

Use the following to answer questions 1-24:

### Matching

Match the concept, term, or theory with its correct response or definition.

- A. attachment anxiety
- B. attachment avoidance
- C. culture
- D. dismissive attachment
- E. embarrassment
- F. face
- G. fearful attachment
- H. gender
- I. interpersonal process model of intimacy
- J. intimacy
- K. looking-glass self
- L. mask
- M. preoccupied attachment
- N. secure attachment
- O. self
- P. self-awareness
- Q. self-concept
- R. self-disclosure
- S. self-discrepancy theory
- T. self-esteem
- U. self-fulfilling prophecies
- V. social comparison
- W. social penetration theory
- X. warranting value

1. The public self you want others to see and know.
2. The ability to view yourself as a unique person distinct from your surrounding environment.
3. The degree to which people fear rejection from their relationship partners.
4. The degree to which a person desires close interpersonal ties.

5. Observing and assigning meaning to others' behaviors and comparing them against your own.
6. Attachment style of a person who is high in both attachment anxiety and attachment avoidance.
7. Tending to behave in ways that ensure that an interaction will unfold as you predicted.
8. Comparing your ideal self and your ought self to determine your self-esteem.
9. An evolving composite of self-awareness, self-concept, and self-esteem.
10. The composite of social, psychological, and cultural attributes that characterize you as male or female.
11. Attachment style of a person who is low in both attachment anxiety and attachment avoidance.
12. Your overall perception of who you are.
13. Feelings of shame, humiliation, and sadness as a result of losing face.
14. The overall value, positive or negative, you assign your self.
15. An established, coherent set of beliefs, attitudes, values, and practices shared by a large group of people.
16. Defining your self-concept by thinking about how others see and evaluate you.
17. A public self designed to hide your private self.
18. The belief that we reveal ourselves in layers, like peeling away the layers of an onion.

19. Revealing private information about your self to others.
20. Attachment style of a person who is high in attachment anxiety yet low in attachment avoidance.
21. Attachment style of a person who is low in attachment anxiety but high in attachment avoidance.
22. Degree to which online information is supported by other people or evidence.
23. The feeling of closeness or “union” that exists between you and your partner.
24. The belief that the closeness we feel toward others is created through self-disclosure and the responsiveness of listeners to disclosure.

**True/False**

Please select whether the following statements are true (T) or false (F).

25. Your “face” is the self you only show yourself.
  - A) True
  - B) False
26. The process of social comparison can result in positive or negative self-esteem, depending on whether we compare favorably or unfavorably to others.
  - A) True
  - B) False
27. According to the Johari Window, the aspects of your self that are known to others but not to you are called the unknown area.
  - A) True
  - B) False

28. Social penetration refers to the gradual process of shedding layers of the self and increasing physical intimacy in interpersonal relationships.  
A) True  
B) False
29. Self-fulfilling prophecies can set both positive and negative events in motion.  
A) True  
B) False
30. If a child and his or her caregiver have a close, affectionate, and secure relationship, the child is likely to learn a secure attachment style.  
A) True  
B) False
31. People tend to disclose more quickly when interacting face-to-face than when interacting online.  
A) True  
B) False
32. The self is formed in infancy and remains fairly static over time.  
A) True  
B) False
33. According to self-discrepancy theory, the greater the discrepancy between your ideal and ought selves, the higher your self-esteem.  
A) True  
B) False
34. Gender is a composite of attributes learned through socialization, beginning at birth and continuing within families.  
A) True  
B) False
35. According to the social penetration theory, breadth refers to how personally or deeply you self-disclose.  
A) True  
B) False

36. Cooley's concept of the looking-glass self suggests that you form your self-concept by closely examining and evaluating yourself.  
A) True  
B) False
37. Gender refers to the biological state of having either male or female sexual organs.  
A) True  
B) False
38. Your public self is synonymous with your face.  
A) True  
B) False
39. If your ought self and ideal self are consistent with each other, you are likely to experience higher levels of happiness and self-esteem.  
A) True  
B) False
40. If your relational partner feels unlovable and unworthy, he or she may be experiencing attachment anxiety.  
A) True  
B) False
41. Your self-concept is based on the beliefs, attitudes, and values your significant other has about you.  
A) True  
B) False
42. Losing face can result in feelings of shame, humiliation, and embarrassment.  
A) True  
B) False
43. According to the social penetration theory, depth refers to the number of different aspects of self a relational partner reveals.  
A) True  
B) False

44. Self-disclosure is necessary to start and develop your personal relationships.  
A) True  
B) False
45. Self-awareness and self-esteem are synonymous.  
A) True  
B) False
46. Culture is an established, coherent set of attitudes, values, and practices held by an individual.  
A) True  
B) False
47. Intimacy refers to the degree of arousal one feels toward one's partner.  
A) True  
B) False
48. According to the Interpersonal Process Model of Intimacy, closeness is based solely on your self-disclosure to others.  
A) True  
B) False

### **Multiple Choice**

Please choose the correct response to the following statements.

