection Travis feels toward her, and lacks security in their relationship.
- B. does not appreciate the love and affection Travis feels toward her, but feels secure in their relationship.
- C. appreciates the love and affection Travis feels toward her, but lacks security in their relationship.
- D. appreciates the love and affection Travis feels toward her, and feels secure in their relationship.

Myers - Chapter 02 #42

QT: Conceptual

43. Low self-esteem predicts increased risk of drug abuse, some forms of delinquency, and
(p. 47)

- A. schizophrenia.
- B. depression.
- C. personality disorders.
- D. child abuse.

Myers - Chapter 02 #43

QT: Factual

44. When facing failure, high-self-esteem people sustain their self-worth by

(p. 47-48)

- A. perceiving other people as failing, too, and by exaggerating their superiority over others.
- B. perceiving themselves as interdependent and thus as only part of a larger group effort.
- C. engaging in altruistic acts.
- D. refusing to think about the failure and by practising self-forgetfulness.

Myers - Chapter 02 #44

QT: Factual

45. Teen males who engage in sexual activity at an "inappropriately young age" tend to

(p. 47)

- A. suffer from depression.
- B. suffer from schizophrenia.
- C. have higher than average self-esteem.
- D. have lower than average self-esteem.

Myers - Chapter 02 #45

QT: Factual

46. Teen gang leaders, extreme ethnocentrists, and terrorists tend to

(p. 47)

- A. have higher than average self-esteem.
- B. suffer from schizophrenia.
- C. suffer from depression.
- D. have lower than average self-esteem.

Myers - Chapter 02 #46

QT: Factual

47. When they find their favourable self-esteem threatened, people often react by

(p. 47)

- A. putting others down, sometimes with violence
- B. telling a lie
- C. crying
- D. laughing

Myers - Chapter 02 #47

QT: Factual

48. According to the text, when a youth with a big ego is threatened or deflated by social rejection, he or she is

(p. 47)

- A. potentially dangerous.
- B. potentially an altruistic person.
- C. in danger of mental disorders.
- D. in danger of suicide.

Myers - Chapter 02 #48

QT: Factual

49. In response to a threat to self-esteem, high-self-esteem people become considerably more

(p. 47)

- A. co-operative.
- B. altruistic.
- C. antagonistic.
- D. individualistic.

Myers - Chapter 02 #49

QT: Factual

50. James is a highly narcissistic male with a big ego. He participates in a psychology experiment where he first received negative feedback from another student about his performance on a writing task, and then played a game against this student and won. As a result of winning, James was given the task of deciding the intensity and duration of an aversive auditory stimulus that would be played to the other student. According to research, James would have administered _____ auditory torture compared to people with normal self-esteem because wounded pride motivates _____.

A. the same amount of; humility.

B. more; retaliation.

C. less; embarrassment.

D. no; shame.

Myers - Chapter 02 #50

QT: Conceptual

51. Research indicates that people with high self-esteem tend to

(p. 53)

A. be very modest when explaining their successes.

B. note that there are as many weaknesses as there are strengths in their own group.

C. see others' strengths as more important than their own.

D. none of these choices.

Myers - Chapter 02 #51

QT: Conceptual

52. Which groups of people is most likely to exhibit a defensive, self-aggrandizing form of self-esteem?
(p. 49)

- A. Depressed people
- B. Individualistic people
- C. Those with need for achievement
- D. Bullies

Myers - Chapter 02 #52

QT: Conceptual

53. Which people are more often found defending the victims of bullying?
(p. 49)

- A. Those with low self-esteem
- B. Those with defensive self-esteem
- C. Those with high self-esteem
- D. Those with secure self-esteem

Myers - Chapter 02 #53

QT: Conceptual

54. Which people feel secure self-worth without seeking to be the centre of attention?
(p. 49)

- A. Those with low self-esteem
- B. Those with high self-esteem
- C. Those with need for achievement
- D. Those with high self-esteem (and positive implicit views)

