

Chapter 2

Perceiving the Self and Others

Multiple Choice

2.1.1

The study of perception is important because

- a. we always interact with similar people
- b. we assume our perceptions reflect reality
- c. there is a correct reality that needs to be acknowledged
- d. if we can communicate about a correct reality, we will have better relationships

ANS: B, p. 27, F, LO=2.1, (1)

2.1.2

_____ occurs when sense data is transmitted to the brain.

- a. interpretation
- b. selection
- c. organization
- d. perception

ANS: D, p. 28, F, LO=2.1, (1)

2.1.3

Which of the following statements is not true of the self-concept?

- a. the self-concept is primarily an individual phenomenon
- b. a mild put-down has the potential to adversely affect one's self-concept
- c. a person's self-concept can be health or unhealthy
- d. biologically influenced personality traits are a large part of our self-concept

ANS: A, p. 28, F, LO=2.1, (1)

2.1.4

Civility requires that we temper our desire for self-expression with

- a. respect for others
- b. responsibility
- c. self-control
- d. self-acceptance

ANS: C, p. 29, F, LO=2.2, (1)

2.1.5

_____ is the first stage of the perception process.

- a. Organization
- b. Vividness
- c. Salience
- d. Selection

ANS: D, p. 30, F, LO=2.3, (1)

2.1.6

_____ is the second stage of the perception process.

- a. Selection
- b. Interpretation
- c. Proximity
- d. Organization

ANS: D, p. 30, F, LO=2.3, (1)

2.1.7

Your ability to hear your name spoken in a conversation other people are having while you are engaged in your own conversation reflects the _____ aspect of perception.

- a. salience
- b. vividness
- c. figure-ground
- d. proximity

ANS: A, p. 30, A, LO=2.3, (2)

2.1.8

You have organized your personal library into genres such as nonfiction, biographies, romance novels, science fiction, etc. Your behavior is similar to the perception process that helps us organize information based on

- a. proximity
- b. similarity
- c. salience
- d. vividness

ANS: B, p. 32, A, LO=2.3, (2)

2.1.9

Our failure to notice small changes in our surroundings is due to the _____ aspect of the perception process.

- a. expectancy
- b. vividness
- c. salience
- d. figure-ground

ANS: A, p. 33, A, LO=2.3, (2)

2.1.10

Which statement is not true of stereotypes?

- a. they arise during the perception process
- b. they allow us to quickly organize information
- c. they are reflections of reality
- d. they are exaggerations

ANS: C, p. 31, F, LO=2.3, (1)

2.1.11

Which statement is not typical of men and communication?

- a. men tend to text for enjoyment
- b. men see conversation as a way to demonstrate power and position
- c. men use social networking sites to find information
- d. men see communication as a means to an end

ANS: A, p. 34, F, LO=2.3, (1)

2.1.12

You're driving down the freeway and you cut someone off. According to attribution theory, which statement are you most likely to make when you realize what you've done?

- a. I need to be more alert.
- b. Traffic is heavy today.
- c. I wish I were home.
- d. Gosh, I didn't see that car.

ANS: d, pp. 35-36, A, LO=2.4, (3)

2.1.13

You're driving down the freeway and someone cuts you off. According to attribution theory, which statement are you most likely to make in response?

- a. What a jerk! Watch where you're going.
- b. Gosh, I didn't see that car.
- c. Traffic is heavy today.
- d. I wish I were home.

ANS: a, pp. 35-36, A, LO=2.4, (3)

2.1.14

Your friend Melissa forgot your birthday. According to attribution theory, which statement are you most likely to think to in response?

- a. She must be really busy.
- b. It doesn't matter. I don't like birthdays, anyway.
- c. She knew it was important to me. She's a bad friend.
- d. Maybe I'll hear from her tomorrow.

ANS: c, pp. 35-36, A, LO=2.4, (3)

2.1.15

_____ theory argues that we tend to minimize personal responsibility for what we do poorly.

- a. Attribution
- b. Implicit personality
- c. Collectivist cultural
- d. Symbolic interactionism

ANS: A, pp. 35-36, F, LO=2.4, (1)

2.1.16

_____ theory argues that we tend to take more credit for what we've done than we probably deserve.

- a. Implicit personality
- b. Attribution

- c. Collectivist cultural
 - d. Symbolic interactionism
- ANS: B, pp. 35-36, F, LO=2.4, (1)*

2.1.17

_____ theory argues that we tend to assume people have many positive traits if we know that they have a few positive traits.

