

2

Student: _____

1. How you look at the world depends on what you think of yourself, and what you think of yourself will influence how you look at the world.

True False

2. An individual's self-concept is based on the values of the individual's culture and community.

True False

3. Reflected appraisals are messages we give ourselves.

True False

4. Social comparisons are how we measure up to others.

True False

5. Most women gain more self-confidence from social comparisons than from reflected appraisals.

True False

6. An individual's self-perception is constant through the phases of development.

True False

7. An important step to making changes in your self-concept is to believe that your self-concept can change.

True False

8. In the context of mental maps and the territory they represent, the accuracy of your maps is a measure of your sanity.

True False

9. The perception process involves three parts: listening, absorbing, and reacting.

True False

10. Twisting and bending information out of shape is known as the process of deletion.

True False

11. Generalization involves drawing a principle from a set of facts and then applying that principle in the future.

True False

12. Culture, values, and beliefs are all examples of perceptual filters.

True False

13. To adjust to perceptual influences, a person should stay healthy, get rest, and exercise.

True False

14. When you believe something to be true, you are likely to find information that supports your belief.

True False

15. Which of the following is NOT a distinct element of an individual's self-concept?

- A. Reflected appraisals
- B. Social comparisons
- C. Self-perception
- D. Self-fulfilling prophecies

16. Parents, friends, and teachers tell us who we are through:

- A. scripts.
- B. social comparisons.
- C. reflected appraisals.
- D. self-fulfilling prophecies.

17. The way you see yourself is called:

- A. self-fulfilling prophecy.
- B. self-perception.
- C. self-concept.
- D. self-appraisal.

18. Women's self-confidence comes primarily from _____.

- A. their bodies
- B. achievements
- C. social comparisons
- D. connections and attachments

19. According to Annie Paul, the only way to change your self-esteem is to change:

- A. yourself.
- B. the way you look at the world.
- C. the feedback you get from other people.
- D. how you listen to the ideas and feelings of others.

20. To begin a program of personal change, the textbook recommends that you:

- A. start anywhere, but begin at once.
- B. wait until you have the time and energy to make changes.
- C. pick one area in which you would like to improve yourself.
- D. talk to friends and family members about what changes need to take place.

21. According to "the map is not the territory" concept, which of the following is true?

- A. Maps seldom if ever change.
- B. For personal growth to occur, maps need to be reorganized.
- C. For accuracy, you must only react to the territory outside your head.
- D. Your maps of reality accurately represent who you are at any given moment.

22. Whenever a person encounters new information, perception occurs in a(n) _____.

- A. dual-step perceptual process
- B. three-step perceptual process
- C. simple, one-step perceptual process
- D. innumerable-step perceptual process

23. Mental guidelines that supply impressions of the whole story, event, or person are referred to as:

- A. cognitive dissonances.
- B. cognitive schemata.
- C. generalizations.
- D. perceptual filters.

24. The feeling of imbalance that occurs when incoming sensory cues do not fit with other sensory cues or structures that you possess is called _____.

- A. distortion
- B. attribution
- C. cognitive dissonance
- D. deletion

25. Limitations that result from the narrowed lens through which you view the world define _____.

- A. deletions
- B. distortions
- C. generalizations
- D. perceptual filters

26. Self-concept and perception are largely:

- A. logical.
- B. rational.
- C. objective.
- D. subjective.

27. Which of the following was NOT mentioned in the text as a way to adjust to perceptual influences?

A. Avoid others

B. Be committed

C. Take more time

D. Be prepared to change

28. What is a reflected appraisal, and what is its significance?

29. What is a self-fulfilling prophecy? Explain how a self-fulfilling prophecy could be helpful or harmful.

30. What are the sources of social comparisons? Why are social comparisons important?

31. What is the difference between arriving at one's own self-concept via social comparisons and by reflected appraisals?