Myers - Chapter 02 #54

QT: Conceptual

55. Which people are less likely to inflate those who like them and berate those who don't?

(p. 49)

- A. Those with low self-esteem
- B. Competitive people
- C. Those with secure self-esteem
- D. Those with need for achievement

Myers - Chapter 02 #55

QT: Conceptual

56. Jordan and colleagues (2003, 2005) have found that individuals have two forms of self-esteem: explicit and implicit. When individuals show a high explicit self-esteem but negative implicit views of themselves, they are said to have _____ self-esteem. On the other hand, high explicit self-esteem and positive implicit views are associated with _____ self-esteem.

(p. 49)

- A. fragile; secure
- B. self-defeating; self-inflating
- C. incongruent; congruent
- D. unrealistic; realistic

Myers - Chapter 02 #56

QT: Factual

57. The aspect of our self-concept that comes from our group memberships is called

(p. 49)

- A. collective efficacy.
- B. social identity.
- C. personal identity.
- D. social comparison.

Myers - Chapter 02 #57

58. We are more likely to be conscious of our social identity when our social group
(p. 49)

- A. is in the majority.
- B. is in the minority.
- C. is esteemed by others.
- D. is threatened.

Myers - Chapter 02 #58

QT: Factual

59. According to social identity theory, when is Rose most likely to be aware of being female?
(p. 49)

- A. on a date with her boyfriend.
- B. at a night-club with her female friends.
- C. at home with her brothers and sisters.
- D. at a piano recital with her male friends.

Myers - Chapter 02 #59

QT: Conceptual

60. Imagine that John is a white man attending a multi-racial support group for stay-at-home-
(p. 49) parents. There are 40% Whites, 30% Blacks, and 30% Hispanics attending. Ninety percent of the group are mothers. John is most likely to be conscious of his identity as

- A. a parent.
- B. a White person.
- C. a man.
- D. an unemployed person.

Myers - Chapter 02 #60

QT: Conceptual

61. Our perceiving ourselves as musical, intellectual, artistic, or assertive constitutes our
(p. 50)

- A. egocentric beliefs.
- B. interdependent self.
- C. self-schemas.
- D. self-references.

Myers - Chapter 02 #61

QT: Factual

62. When information is relevant to our self-concepts, we process it quickly and remember it well.
(p. 50) This concept is referred to as

- A. self-handicapping.
- B. self-actualization.
- C. false uniqueness.
- D. self-reference.

Myers - Chapter 02 #62

QT: Definition

63. The self-reference effect illustrates that
(p. 50-51)

- A. our sense of self is at the centre of our world.
- B. self-efficacy promotes achievement.
- C. individualism leads to social isolation.
- D. most of us suffer from a negative self-image.

Myers - Chapter 02 #63

QT: Factual

64. In a musical performance, Ayube makes a small mistake. Research on the self-reference effect suggests Ayube will

(p. 51)

- A. underestimate how much the audience noticed.
- B. overestimate how much the audience noticed.
- C. feel like he is a failure.
- D. act as though it did not occur.

Myers - Chapter 02 #64

QT: Conceptual

65. Although you heard your teacher give everyone in your group feedback about your group presentation, you can really only recall her comments about your own particular role. Why might this be?

(p. 50)

- A. Your personal identity is most important to you.
- B. Your social identity is most important to you.
- C. You are engaging in social comparison behaviour.
- D. You are engaging in self-referencing behaviour.

Myers - Chapter 02 #65

QT: Conceptual

66. John works out everyday. He also tends to notice others' bodies and athletic skills. Compared to Tim, who never works out and doesn't pay any attention to others' physiques, John probably has

(p. 50)

- A. "athletic" as part of his self-schema.
- B. a higher self-reference effect.
- C. less self-handicapping.
- D. more positive possible selves.

