

Chapter 2

The Self in Human Relations Total Assessment Guide (T.A.G)

Topic	Question Type	Factual	Conceptual	Applied
The First Steps: Defining and Understanding the Self	Multiple Choice	1, 5, 9, 13, 15, 16, 19-24, 26, 31, 33, 35, 37, 40-43, 46, 47, 49, 54	2-4, 11, 12, 14, 28, 29, 30, 44, 50-53	7, 8, 27, 32, 36, 39, 56
	True/False	18, 25, 34, 38, 45, 55	6, 10, 17, 48, 57	
	Essay	E2	E1	
Developing Self-Knowledge	Multiple Choice	58, 59, 62-64, 66-69	65, 72, 75	60, 70, 73
	True/False	61	74	71
	Essay	E3		
Self-Presentation: How (and How Much) We Show	Multiple Choice	79		76-78, 80
	True/False			
	Essay			
The Self Throughout Adulthood	Multiple Choice	81, 82, 86, 89, 91, 92, 96	85, 87	83, 84, 93-95
	True/False	88, 90, 97		
	Essay		E4	

Chapter 2 – Quick Quiz

1. We are more likely to incorporate new information into our self-concept so we can grow as individuals.
 - a. True.
 - b. False.
2. According to Matsumoto (2000), _____ of collectivists' self-descriptors relate to their social groups.
 - a. 20%
 - b. 40%
 - c. 60%
 - d. 80%
3. Regardless of whether you are from an individualistic or a collectivistic culture, feeling good about oneself is derived from acting in ways that support cultural _____.
 - a. norms
 - b. self-concepts
 - c. emotions
 - d. selves
4. Two types of self-esteem are _____.
 - a. stable and unstable
 - b. continuous and discontinuous
 - c. trait and state
 - d. specific and general
5. _____ involves giving positive regard and acceptance at all times and in all situations.
 - a. Conditional positive regard
 - b. Positive reinforcement
 - c. Operant conditioning
 - d. Unconditional positive regard
6. Comparing oneself to others at a much higher or much lower level than ourselves leads to inaccurate results.
 - a. True
 - b. False
7. The _____ is a visual representation of the parts of yourself that are known to you and known to others.
 - a. self-concept
 - b. Sahara door
 - c. Johari window
 - d. chi square table

8. Becky presents a vivacious, bubbly personality when she is out with acquaintances but a more serious, subdued self when alone. Respectively, these two selves are called _____ and _____.

- a. personality 1; personality 2
- b. private self; public self
- c. public self; private self
- d. outward self; inward self

9. The best way to integrate self-monitoring into your own ability to interact with others is to examine _____ and consider the effectiveness.

- a. others' abilities to self-monitor
- b. the context and determine whether you should self-monitor
- c. your own self-monitoring
- d. your parents' self-monitoring

10. The _____ is/are characterized by a sense of inner harmony, usually a result of a sense of living in a manner consistent with one's ideal self.

- a. age of mastery
- b. flaming fifties
- c. serene sixties
- d. sage seventies

Chapter 2 – Quick Quiz Answer Key

1. Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

2. Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Difficult

3. Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

4. Answer: c

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

5. Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

6. Answer: a

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Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

7. Answer: c

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Topic: The Johari Window

Question Type: Factual; Difficulty Level: Easier

8. Answer: c

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Topic: The Public Self and Private Self

Question Type: Applied; Difficulty Level: Moderate

9. Answer: c

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Topic: Self-Monitoring

Question Type: Applied; Difficulty Level: Moderate

10. Answer: a
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Topic: Self Throughout Adulthood
Question Type: Factual; Difficulty Level: Moderate

Chapter 2
The Self in Human Relations
Test Bank

1. The _____ is the sum total of who and what you are.
- a. self-esteem
 - b. self-awareness
 - c. self-efficacy
 - d. self

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

2. Which of the following descriptors is NOT an aspect of self-concept.
- a. social roles
 - b. values and beliefs
 - c. interests and hobbies
 - d. unconscious beliefs