- a. Symbolic interactionism
- b. Attribution
- c. Collectivist cultural
- d. Implicit personality

ANS: D, p. 36, F, LO=2.4, (1)

2.1.18

You've interviewed someone for a job. The person is a perfect match of skills and enthusiasm for the position. In a background check, you discover that he or she was fired from a previous position because of an office affair. According to implicit personality theory, you will

- a. decide not to offer the person a position
- b. offer the position but make sure he or she knows you won't tolerate such behavior
- c. ask your friends what to do
- d. offer the position and hope for the best

ANS: A, p. 36, A, LO=2.4, (3)

2.1.19

Which statement is not true of collectivistic cultures?

- a. they expect to take care of their members
- b. friendships are long-lasting
- c. they believe people are responsible for their own misfortunes
- d. group memberships are limited

ANS: C, p. 37, F, LO=2.4, (1)

2.1.20

Which statement is not true of individualist cultures?

- a. members are self-reliant and competitive
- b. members believe they should be rewarded for personal achievement
- c. group membership is flexible
- d. friendships are long-lasting

ANS: D, p. 37, F, LO=2.4, (1)

2.1.21

Which statement is not true of co-cultures?

- a. they share the same values and beliefs as the dominant culture
- b. they are based on factors such as ethnicity and sexual orientation
- c. co-cultural beliefs can affect a work group's communication and sense of success
- d. their values and beliefs may be very different from the dominant culture

ANS: D, p. 38, F, LO=2.4, (1)

2.1.22

_____ is the degree to which you adjust your behavior to situational demands.

- a. Self-image
- b. Self-monitoring
- c. Self-esteem
- d. Self-concept

ANS: B, p. 39, F, LO=2.5, (1)

2.1.23 - 26

For the following statements, indicate whether it reflects a person's

- a. self-image
- b. self-esteem
- c. self-concept

2.1.23

I have been making quilts for 20 years.

ANS: A, pp. 38-41, A, LO=2.5, (1)

2.1.24

My students think I am a very good quilting teacher.

ANS: C, pp. 38-41, A, LO=2.5, (1)

2.1.25

I am very good at making quilts.

ANS: B, pp. 38-41, A, LO=2.5, (1)

2.1.26

I teach quilting at a local fabric store.

ANS: A, pp. 38-41, A, LO=2.5, (1)

2.1.27

Which of the following statements is not true of the relationship between social media, perception, and self-concept?

- a. the more friends a person has on Facebook, the more popular that person is perceived to be
- b. we can enhance our feelings of self-esteem by reviewing our Facebook profile
- c. people generally put socially desirable information about themselves on social networking sites
- d. we are not very deliberate about what we include on social networking sites

ANS: D, p. 40, F, LO=2.5, (1)

2.1.28

_____ theory argues that our view of ourselves is affected by the people with whom we communicate.

- a. Symbolic interactionism
- b. Attribution

- c. Collectivist cultural
- d. Implicit personality

ANS: A, p. 41, F, LO=2.5, (1)

2.1.29

_____ occurs when we respond positively to the high expectations others have of us.

- a. Social comparison
- b. Self-efficacy
- c. The halo effect
- d. The Pygmalion effect

ANS: D, p. 41, F, LO=2.5, (1)

2.1.30

Research indicates that _____ is an important determinant of our self-perception.

- a. social comparison
- b. self-efficacy
- c. the halo effect
- d. the Pygmalion effect

ANS: A, p. 41, F, LO=2.5, (1)

2.1.31

Belief in one's ability to handle different situations one might face is

- a. self-esteem
- b. self-concept
- c. self-image
- d. self-efficacy

ANS: D, p. 42, F, LO=2.5, (1)

2.1.32

A way to make sure we are not assuming everyone agrees with us is to use

- a. a perception check
- b. the Pygmalion effect
- c. a request for feedback
- d. self-monitoring

ANS: A, p. 44, F, LO=2.6, (1)

2.1.33 – 37

For the following statements, indicate whether it reflects a(n)

- a. fact
- b. inference
- c. request for feedback

2.1.33

You left hours ago.