Myers - Chapter 02 #66

QT: Conceptual

67. The images of what we dream of or dread becoming in the future constitute our _____ selves.

(p. 51)

- A. unlikely
- B. imaginary
- C. future
- D. possible

Myers - Chapter 02 #67

QT: Definition

68. Psychologists would consider your dream of becoming a famous politician and your recurrent fear of being unemployed to be part of your

(p. 51)

- A. self-esteem.
- B. possible self.
- C. anticipatory self.
- D. unlikely self.

Myers - Chapter 02 #68

69. The bottom-up view of self-esteem means

(p. 51)

- A. people have high self-esteem when they feel good in particular domains important to their self-esteem.
- B. people who value themselves in a general way - those with high self-esteem are more likely to accept their looks and abilities.
- C. self-esteem has multiple causes.
- D. self-evaluation happens before self-esteem.

Myers - Chapter 02 #69

QT: Definition

70. According to the "top-down" theory of global self-esteem, if Jerzy feels _____ about himself in general, he is likely to feel _____ about his ability to pass an exam.

(p. 51)

- A. positive; positive
- B. positive; negative
- C. negative; positive
- D. either B or C

Myers - Chapter 02 #70

QT: Conceptual

71. The top-down view of self-esteem holds that

(p. 51)

- A. people with generally high self-esteem are more likely to accept their specific attributes.
- B. people with positive specific attributes are more likely to have high self-esteem.
- C. people with low self-esteem are more likely to accept their specific attributes.
- D. people with positive specific attributes are more likely to struggle with low self-esteem.

Myers - Chapter 02 #71

72. Baumeister and Exline (2000) suggest that self-control

(p. 52)

- A. operates like an engine: it needs fuel to keep it going.
- B. operates like muscular strength: it's weaker immediately after exertion but strengthened with exercise.
- C. operates like a finite resource: once used up, it cannot be replenished.
- D. none of these choices.

Myers - Chapter 02 #72

QT: Factual

73. People who learn a sense of helplessness by suppressing forbidden thoughts

(p. 52)

- A. tend to follow the group's direction when given unsolvable puzzles.
- B. tend to become highly aggressive.
- C. more readily take the initiative to complete the puzzles.
- D. subsequently quit faster when given unsolvable puzzles.

Myers - Chapter 02 #73

QT: Factual

74. Martin Seligman notes a basic similarity between learned helplessness in dogs and

(p. 52)

_____ in people.

- A. conformity
- B. collective efficacy
- C. schizophrenia
- D. depression

Myers - Chapter 02 #74

QT: Factual

75. Which of the following situations best portrays learned helplessness?

(p. 52)

- A. Feeling frightened about starting university after a successful high school career.
- B. Feeling depressed after failing your first exam in university.
- C. Not trying to make friends at university because you couldn't make friends in high school.
- D. Avoiding the purchase of lottery tickets because you've never won in the past.

Myers - Chapter 02 #75

QT: Conceptual

76. Prisoners given some control over their environments (e.g., being able to move chairs, control TV sets, and switch the lights)

(p. 53)

- A. become more manipulative of prison officials over time.
- B. commit less vandalism.
- C. experience greater stress and more health problems.
- D. experience stronger guilt feelings over past misconduct.

Myers - Chapter 02 #76

QT: Factual

77. Given that every time he falls in love with a woman he gets dumped no matter how hard he tries to please her, John has decided not to get involved in any love relationships with women. John's behaviour most clearly demonstrates

(p. 52-53)

- A. self-serving bias.
- B. unrealistic optimism.
- C. learned helplessness.
- D. a self-monitoring tendency.

Myers - Chapter 02 #77

QT: Conceptual

78. Langer and Rodin found that nursing home residents improved in alertness, activity, and
(p. 52-53) happiness if they were

- A. cared for by professionals who met all their needs.
- B. cared for by affectionate, sympathetic volunteers.
- C. periodically transported to visit close friends and relatives.
- D. asked to make personal choices and given responsibilities to fulfill.