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

3. Jason describes himself as a student who likes foreign films, thinks education is important, and is open-minded. Which of these descriptors is an example of a trait?
- a. student
 - b. open-minded
 - c. likes foreign films
 - d. thinks education is important

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

4. Jean describes herself as a student who likes to cook, thinks family is important, and is stubborn. Which of these descriptors is an example of a value or a belief?
- student
 - likes to cook
 - thinks family is important
 - stubborn

Answer: c

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

5. To organize information about the self, we use _____.
- self-esteem
 - self-concept
 - self-enhancement
 - self-identity

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Moderate

6. We are more likely to incorporate new information into our self-concept so we can grow as individuals.*
- True
 - False

Answer: b

Page(s) in Text: 35

Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

7. Sandra's mother applauds her daughter's success in school, especially in chemistry, despite all of her involvement in extracurricular activities. She did comment, however, that Sandra waited until the last minute to study for her recent exam. According to self-verification theory, if Sandra perceives herself as a well-organized student who does well in school, which information from her mother is she LEAST likely to retain?
- Sandra is good in school.
 - Sandra is good in chemistry.
 - Sandra is involved in extra curricular activities.
 - Sandra waited until the last minute to study.

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Applied; Difficulty Level: Difficult

8. Since Nathan was a child, he has always considered himself a terrific singer. Parents and friends have reinforced his perceptions. After trying out for a national singing contest, the judges emphatically said NO! Which of the following concepts best explains why Nathan has a hard time believing the truth?
- the self
 - self-verification
 - self-concept
 - culture.

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Applied; Difficulty Level: Difficult

9. The basic human need to feel good about ourselves is also known as _____.
- possible selves
 - self-verification
 - self-concept
 - self-enhancement

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

10. We maintain a positive sense of self by gravitating toward environments that support these positive evaluations because they involve things we are good at.

- a. True
- b. False

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

11. In Kyle's future, he sees himself as a first-rate quarterback and practices every chance he gets. This perception of himself as a great quarterback is an example of a _____.

- a. self-concept
- b. self-enhancement
- c. possible self
- d. self-esteem

Answer: c

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

12. Sandra's success in school comes from hours of study. Sandra knows if she doesn't study, the chances of getting a scholarship are slim. Instead of college, she'll continue working part time at a local fast-food restaurant. The perception of knowing what can happen is _____.

- a. self-concept
- b. self-enhancement
- c. possible self
- d. self-esteem

Answer: c

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

13. People from individualistic cultures describe themselves _____.
- a. in relation to others
 - b. distinct from others
 - c. only in abstract terms
 - d. interdependently

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

14. Jackie's description of himself involves connectedness to social groups (i.e., brother, member of the football team, etc.). He is probably from a _____ culture.
- a. individualistic
 - b. collectivistic
 - c. high power distance
 - d. low power distance

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

15. For individualists, self-concept descriptions are primarily _____.
- a. personality traits.
 - b. relationships with others
 - c. context-dependent
 - d. family oriented

Answer: a

Page(s) in Text: 36-37

Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

16. According to Matsumoto (2000), _____ of collectivists' self-descriptors relate to their social groups. *
- a. 20%
 - b. 40%
 - c. 60%
 - d. 80%

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Difficult

17. When it comes to self-concept, collectivistic cultures value self-enhancement over self-improvement.

- a. True
- b. False

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Difficult

18. Self-esteem has been defined as the difference between your self-concept and your ideal self.

- a. True
- b. False

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

19. _____ is/are the emotional component of the self.

- a. Self-concept
- b. Self-esteem
- c. Self-descriptors
- d. Possible self

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

20. According to Mark Leary, self-esteem _____.

- a. describes positive and negative possible selves
- b. is our tendency to seek out information consistent with our self-concept
- c. acts as a gauge that measures the levels of acceptance a person feels
- d. is a relatively stable set of beliefs you have about yourself

Answer: c

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Difficult

21. _____ suggests that self-esteem acts as a gauge or monitor that measures the level of acceptance a person feels from his or her environment.