ANS: A, pp. 44-45, A, LO=2.6, (2)

2.1.34

I thought you were only leaving for a few minutes. Is something wrong?

ANS: C, pp. 44-45, A, LO=2.6, (2)

2.1.35

What on earth have you been doing?

ANS: B, pp. 44-45, A, LO=2.6, (2)

2.1.36

Should I worry when you're gone longer than you say you will be?

ANS: C, pp. 44-45, A, LO=2.6, (2)

2.1.37

You've been gone three hours.

ANS: A, pp. 44-45, A, LO=2.6, (2)

True False

2.2.1

If our perception is accurate others' must be inaccurate.

ANS: False, p. 27, F, LO=2.1, (1)

2.2.2

If we have a healthy self-concept, the way others respond to us won't matter.

ANS: False, pp. 28-29, C, LO=2.1, (1)

2.2.3

A healthy self-concept consists of both positive and negative information about ourselves.

ANS: True, pp. 28-29, F, LO=2.1, (1)

2.2.4

A person must give up his or her right to self-expression in order to be civil.

ANS: False, p. 29, C, LO=2.2, (2)

2.2.5

Organization is the first step in the perception process.

ANS: False, p. 30, F, LO=2.3, (1)

2.2.6

Perception is affected by salience and vividness.

ANS: True, p. 30, F, LO=2.3, (1)

2.2.7

The concept of expectancy explains why you can read your term paper three times and miss a misspelled word or an incomplete sentence.

ANS: True, p. 33, A, LO=2.3, (1)

2.2.8

Stereotypes are an important part of the perception process.

ANS: True, p. 31, F, LO=2.3, (1)

2.2.9

Men and women use social networking sites for different reasons.

ANS: True, p. 34, F, LO=2.3, (1)

2.2.10

When you drive down the freeway and cut someone off, fundamental attribution theory predicts you'll say it's because you didn't see the other car rather than it's because you're an inattentive driver.

ANS: True, pp. 35-36, A, LO=2.4, (2)

2.2.11

The self-serving bias predicts that, when you do poorly on a test, you will say it's because you didn't study hard enough.

ANS: False, p. 36, A, LO=2.4, (2)

2.2.12

The reason that manufacturers use celebrity endorsements of their products is because they believe the Pygmalion effect will help sell their products.

ANS: False, p. 41, A, LO=2.4, (2)

2.2.13

Individualistic cultures are much less likely to blame an individual for being homeless.

ANS: False, pp. 37-38, A, LO=2.4, (2)

2.2.14

A person who joined a sorority or fraternity expecting that the group would come first and that she or he would be supported by and cared for by the group probably comes from a collectivist culture.

ANS: True, p. pp. 37-38, A, LO=2.4, (1)

2.2.15

A sub-culture is a group within a larger dominant culture that has its own values and beliefs.

ANS: False, p. 38, F, LO=2.4, (1)

2.2.16

Every talent we believe we possess positively impacts our self-esteem.

ANS: False, pp. 39-41, F, LO=2.5, (1)

2.2.17

People with over 1000 friends on Facebook are considered very popular.

ANS: False, p. 40, F, LO=2.5, (1)

2.2.18

Reviewing and editing your information on Facebook is a good way to start feeling depressed.

ANS: False, p. 40, F, LO=2.5, (1)

2.2.19

Social comparison predicts that if you take a motorcycle class and feel clumsy, you'll feel better if you can see someone who is riding more poorly than you are.

ANS: True, p. 41, A, LO=2.5, (1)

2.2.20

Role models are important in our lives because they increase our feelings of self-esteem.

ANS: True, p. 42, F, LO=2.5, (1)

2.2.21

When teachers tell you that they know you can perform at a much higher level than you currently are delivering, they are depending on the Pygmalion effect to improve your performance.

ANS: True, p. 41, A, LO=2.5, (1)

2.2.22

Other people's comments have no effect on our self-image.

ANS: False, p. 39, F, LO=2.5, (1)

2.2.23

People from the same culture generally perceive things similarly.