Myers - Chapter 02 #78

QT: Factual

79. The experience of repeated uncontrollable bad events contributes to
(p. 52)

- A. an internal locus of control.
- B. an interdependent self.
- C. learned helplessness.
- D. self-efficacy.

Myers - Chapter 02 #79

QT: Factual

80. After moving into a nursing home and experiencing little control over his daily schedule, Mr.
(p. 52-53) Roark became apathetic, stopped eating, and even seemed to lose the will to live. Mr. Roark's
reaction most clearly illustrates

- A. learned helplessness.
- B. the interdependent self.
- C. self-handicapping.
- D. internal locus of control.

Myers - Chapter 02 #80

QT: Conceptual

81. Hospital patients trained to believe in their ability to control stress tend to

(p. 52-53)

- A. require more pain relievers and sedatives.
- B. require fewer pain relievers and sedatives.**
- C. seem more anxious to nurses attending them.
- D. seem more depressed to nurses attending them.

Myers - Chapter 02 #81

QT: Factual

82. Sometimes people exhibit a tendency to perceive themselves more favourably than the situation really dictates. This is known as:

(p. 55)

- A. the self-reference effect.
- B. self-serving bias.**
- C. self-efficacy.
- D. internal locus of control.

Myers - Chapter 02 #82

QT: Definition

83. Which of the following is least representative of a self-serving bias?

(p. 55)

- A. "I won the election because my opponent didn't try very hard."**
- B. "I won the election because of my hard work on the campaign trail."
- C. "I lost the election because of the political climate, which I couldn't do anything about."
- D. "I won the election because of my knowledge and expertise."

Myers - Chapter 02 #83

QT: Conceptual

84. Which of the following statements is incorrect?

(p. 55)

- A. Research on attribution theory challenges the notion that we tend to blame others for their own misfortune.
- B. Research on attribution theory challenges the notion that most people suffer from unrealistically low self-esteem.
- C. Research on attribution theory challenges the notion that we strive to protect and enhance our self-esteem.
- D. True humility consists of self-forgetfulness.

Myers - Chapter 02 #84

QT: Factual

85. We tend to _____ the commonality of our unsuccessful behaviours and _____ the commonality of our successful behaviours.

(p. 55)

- A. overestimate; underestimate
- B. underestimate; overestimate
- C. underestimate; underestimate
- D. overestimate; overestimate

Myers - Chapter 02 #85

QT: Factual

86. In their study of young married Canadians, Ross and Sicolý reported a tendency for them to

(p. 58)

- A. believe that their spouse contributed the most household work.
- B. believe that they themselves contributed the most household work.
- C. feel guilty about not carrying their fair share of work.
- D. feel confident that their household was run fairly and efficiently.

Myers - Chapter 02 #86

87. After receiving an examination grade, students who do well

(p. 56)

- A. tend to accept personal credit.
- B. judge the exam to be a valid measure of their competence.
- C. tend to criticize the exam less than those who do poorly.
- D. All of these choices.

Myers - Chapter 02 #87

QT: Factual

88. Jenny failed her last chemistry test. Which of the following conclusions would be most

(p. 55-56) representative of a self-serving bias on Jenny's part?

- A. "I really didn't have the motivation to study for the test."
- B. "I lack competence in chemistry."
- C. "I think the test questions were ambiguous and confusing."
- D. "I didn't concentrate very hard during the test."

Myers - Chapter 02 #88

QT: Conceptual

89. Research suggests that individual group members expect _____ rewards when their

(p. 56) organization does well and _____ blame when it does not.