49. Evaluative appraisals of your self are known as  
A) attitudes.  
B) values.  
C) beliefs.  
D) personal constructs.  
E) reflected appraisals.

50. If Mark has never had a long-term relationship because he reacts negatively to any perceived problem or “bump” in the relationship, what type of attachment style is Mark likely to have?
- A) secure
  - B) none of the options is correct
  - C) fearful
  - D) dismissive
  - E) preoccupied
51. Convictions that an individual holds to be true are called
- A) attitudes.
  - B) beliefs.
  - C) values.
  - D) personal constructs.
  - E) looking-glass self.
52. If you and your friend discuss many different topics but do so on a superficial level only, your self-disclosure has
- A) minimal breadth and depth.
  - B) great breadth and depth.
  - C) great breadth but little depth.
  - D) great depth but little breadth.
  - E) none of the options is correct
53. If you perceive yourself as professionally capable and do well in a job interview as a result, your experience exemplifies
- A) social comparison.
  - B) the looking-glass self.
  - C) self-discrepancy theory.
  - D) a self-fulfilling prophecy.
  - E) none of the options is correct
54. People with high self-esteem tend to exhibit which of the following?
- A) satisfaction in their personal relationships
  - B) leadership skills
  - C) academic ability
  - D) athleticism
  - E) all of the options are correct

55. According to the Johari Window, what “quadrant” of the self is known both to others and to the self?
- A) the unknown area
  - B) the known area
  - C) the hidden area
  - D) the public area
  - E) the blind area
56. Your self-concept is shaped by
- A) the labels others place on you.
  - B) your interactions with others.
  - C) your gender.
  - D) your family.
  - E) all of the options are correct
57. Which of the following represents an appropriate amount of self-disclosure at the very beginning of a relationship?
- A) little breadth and little depth
  - B) little breadth and great depth
  - C) great breadth and little depth
  - D) great breadth and great depth
  - E) none of the options is correct
58. Which of the following patterns of self-disclosure commonly characterizes an intimate personal relationship?
- A) little breadth and little depth
  - B) little breadth and great depth
  - C) great breadth and little depth
  - D) great breadth and great depth
  - E) none of the options is correct
59. Kyle avoids close, long-term relationships, yet exhibits little anxiety. What attachment style best describes him?
- A) secure attachment
  - B) dismissive attachment
  - C) preoccupied attachment
  - D) fearful attachment
  - E) none of the options is correct



60. According to the Johari Window, what “quadrant” of the self is known to others but unknown to the self?
- A) the open area
  - B) the blind area
  - C) the hidden area
  - D) the closed area
  - E) the unknown area
61. Which of the following statements best exemplifies the influence the looking-glass self has on your self-concept?
- A) My mom tells me I am the best little boy in the world and I believe her.
  - B) I am a son and a student.
  - C) I think Olivia is the smartest student in the class besides me.
  - D) I am an extroverted people person.
  - E) none of the options is correct
62. Which of the following is NOT typically a part of a female's lifelong gender socialization process?
- A) femininity
  - B) sensitivity
  - C) nurturance
  - D) competitiveness
  - E) compassion
63. Which of the following is a potential risk of self-disclosure?
- A) It helps manage personal stress and anxiety.
  - B) It is irreversible.
  - C) It helps to develop relationships.
  - D) It increases psychological health.
  - E) none of the options is correct
64. According to self-discrepancy theory, we feel happiest when
- A) our self-concept matches our ideal and ought selves.
  - B) our self-concept exceeds our ideal and ought selves.
  - C) there is a great discrepancy between our ideal and ought selves.
  - D) we perceive our self-concept to be inferior to our ideal and ought selves.
  - E) none of the options is correct

65. According to the Johari Window, what “quadrant” of the self is unknown to others but known to the self?
- A) the open area
  - B) the blind area
  - C) the hidden area
  - D) the closed area
  - E) the unknown area
66. Enduring principles that govern your behavior are called
- A) attitudes.
  - B) values.
  - C) beliefs.
  - D) personal constructs.
  - E) masks.
67. Which of the following characteristics is typical of a male's lifelong gender socialization process?
- A) independence
  - B) competitiveness
  - C) assertiveness
  - D) masculinity
  - E) all of the options are correct
68. Jacqueline fears rejection and worries that her boyfriend will leave her. What attachment style is she experiencing?
- A) fearful attachment
  - B) secure attachment
  - C) dismissive attachment
  - D) preoccupied attachment
  - E) none of the options is correct
69. If a Hollywood actor is gay but keeps his sexual orientation a secret, which strategy is he using to maintain his public self?
- A) face
  - B) mask
  - C) hidden self
  - D) closed self
  - E) none of the options is correct