32. What role does gender play in the development of the self-concept?

33. Describe ways a person could improve his or her own self-concept. Where possible, include a personal account of such a technique you have personally employed.

34. Describe a situation in which discipline is more important than motivation.

35. What are some important understandings derived from Korzybski's theory that "a map is not the territory it represents"?

36. Describe the three steps of the perceptual process, and provide a personal example that reveals all three steps in action.

37. In the context of perceptions, what are the differences between deletions, distortions, and generalizations?

38. Provide an example of how you might use implicit personality theory.

39. Why do perceptual filters affect the accuracy of an individual's perception?

40. Describe several ways in which a person could adjust to perceptual influences.

2 Key

1. How you look at the world depends on what you think of yourself, and what you think of yourself will influence how you look at the world.
(p. 32)

TRUE

Hybels - Chapter 02 #1

2. An individual's self-concept is based on the values of the individual's culture and community.
(p. 35)

TRUE

Hybels - Chapter 02 #2

3. Reflected appraisals are messages we give ourselves.
(p. 35)

FALSE

Hybels - Chapter 02 #3

4. Social comparisons are how we measure up to others.
(p. 37)

TRUE

Hybels - Chapter 02 #4

5. Most women gain more self-confidence from social comparisons than from reflected appraisals.
(p. 39)

FALSE

Hybels - Chapter 02 #5

6. An individual's self-perception is constant through the phases of development.
(p. 38)

FALSE

Hybels - Chapter 02 #6

7. An important step to making changes in your self-concept is to believe that your self-concept can change.
(p. 40)

TRUE

Hybels - Chapter 02 #7

8. In the context of mental maps and the territory they represent, the accuracy of your maps is a measure of your sanity.
(p. 45)

TRUE

Hybels - Chapter 02 #8

9. The perception process involves three parts: listening, absorbing, and reacting.
(p. 46)

FALSE

Hybels - Chapter 02 #9

10. Twisting and bending information out of shape is known as the process of deletion.

(p. 49)

FALSE

Hybels - Chapter 02 #10

11. Generalization involves drawing a principle from a set of facts and then applying that principle in the future.

(p. 49)

TRUE

Hybels - Chapter 02 #11

12. Culture, values, and beliefs are all examples of perceptual filters.

(p. 50)

TRUE

Hybels - Chapter 02 #12

13. To adjust to perceptual influences, a person should stay healthy, get rest, and exercise.

(p. 52)

TRUE

Hybels - Chapter 02 #13

14. When you believe something to be true, you are likely to find information that supports your belief.

(p. 52)

TRUE

Hybels - Chapter 02 #14

15. Which of the following is NOT a distinct element of an individual's self-concept?

(p. 35)

- A. Reflected appraisals
- B. Social comparisons
- C. Self-perception
- D. Self-fulfilling prophecies

Hybels - Chapter 02 #15

16. Parents, friends, and teachers tell us who we are through:

(p. 35)

- A. scripts.
- B. social comparisons.
- C. reflected appraisals.
- D. self-fulfilling prophecies.

Hybels - Chapter 02 #16

17. The way you see yourself is called:

(p. 38)

- A. self-fulfilling prophecy.
- B. self-perception.
- C. self-concept.
- D. self-appraisal.

Hybels - Chapter 02 #17

18. Women's self-confidence comes primarily from _____.

(p. 39)

- A. their bodies
- B. achievements
- C. social comparisons
- D. connections and attachments

Hybels - Chapter 02 #18

19. According to Annie Paul, the only way to change your self-esteem is to change:

(p. 40)

- A. yourself.
- B. the way you look at the world.
- C. the feedback you get from other people.
- D. how you listen to the ideas and feelings of others.

Hybels - Chapter 02 #19

20. To begin a program of personal change, the textbook recommends that you:

(p. 42)

- A. start anywhere, but begin at once.
- B. wait until you have the time and energy to make changes.
- C. pick one area in which you would like to improve yourself.
- D. talk to friends and family members about what changes need to take place.