- A. greater-than-average; greater-than-average
- B. less-than-average; less-than-average
- C. greater-than-average; less-than-average
- D. less-than-average; greater-than-average

Myers - Chapter 02 #89

QT: Conceptual

90. According to research, students are more likely to rate themselves superior in _____ than in _____.
(p. 58)

- A. moral goodness; altruistic behaviour
- B. intelligence; altruistic behaviour
- C. discipline; judgment
- D. moral goodness; intelligence

Myers - Chapter 02 #90

QT: Factual

91. Which of the following are not among the many facets of self-serving bias?
(p. 57)

- A. Insight
- B. Freedom from bias
- C. Parent support
- D. Intelligence

Myers - Chapter 02 #91

QT: Factual

92. Which of the following is particularly likely to increase our vulnerability to misfortune?
(p. 59)

- A. A self-monitoring tendency
- B. Self-analysis
- C. An interdependent self
- D. Unrealistic optimism

Myers - Chapter 02 #92

QT: Factual

93. Which of the following statements is true?

(p. 60)

- A. Students who are overconfident tend to overprepare for exams.
- B. Students who are anxious about exams tend to blow off studying for them.
- C. Some pessimism about an exam can motivate students to study harder and do better.
- D. None of these choices.

Myers - Chapter 02 #93

QT: Factual

94. In Scotland most late adolescents think they are much less likely than their peers to become infected by the AIDS virus. This best illustrates

(p. 59)

- A. the false consensus bias.
- B. unrealistic optimism.
- C. the self-reference effect.
- D. external locus of control.

Myers - Chapter 02 #94

QT: Factual

95. Lynne is an optimistic individual, and decides to go out one night to the casino to play some blackjack. Given her optimism, Lynne is most likely to

(p. 59)

- A. win a bit of money, and then realistically quit while she is ahead.
- B. gamble away the money she had allotted herself, and then stop playing.
- C. persist in gambling her money, even when her losses are piling up.
- D. blame the dealer for her misfortunes and reward herself for her successes.

Myers - Chapter 02 #95

QT: Conceptual

96. University students perceive themselves as far more likely than their classmates to
(p. 59) _____ and as far less likely to _____.

- A. draw a good salary; develop a drinking problem
- B. obtain a divorce; own a home
- C. travel to Europe; be happy in their work
- D. become a mental patient; have close friendships

Myers - Chapter 02 #96

QT: Factual

97. Nearly half of all marriages end in divorce. Yet in a study of 137 applying for a marriage
(p. 59) license, most rated their own chance of divorce as zero. This finding illustrates

- A. false consensus.
- B. self-efficacy.
- C. unrealistic optimism.
- D. self-verification.

Myers - Chapter 02 #97

QT: Factual

98. Jack cheats on his income taxes and consoles himself with the thought that everyone else
(p. 60) probably cheats a little, too. This rationalization represents

- A. the fundamental attribution error.
- B. the false uniqueness effect.
- C. unrealistic optimism.
- D. the false consensus effect.

Myers - Chapter 02 #98

QT: Conceptual

99. Marla objects when Tim asks her to help write his social psychology paper. "Come on", Tim
(p. 60) whines, "we wouldn't be the only ones. Everyone's working together on it! The teacher doesn't really expect us to work alone." Tim's argument most clearly illustrates the

- A. self-reference effect.
- B. fundamental attribution error.
- C. false uniqueness effect.
- D. false consensus effect.

Myers - Chapter 02 #99

QT: Conceptual

100. Those who evade paying income tax but who give generously to charity will probably
(p. 60) _____ the number of others who evade taxes and _____ the number of others who give generously to charity.

- A. overestimate; overestimate
- B. underestimate; overestimate
- C. overestimate; underestimate
- D. underestimate; underestimate

Myers - Chapter 02 #100

QT: Conceptual

101. The tendency to overestimate the commonality of one's opinions and undesirable behaviours
(p. 60) is known as the

- A. self-reference effect.
- B. self-handicapping syndrome.
- C. false uniqueness effect.
- D. false consensus effect.

Myers - Chapter 02 #101

QT: Definition

102. The tendency to underestimate the commonality of one's abilities and desirable behaviours is
(p. 60) known as

- A. the self-reference effect.
- B. self-handicapping.
- C. the false uniqueness effect.
- D. the false consensus effect.