70. Which of the following is a strategy for maintaining or saving face?
- A) using words and actions consistent with the face you are presenting
  - B) using communication that complements your face
  - C) using communication consistent with others' perceptions of you
  - D) using communication that is reinforced by objects or events in the context at hand
  - E) all of the options are correct
71. When communicating online, you should
- A) remain aware of your face.
  - B) remember that viewers tend to perceive you based upon your intended self-perception.
  - C) never present a mask.
  - D) never presume the gender of someone you are communicating with.
  - E) all of the options are correct
72. Which of the following serves as an effective metaphor for the social penetration theory?
- A) broccoli
  - B) asparagus
  - C) carrot
  - D) cucumber
  - E) onion
73. According to the social penetration theory, at which layer is a person's attitudes, beliefs, and opinions disclosed?
- A) the peripheral layer
  - B) the intermediate layer
  - C) the central layers
  - D) the outer layer
  - E) the innermost layer
74. According to the social penetration theory, at which layer is a person's values, self-concept, and personality revealed?
- A) the peripheral layer
  - B) the intermediate layer
  - C) the central layer
  - D) the outer layer
  - E) the innermost layer

75. Mike shares intimate details about his romantic relationship with people he's just met. According to the Johari Window, Mike has a relatively large
- A) ego.
  - B) blind area.
  - C) hidden area.
  - D) unknown area.
  - E) public area.
76. A relational partner with a preoccupied attachment style may be characterized by
- A) high anxiety.
  - B) low avoidance.
  - C) a desire for closeness.
  - D) a fear of rejection.
  - E) all of the options are correct
77. According to the Johari Window, what “quadrant” of the self is unknown to others and the self?
- A) the open area
  - B) the blind area
  - C) the hidden area
  - D) the closed area
  - E) the unknown self
78. According to the social penetration theory, if someone is only comfortable disclosing his or her favorite foods, restaurants, bands, or hobbies, which layer of the self is shared?
- A) peripheral layer
  - B) intermediate layer
  - C) core layer
  - D) central layer
  - E) external layer
79. Self-concept can best be characterized as
- A) perceptions we have about ourselves.
  - B) static, unchanging over time.
  - C) always positive.
  - D) always negative.
  - E) none of these options is correct

80. Which of the following statements is TRUE about the self?
- A) The self is composed of attitudes, values, and beliefs.
  - B) The self is influenced by life experiences.
  - C) The self is composed of self-awareness.
  - D) The self is composed of self-esteem.
  - E) all of the options are correct
81. Which of the following may increase your self-esteem?
- A) establishing consistency between your ought and ideal selves
  - B) living in an appearance-obsessed culture
  - C) revising and redefining unrealistic standards you've set for your self
  - D) engaging in social comparison
  - E) both A and C are correct
82. The chapter's opening anecdote about Eric Staib illustrates what component of self-concept?
- A) looking-glass self
  - B) social comparison
  - C) ideal self
  - D) ought self
  - E) none of the options is correct
83. Our self-esteem is likely to
- A) increase as we decrease differences between our ought and ideal selves.
  - B) decrease as we increase differences between our ought and ideal selves.
  - C) stay the same as long as we align our ought and ideal selves.
  - D) increase once we find our ideal self.
  - E) increase only if we live in an appearance-obsessed culture.
84. While at the park with friends, Mia boasts about what a good gymnast she was when growing up. When she attempts to show off her cartwheel, she fails and falls to the ground. What is Mia likely to experience as a result?
- A) individualism
  - B) losing face
  - C) embarrassment
  - D) both B and C are correct
  - E) none of the options is correct