- a. Self-esteem
- b. Positive regard
- c. Self-efficacy
- d. Sociometer theory

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

22. When relations are difficult or strained, or the individual is not feeling supported or accepted, the sociometer indicates a(n) _____.

- a. high self-esteem
- b. low self-esteem
- c. accurate self-concept
- d. inaccurate self-concept

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

23. Sociometer theory suggests that _____.

- a. each relationship has its own sociometer
- b. multiple relationships share the same sociometer
- c. relationships seem uniformly positive or uniformly negative
- d. sociometers are unrelated to self-esteem

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Difficult

24. According to Brown (1998), self-esteem can serve as a measure of our sense of meaning in life. This is also known as _____.
- a. unconditional positive regard
 - b. mastery
 - c. self-concept
 - d. self-control

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

25. As children, the first information that influences our self-esteem is from the environment.
- a. True
 - b. False

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

26. _____ involves giving positive regard and acceptance at all times and in all situations.*
- a. Conditional positive regard
 - b. Positive reinforcement
 - c. Operant conditioning
 - d. Unconditional positive regard

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

27. On a recent shopping trip with his mother, Devin stole a candy bar from a local store. After Mom explained why she was disappointed, she also let him know she still loved him. This is an example of _____.
- a. mastery
 - b. unconditional positive regard
 - c. conditional positive regard.
 - d. self-efficacy

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Applied; Difficulty Level: Moderate

28. Marty's dad expresses his love and delight whenever Marty brings home good grades on his report cards. On those rare occasions Marty brings home bad grades, his dad expresses extreme disappointment, often refusing to talk to his son. According to Rogers, this is an example of _____.

- a. mastery.
- b. unconditional positive regard.
- c. conditional positive regard.
- d. self-esteem.

Answer: c

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

29. Mrs. Meyers is worried about young Josh's grades and his lack of motivation. If she wants to encourage his success while assisting in the development of self-esteem, according to Rogers the best strategy is _____.

- a. unconditional positive regard
- b. conditional positive regard
- c. physical punishment
- d. modeling good study habits

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Difficult

30. Which of the following is NOT a myth about self-esteem?

- a. Self-esteem improves school performance.
- b. High self-esteem can reduce the risk of health problems.
- c. High self-esteem prevents children from experimenting with risky behavior.
- d. Self-esteem improves social relationships.

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

31. Which of the following strategies can best influence self-esteem?
- giving constant compliments regardless of performance
 - providing honest feedback and specific skills development
 - providing ego boosters
 - criticizing negative performance

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

32. Hillary wants to join the cheerleading squad but is concerned her skills aren't good enough. What is the best way her mom can encourage her?
- reinforce her efforts no matter how small
 - provide honest feedback and help her find a dance coach
 - point out the mistakes in her tryout routine
 - provide constant praise

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Applied; Difficulty Level: Difficult

33. Two types of self-esteem are _____.*
- stable and unstable
 - continuous and discontinuous
 - trait and state
 - specific and general

Answer: c

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

34. Although self-esteem fluctuates in childhood, it fluctuates even more throughout adolescence and adulthood.
- True
 - False

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

35. _____ is the type of self-esteem that fluctuates.

- a. State
- b. Trait
- c. Stable
- d. Personal

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

36. Galen has always perceived himself as open-minded. This is an example of _____ self-esteem.

- a. state
- b. trait
- c. stable
- d. personal

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Applied; Difficulty Level: Moderate

37. We all have a _____ level or internal “set point” of self-esteem.

- a. state
- b. trait
- c. unstable
- d. baseline

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

38. Possible selves contribute to the stability of our self-esteem because self-complexity buffers the effects of negative experiences.

- a. True
- b. False

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Difficult

39. Mr. and Mrs. Connors are approaching retirement. Mrs. Connors is excited because during this time in her life she will be able to focus on gardening, volunteer work, painting, and her grandchildren. Mr. Connors is apprehensive because he will no longer be working at his much-loved job. The difference in their expectations for retirement may lie in the presence of _____.