Myers - Chapter 02 #102

QT: Definition

103. Although Jeff frequently exceeds the speed limit by at least 10 kilometres per hour, he justifies
(p. 60) his behaviour by erroneously thinking that most other drivers do the same. His mistaken belief
best illustrates

- A. learned helplessness.
- B. false consensus.
- C. self-monitoring.
- D. an interdependent self.

Myers - Chapter 02 #103

104. Brian watches smugly as the car ahead of his is pulled over for speeding. Although he has just slowed his vehicle to the speed limit, he considers himself the "only one on the road" who is obeying the speed limit. Brian's thinking most clearly reflects

(p. 61)

- A. the false uniqueness effect.
- B. the false consensus effect.
- C. the self-serving bias.
- D. the self-handicapping effect.

Myers - Chapter 02 #104

QT: Conceptual

105. Those who drink heavily but use seat belts will _____ the number of other heavy drinkers and _____ the number of seat belt users.

(p. 61)

- A. overestimate; overestimate
- B. underestimate; overestimate
- C. overestimate; underestimate
- D. underestimate; underestimate

Myers - Chapter 02 #105

QT: Conceptual

106. Which of the following is most likely to trigger a false uniqueness effect in your thinking?

(p. 61)

- A. Lying to a friend to avoid embarrassment
- B. Turning down the opportunity to help out at the local homeless shelter
- C. Volunteering to give blood
- D. Failing your first social psychology exam

Myers - Chapter 02 #106

107. A comparison between how the self is viewed now and how the self was viewed in the past or how the self is expected to be viewed in the future is referred to as

(p. 61)

- A. time-self comparison.
- B. longitudinal comparison.
- C. past-present-future comparison.
- D. temporal comparison.

Myers - Chapter 02 #107

QT: Definition

108. Research suggests that people maintain a positive view of themselves by downplaying (disparaging) their

(p. 61)

- A. distant past selves and complimenting their recent past selves.
- B. recent past selves and complimenting their distant past selves.
- C. distant past selves and disparaging their future selves.
- D. present selves and complimenting their past selves.

Myers - Chapter 02 #108

QT: Factual

109. Temporal comparison occurs when we compare who we are with

(p. 61)

- A. who we should be.
- B. who we used to be or who we want to be.
- C. who we should not be.
- D. who others think we are.

Myers - Chapter 02 #109

QT: Conceptual

110. Wilson and Ross's studies of social comparison show that university students maintain a positive view of themselves by

(p. 61)

- A. disparaging (downplaying) their current selves and complimenting their past selves.
- B. disparaging their recent past selves and complimenting their distant past selves.
- C. disparaging their distant past selves and complimenting their recent past selves.
- D. complimenting both their past and current selves.

Myers - Chapter 02 #110

QT: Factual

111. Ross and Wilson's (2002) study of temporal comparison shows that people perceive positive past selves as

(p. 61)

- A. closer in time than negative past selves.
- B. further in time than negative past selves.
- C. as close as negative past selves.
- D. as distant as negative past selves.

Myers - Chapter 02 #111

QT: Factual

112. Research on the self has made it clear that people are motivated

(p. 63)

- A. to assess their competence.
- B. to verify their self-conceptions.
- C. to enhance their self-image.
- D. all of these choices.

Myers - Chapter 02 #112

QT: Factual

113. Which of the following is not one of the major sources of the self-serving bias?

(p. 62)

- A. false consensus
- B. unrealistic fallacy
- C. favourable social comparisons
- D. none of these choices

Myers - Chapter 02 #113

QT: Factual

114. People whose self-esteem, is temporarily bruised — say by being told they did miserably on an intelligence test — are more likely to disparage others. Those whose egos have recently been _____ are more prone to self-serving explanations of _____.