85. According to the social penetration theory, a person's age, sex, race, or ethnicity is represented by
- A) the peripheral layer
  - B) the intermediate layer
  - C) the central layer
  - D) the outer layer
  - E) the innermost layer
86. Culture can be defined as
- A) the values held by a small group of people.
  - B) the collective sense of self shared by a large group of people.
  - C) your sexual orientation and age.
  - D) both A and B are correct
  - E) none of the options is correct
87. Which of the following is NOT a usual characteristic of online masks?
- A) Men are more likely to present themselves as expert.
  - B) Women are more likely to present themselves as expert.
  - C) Women are more likely to offer supportive messages.
  - D) Men are more likely to answer questions.
  - E) Women are more likely to make others feel welcome.
88. What are some ways you can improve your self-disclosure?
- A) Know your self.
  - B) Know others.
  - C) Be sensitive to cultural differences.
  - D) Gradually disclose intermediate and central aspects of your self.
  - E) all of the options are correct
89. Which of the following is a common practice on social networking and dating sites?
- A) selective self-presentation
  - B) using a mask
  - C) accentuating positive characteristics
  - D) gender swapping
  - E) all of the options are correct

90. A self-fulfilling prophecy occurs when
- A) thinking and believing decrease the likelihood of an event.
  - B) predictions lead you to behave in ways that ensure the predictions come true.
  - C) you fail to live up to the labels others place on you.
  - D) you fail to act as others expect.
  - E) none of the options is correct
91. People with large hidden areas, as depicted in the Johari Window, typically
- A) fear rejection.
  - B) do not want to learn about the people they interact with.
  - C) expect acceptance.
  - D) do not withhold aspects of themselves.
  - E) none of the options is correct
92. Which of the following statements suggests that your self-concept is influenced by the labels others put on you?
- A) My father always said I was the black sheep of the family.
  - B) I see myself as a student, worker, and son.
  - C) I am happy with myself.
  - D) I am an extroverted person.
  - E) none of the options is correct
93. Which of the following does NOT influence the self?
- A) face
  - B) culture
  - C) family
  - D) gender
  - E) none of the options is correct
94. Which of the following is NOT true of self-disclosure?
- A) People tend to disclose more quickly online than face-to-face.
  - B) Self-disclosure increases mental health and relieves stress.
  - C) Euro-Americans tend to disclose less than Hispanics.
  - D) Women disclose more than men.
  - E) Keeping problems to yourself can cause problems.

95. If Chloe and her partner Sam work together to competently confront any problems in their relationship, it is likely that they have what type of attachment style?
- A) secure
  - B) fearful
  - C) dismissive
  - D) preoccupied
  - E) all of the options are correct
96. Which of the following is TRUE about self-concept?
- A) It is difficult to change.
  - B) It is composed of attitudes.
  - C) It is composed of beliefs.
  - D) It is composed of values.
  - E) all of the options are correct
97. Your culture can include
- A) your age.
  - B) your gender.
  - C) your sexual orientation.
  - D) your religion.
  - E) all of the options are correct
98. If you have a secure attachment style, you are more likely
- A) to develop stable relationships.
  - B) to be in the majority.
  - C) to be more trusting.
  - D) to have high self-esteem.
  - E) all of the options are correct
99. If your friend declares that “dishonoring and disrespecting your mother is just plain wrong,” his statement is an example of
- A) an attitude.
  - B) a belief.
  - C) a value.
  - D) a personal construct.
  - E) the looking-glass self.



**Short Answer**

Briefly respond to the following questions in full sentences.

100. How might interactions with others impact your self-concept?
101. How does self-esteem impact interpersonal communication?
102. Explain the difference between self-esteem and self-concept.
103. Identify the benefits of self-disclosure.
104. Identify the risks of self-disclosure.
105. What are the three components of self?
106. Our self-esteem is composed of what two mental standards?
107. Identify the two primary components of the social penetration theory.
108. Identify a country with an individualistic culture and a country with a collectivistic culture.
109. What is gender?
110. Explain how self-fulfilling prophecies work, and give an example of how they might impact your academic performance.
111. What are some ways to improve your self-esteem?
112. Explain how low self-esteem can spawn a vicious cycle.

113. How can warranting value enhance one's online persona?

114. How can “the interview test” help protect one's online persona?

### **Essay**

Please respond to the following questions in paragraph form.

115. Explain the social penetration theory, and provide an example of how it impacts self-disclosure in interpersonal relationships.

116. Describe the Johari Window, identifying and giving an example of each quadrant.

117. Differentiate between an online description that has low warranting value and one that has high warranting value.

118. Discuss the overall value of self-disclosure in personal relationships. Compare and contrast both the benefits and risks of engaging in self-disclosure.