Hybels - Chapter 02 #20

21. According to "the map is not the territory" concept, which of the following is true?

(p. 45)

- A. Maps seldom if ever change.
- B.** For personal growth to occur, maps need to be reorganized.
- C. For accuracy, you must only react to the territory outside your head.
- D. Your maps of reality accurately represent who you are at any given moment.

Hybels - Chapter 02 #21

22. Whenever a person encounters new information, perception occurs in a(n) _____.

(p. 46)

- A. dual-step perceptual process
- B.** three-step perceptual process
- C. simple, one-step perceptual process
- D. innumerable-step perceptual process

Hybels - Chapter 02 #22

23. Mental guidelines that supply impressions of the whole story, event, or person are referred to as:

(p. 48)

- A. cognitive dissonances.
- B.** cognitive schemata.
- C. generalizations.
- D. perceptual filters.

Hybels - Chapter 02 #23

24. The feeling of imbalance that occurs when incoming sensory cues do not fit with other sensory cues or structures that you possess is called _____.
(p. 48)

- A. distortion
- B. attribution
- C. cognitive dissonance
- D. deletion

Hybels - Chapter 02 #24

25. Limitations that result from the narrowed lens through which you view the world define _____.
(p. 49)

- A. deletions
- B. distortions
- C. generalizations
- D. perceptual filters

Hybels - Chapter 02 #25

26. Self-concept and perception are largely:
(p. 52)

- A. logical.
- B. rational.
- C. objective.
- D. subjective.

Hybels - Chapter 02 #26

27. Which of the following was NOT mentioned in the text as a way to adjust to perceptual
(p. 52-53) influences?

- A. Avoid others
- B. Be committed
- C. Take more time
- D. Be prepared to change

Hybels - Chapter 02 #27

28. What is a reflected appraisal, and what is its significance?
(p. 35-36)

Answers will vary.

Hybels - Chapter 02 #28

29. What is a self-fulfilling prophecy? Explain how a self-fulfilling prophecy could be helpful or
(p. 36) harmful.

Answers will vary.

Hybels - Chapter 02 #29

30. What are the sources of social comparisons? Why are social comparisons important?

(p. 37)

Answers will vary.

Hybels - Chapter 02 #30

31. What is the difference between arriving at one's own self-concept via social comparisons and

(p. 35-37) by reflected appraisals?

Answers will vary.

Hybels - Chapter 02 #31

32. What role does gender play in the development of the self-concept?

(p. 39)

Answers will vary.

Hybels - Chapter 02 #32

33. Describe ways a person could improve his or her own self-concept. Where possible, include a

(p. 40-44) personal account of such a technique you have personally employed.

Answers will vary.

Hybels - Chapter 02 #33

34. Describe a situation in which discipline is more important than motivation.

(p. 43)

Answers will vary.

Hybels - Chapter 02 #34

35. What are some important understandings derived from Korzybski's theory that "a map is not
(p. 44-45) the territory it represents"?

Answers will vary.

Hybels - Chapter 02 #35

36. Describe the three steps of the perceptual process, and provide a personal example that
(p. 46-48) reveals all three steps in action.

Answers will vary.

Hybels - Chapter 02 #36

37. In the context of perceptions, what are the differences between deletions, distortions, and
(p. 48-49) generalizations?

Answers will vary.

Hybels - Chapter 02 #37

38. Provide an example of how you might use implicit personality theory.

(p. 49)

Answers will vary.

Hybels - Chapter 02 #38

39. Why do perceptual filters affect the accuracy of an individual's perception?

(p. 50-51)

Answers will vary.

Hybels - Chapter 02 #39

40. Describe several ways in which a person could adjust to perceptual influences.

(p. 51-53)

Answers will vary.

Hybels - Chapter 02 #40

2 Summary

	<u>Category</u>	<u># of Questions</u>
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