(p. 63)

- A. wounded; success
- B. boosted; failure
- C. boosted; success or failure
- D. wounded; success or failure

Myers - Chapter 02 #114

QT: Factual

115. Mildly depressed people tend to

(p. 64)

- A. be more prone to self-serving bias than are non-depressed people.
- B. see themselves as others see them.
- C. see themselves more negatively than others see them.
- D. see themselves as better than average and yet are unrealistically pessimistic.

Myers - Chapter 02 #115

QT: Factual

116. Which of the following is true of the self-serving bias?

(p. 64)

- A. It can protect people from depression.
- B. It can make people more vulnerable to depression.
- C. It can lead to more accurate self-appraisals.
- D. None of these choices.

Myers - Chapter 02 #116

QT: Factual

117. According to the text, self-serving bias

(p. 64)

- A. can protect us from depression.
- B. contributes to group conflict.
- C. can motivate us to greater achievement.
- D. All of these choices.

Myers - Chapter 02 #117

QT: Factual

118. Participants who worked in groups were given false feedback that they had done either well or poorly. Results indicated that, in comparison to the members of unsuccessful groups,

(p. 65)

- A. members of successful groups claimed more responsibility for their group's performance.
- B. members of successful groups claimed less responsibility for their group's performance.
- C. males but not females of successful groups claimed more responsibility for their group's performance.
- D. females but not males of successful groups claimed more responsibility for their group's performance.

Myers - Chapter 02 #118

QT: Factual

119. Tara and her friends are out shopping and she is having not feeling good about herself
(p. 63) because she can't find any outfits she likes. She comments to her friends that she thinks she looks ugly in an outfit, seeking the reassurance from her friends that she looks fine. The best example of what Tara is engaging in is

- A. the self-serving bias.
- B. the false uniqueness effect.
- C. self-handicapping.
- D. false modesty.

Myers - Chapter 02 #119
QT: Conceptual

120. Students who were asked to write anonymously about "an important success experience"
(p. 67)

- A. acknowledged as many personal weaknesses as strengths.
- B. seemed to write with an attitude of self-forgetfulness.
- C. recognized the contributions close friends or relatives made to their success.
- D. described themselves as achieving their successes on their own.

Myers - Chapter 02 #120
QT: Factual

121. When presenting ourselves to others we sometimes put ourselves down or publicly extol an
(p. 66) opponent's strength. According to the text, such false modesty is

- A. self-serving.
- B. masochistic.
- C. self-destructive.
- D. indicative of low self-esteem.

Myers - Chapter 02 #121

122. According to the text, the common practice of publicly exalting one's opponents before a big game likely serves a _____ function.
(p. 66)

- A. self-destructive
- B. self-protective
- C. knowledge
- D. self-forgetful

Myers - Chapter 02 #122

QT: Factual

123. People are most likely to resort to self-handicapping when
(p. 67)

- A. the quality of their performance on a task is not particularly important.
- B. their success or failure at a task will not become public.
- C. they fear failure.
- D. they are certain of success.

Myers - Chapter 02 #123

QT: Factual

124. Which of the following represents a way in which people self-handicap?
(p. 67)

- A. They report feeling depressed.
- B. They procrastinate on an important project.
- C. They reduce their preparation for an important individual athletic event.
- D. All of these choices.

Myers - Chapter 02 #124

QT: Factual

125. David has an important tennis match in one week against the highest-rated player in the state.
(p. 67) Instead of practising daily, David has actually reduced his playing time since knowing he would play such a formidable opponent. Which of the following may best describe David's behaviour?

- A. David has fallen victim to collective efficacy.
- B. David is making the fundamental attribution error.
- C. David is engaging in self-handicapping.
- D. David is demonstrating learned helplessness.

Myers - Chapter 02 #125

QT: Conceptual

126. Experimental participants guessed answers to very difficult aptitude questions and were told
(p. 67) they had done well. While they still felt lucky, they were given a choice of drugs to take before answering the remaining questions. Most chose to take the drug they believed would

- A. improve their intellectual functioning.
- B. disrupt their thinking.
- C. reduce anxiety.
- D. keep them awake and alert.