119. Explain attachment theory. Be sure to identify and give examples of the four different attachment styles.

120. What are some ways you can increase your self-disclosure competency?

## Answer Key

1. F. face
2. P. self-awareness
3. A. attachment anxiety
4. B. attachment avoidance
5. V. social comparison
6. G. fearful attachment
7. U. self-fulfilling prophecies
8. S. self-discrepancy theory
9. O. self
10. H. gender
11. N. secure attachment
12. Q. self-concept
13. E. embarrassment
14. T. self-esteem
15. C. culture
16. K. looking-glass self
17. L. mask
18. W. social penetration theory
19. R. self-disclosure
20. M. preoccupied attachment
21. D. dismissive attachment
22. X. warranting value
23. J. intimacy
24. I. interpersonal process model of intimacy
25. B
26. A
27. B
28. B
29. A
30. A
31. B
32. B
33. B
34. A
35. B
36. B
37. B
38. A
39. A
40. A
41. B
42. A
43. B
44. A

- 45. B
- 46. B
- 47. B
- 48. B
- 49. A
- 50. E
- 51. B
- 52. C
- 53. D
- 54. E
- 55. D
- 56. E
- 57. A
- 58. D
- 59. B
- 60. B
- 61. A
- 62. D
- 63. B
- 64. A
- 65. C
- 66. B
- 67. E
- 68. A
- 69. B
- 70. E
- 71. E
- 72. E
- 73. B
- 74. C
- 75. E
- 76. E
- 77. E
- 78. B
- 79. A
- 80. E
- 81. E
- 82. A
- 83. A
- 84. D
- 85. A
- 86. D
- 87. B
- 88. E
- 89. E
- 90. B

- 91. A
- 92. A
- 93. A
- 94. C
- 95. A
- 96. E
- 97. E
- 98. E
- 99. C
- 100. You tend to see yourself through others' perceptions of you, a concept known as the looking-glass self.
- 101. Low self-esteem may result in negative interactions with others; high self-esteem may result in positive interactions with others.
- 102. Self-esteem is how we evaluate our self-concept; self-concept is how we perceive ourselves.
- 103. Self-disclosure can increase intimacy in relationships and promote the mental health of the person disclosing.
- 104. Disclosing information can hurt the discloser, another person, or a relationship and/or make the receiver feel uncomfortable.
- 105. The three components of self are self-awareness, self-concept, and self-esteem.
- 106. Self-esteem is composed of the ideal self and the ought self.
- 107. The two components of social penetration theory are depth and breadth of self-disclosure.
- 108. The United States is individualistic; Taiwan is collectivistic.
- 109. Gender is the composite of attributes that characterize us as male or female, learned through socialization.
- 110. Our thoughts and beliefs about how events will unfold can help bring about those events as we predicted; in short, if we think we will do well in school, we probably will (the opposite is also true).
- 111. Some ways to improve self-esteem are to think positively, associate with confirming significant others, reduce discrepancy between ideal and ought selves, and set reasonable standards for yourself.
- 112. As Figure 2.1 on page 29 shows, negative beliefs lead to low self-esteem, which further fuels initial negative beliefs.
- 113. Warranting value is used to determine the degree to which information presented about someone is corroborated by other people and outside evidence. In short, what others say about you online is more important than what you say about yourself.
- 114. Before disclosing, one can rhetorically ask, "Would I feel comfortable disclosing this information in a job interview?"
- 115. Using the metaphor of the onion, disclosure occurs incrementally, penetrating more deeply into the layers toward intimacy, and includes peripheral, intermediate, and central layers of self. Self-disclosure increases in both depth and breadth.
- 116. The Johari Window defines four quadrants: (1) the public area, known to you and others; (2) the blind area, known to others but not to you; (3) the hidden area, known to you but hidden from others; and (4) an unknown area, unknown both to you and to others.

117. Information has low warranting value when it isn't supported by others and can't be verified offline. It may only be presented by the author. Information has high warranting value when it is authored by others and can be verified by off- and online sources. This information may also be presented by the author, but it is consistent with other sources.
118. The benefits of self-disclosure are increased mental health and stability, closeness to others, and increased relational intimacy; the risks are that information disclosed can hurt or be used against you.
119. Attachment theory is based on two dimensions, attachment anxiety and attachment avoidance. Attachment anxiety is the amount of fear of rejection a person experiences in relationships with others. Attachment avoidance is how much one desires close interpersonal relationships. There are four attachment styles: (1) Secure attachment involves low anxiety and avoidance. People with this style seek close, intimate relationships with others. (2) Those with preoccupied attachment have a high level of anxiety and a low level of avoidance. They want intimacy but have a high fear of rejection. (3) Those with the dismissive attachment style show low anxiety yet high avoidance. They view close relationships as relatively unimportant and prize self-reliance. (4) Those with fearful attachment have both high anxiety and high avoidance. They fear rejection and avoid relationships.
120. You can increase competency if you know your self and your audience; don't force self-disclosure; disclose gradually; don't presume gender differences; and are sensitive to cultural differences.