ANS: True, p. 37, F, LO=2.5, (1)

2.2.24

"I guess you're just too busy to help with the housework" is an appropriately stated perception check.

ANS: False, p. 44-45, A, LO=2.6, (1)

2.2.25

A perception check is independently verifiable by others.

ANS: False, p. 44, F, LO=2.6, (1)

| Short Answer

2.3.1

What is the self-concept? How is it formed?

ANS: Self-concept is how we perceive ourselves. It is formed through interaction with others, although there are some biological influences on it as well.

p. 28, F, LO=2.1, (1)

2.3.2

Identify and define the stages in the perception process.

ANS: Selection, organization, interpretation.

pp. 30-32, F, LO=2.3, (1)

2.3.3

Define *schema* and give three examples of schemas.

ANS: Mental templates that enable us to organize and classify stimuli into manageable groups or categories.

p. 30, A, LO=2.3, (2)

2.3.4

What is the fundamental attribution error? Describe a situation that reflects it.

ANS: Reasons for others' behavior overemphasize personal characteristics and underemphasize situational characteristics.

pp. 35-36, A, LO=2.4, (2)

2.3.5

What is the halo effect? Describe a situation that reflects it.

ANS: Our tendency to attribute more positive qualities to someone if we know he or she has some positive qualities.

p. 36, A, LO=2.4, (2)

2.3.6

Define *implicit personality theory* and give an example of how it might influence your behavior.

ANS: The assumption that we tend to perceive others based on a set of beliefs that tell us which characteristics relate to other characteristics.

p. 36, A, LO=2.4, (2)

2.3.7

Define *co-culture* and provide two specific examples of it.

ANS: Co-culture is a group within a larger dominant culture with its own values and beliefs, which are sometimes at odds with the larger culture.

p. 38, A, LO=2.4, (2)

2.3.8

Define *self-image* and *self-esteem* and explain how they are related to self-concept.

ANS: Self-image is the set of characteristics we think we possess; self-esteem is the value we place on those characteristics. Both make up self-concept.

pp. 39-41, F, LO=2.5, (1)

2.3.9

Explain how a person projects an image of himself or herself through the use of a social networking site such as Facebook. What kinds of things will influence others' perceptions?

ANS: The number of friends one has, descriptions one makes about oneself, and comments posted by others all influence perception. In addition, photos, colors, fonts, and language may influence perception.

p. 40, F, LO=2.5, (2)

2.3.10

Define *social comparison* and demonstrate how you might use it to inform your self-concept.

ANS: Social comparison is the process of comparing ourselves to others in order to see how we measure up. On consequential tasks, we see ourselves negatively if others perform better than us and we look to those performing more poorly to help bolster self-concept.

p. 41, A, LO=2.5, (2)

2.3.11

Define *self-efficacy* and describe the impact it has on our behavior.

ANS: Self-efficacy is the belief we have in our ability to manage prospective situations.

p. 42, A, LO=2.5, (2)

2.3.12

Identify the three elements of perception checking and demonstrate how you might use them in a particular situation you describe.

ANS: Description of sense data, interpretation of the data, request for feedback.

pp. 44-45, A, LO=2.6 (2)

| Essay

2.4.1

Explain why perception and self-concept are linked to civility. Your answer should include definitions of perception, self-concept, and civility.

Rubric:

Provides clear introduction to the question being answered	1 point
Defines each term in a way that reflects understanding	4 points
Articulates relationship to civility	4 points
Provides effective summary	<u>1 point</u>
Total	10 points

2.4.2

Briefly describe a friend of yours. Compare and contrast how attribution theory and implicit personality theory lead you to describe your friend in that way. Your answer should include definitions of the theories.

Rubric:

Provides clear introduction to the question being answered	1 point
Defines each theory in a way that reflects understanding	4 points
Applies each theory correctly	4 points

Provides effective summary
Total

1 point
10 points

2.4.3

Briefly describe your self-concept. Apply symbolic interactionism theory and explain how the processes of the Pygmalion effect and social comparison contributed to your self-concept. Your answer should include definitions of the theory and processes.

Rubric:

Provides clear introduction to the question being answered

1 point

Defines each theory in a way that reflects understanding

4 points

Applies each theory correctly

4 points

Provides effective summary

1 point

Total

10 points