Myers - Chapter 02 #126

QT: Factual

127. Creating a handy excuse for later failure in order to protect one's self-image is known as

(p. 67)

- A. self-handicapping.
- B. self-serving bias.
- C. internal locus of control.
- D. self-monitoring.

Myers - Chapter 02 #127

QT: Definition

128. Tomorrow morning Harry Smith has an interview that will determine whether he will be accepted into medical school. Rather than getting a good night's sleep, he is going to an all-night party with his friends. From the material presented in the text, which of the following may best describe Harry's behaviour?

(p. 67)

- A. Harry unconsciously hopes he is not accepted into medical school.
- B. Harry is making the fundamental attribution error.
- C. Harry is engaging in self-handicapping.
- D. Harry shares with his friends a sense of collective efficacy.

Myers - Chapter 02 #128

QT: Conceptual

129. The act of expressing oneself and behaving in ways designed to create a favourable impression or an impression that corresponds to one's ideals is referred to as

(p. 68)

- A. self-justification.
- B. self-presentation.
- C. self-perception.
- D. self-management.

Myers - Chapter 02 #129

130. According to Leary (1998, 1999) self-esteem feelings are like a fuel gauge in that they alert us
(p. 68) threatened social rejection, motivating us to

- A. stay away from people we don't like.
- B. be more empathetic to others people's situations.
- C. act with greater sensitivity to other's expectations.
- D. act with less sensitivity to other people's expectations.

Myers - Chapter 02 #130

QT: Conceptual

131. Self-presentation, self-handicapping, and self-monitoring all reflect human efforts at
(p. 68)

- A. self-efficacy.
- B. self-understanding.
- C. collective efficacy.
- D. impression management.

Myers - Chapter 02 #131

QT: Factual

132. People who score high on a scale of _____ tend to act like social chameleons: they
(p. 68) adjust their behaviour in response to external situations.

- A. social absorption
- B. self-monitoring
- C. affective sensitivity
- D. self-perception

Myers - Chapter 02 #132

QT: Definition

133. The tendency to self-present modesty and restrained optimism is probably highest in

(p. 69)

- A. the United States.
- B. Canada.
- C. Europe.
- D. China.

Myers - Chapter 02 #133

QT: Factual

134. Discuss the influences that help us construct our own self-concept.

(p. 36-37)

Answers will vary

Myers - Chapter 02 #134

135. Give four examples of automatic thinking and discuss their implications for our self-concept.

(p. 38-39)

Answers will vary

Myers - Chapter 02 #135

136. What is the dual attitude system? Describe this, and provide an example identifying how these attitudes differ and what the implications are for psychological research.
(p. 44)

Answers will vary

Myers - Chapter 02 #136

137. What kinds of events or behaviours can threaten people with high self-esteem? How do people with high self-esteem react when their self-esteem is threatened?
(p. 47-49)

Answers will vary

Myers - Chapter 02 #137

138. What kinds of problems may be consequences of having a low self-esteem?
(p. 46-47)

Answers will vary

Myers - Chapter 02 #138

139. Discuss the evidence for the top-down view of self-esteem. From this perspective, how can we help people with low self-esteem?
(p. 51)

Answers will vary

Myers - Chapter 02 #139

140. What is learned helplessness? Apply this to an example that a student could face in a
(p. 52-53) university or classroom setting.

Answers will vary

Myers - Chapter 02 #140

141. Give an example of false consensus and an example of false uniqueness. Clearly label which
(p. 60-61) is which.

Answers will vary

Myers - Chapter 02 #141

142. Is the self-serving bias adaptive or maladaptive? Defend your view.
(p. 63-65.)

Answers will vary

Myers - Chapter 02 #142

c2 Summary

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