- a. possible selves
- b. unconditional positive regard
- c. culture
- d. stress-related illness

Answer: a

Page(s) in Text: 41-42

Topic: The First Steps: Defining and Understanding the Self

Question Type: Applied; Difficulty Level: Moderate

40. For _____, the path to self-esteem involves personal achievement.

- a. individualists
- b. collectivists
- c. men
- d. women

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

41. For _____, self-esteem is achieved by acting in ways that support one's social groups.

- a. collectivists
- b. individualists
- c. cross-culturalists
- d. males

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

42. Regardless of whether you are from an individualistic or a collectivistic culture, feeling good about oneself is derived from acting in ways that support cultural _____.*

- a. norms
- b. self-concepts
- c. emotions
- d. selves

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

43. The extent to which we believe we are capable of achieving our goals is known as _____.

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

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

44. Morris has his heart set on going to graduate school. He has been motivated to work harder in classes and research. He has also been working after school to earn extra money. Through his actions we can assume Morris is high in _____.

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

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Difficult

45. The true key to improvement in self-efficacy is having an accurate sense of exactly what you need to do, not the confidence you can do it.

- a. True
- b. False

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

46. Bandura believed children could be taught self-efficacy by _____.

- a. indiscriminate praise
- b. consistent but thoughtful criticism
- c. helping them set high but achievable goals
- d. helping them set such high goals they cannot reach them

Answer: c

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Easier

47. According to Hughes and Demo (1989), African Americans who report having faced racial discrimination _____.

- a. have lower self-efficacy beliefs
- b. have the same self-efficacy beliefs as those who haven't faced racial discrimination
- c. have higher self-efficacy beliefs from overcoming adversity
- d. perform better in school

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Moderate

48. Self-efficacy seems more highly valued in collectivistic culture.

- a. True
- b. False

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

49. In individualistic cultures, self-efficacy is achieved by mastery typically resulting from _____.

- a. collaborative efforts within the group
- b. successful control of the group
- c. interdependence
- d. valuing the relationships among group members over individual success

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Moderate

50. Asking the question, “Who am I?” is most typical of _____.

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

Answer: c

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

51. Aidan wants to be a competitive swimmer so he asks his coach, “What can I do to be the best?” This question is most typical of _____.

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

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

52. Chantal has been dating Eric for a year despite her parents' and friends' disapproval. She knows he is verbally abusive but also thinks he truly loves her. She often asks herself, "Do I deserve better?" "How valuable am I?" This last question is an example of _____.

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

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

53. Because Cheryl values her family more than personal success, we can say her behavior is more typical of a _____ culture.

- a. individualistic
- b. collectivistic
- c. high uncertainty avoidance
- d. low uncertainty avoidance

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

54. In collectivistic cultures, social situations are perceived as opportunities to _____.

- a. influence and master others
- b. increase uncertainty avoidance
- c. decrease uncertainty avoidance
- d. develop or strengthen relationships

Answer: d

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Moderate

55. According to Ottingen (1995), children in low uncertainty avoidance cultures felt greater control and more optimism about their academic abilities.

- a. True
- b. False

Answer: a

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Factual; Difficulty Level: Moderate

56. Crystal is trying to decide whether she should take a job in a large city or a small town. While reflecting on the decision, she realizes she dislikes the fast-paced crowds and noise associated with cities and enjoys the quiet of slower towns. To make her decision, Crystal relied on _____.

- a. self-verification
- b. self-knowledge
- c. self-esteem.
- d. self-speak

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Applied; Difficulty Level: Moderate

57. The more accurate your self-knowledge, the more difficult it is to understand your influences on others and their influences on you.

- a. True
- b. False

Answer: b

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Topic: The First Steps: Defining and Understanding the Self

Question Type: Conceptual; Difficulty Level: Moderate

58. Development of self-knowledge relies on continually _____.

- a. maintaining our self-concept even if it isn't accurate
- b. examining the accuracy of our self-concept
- c. including all information from our self-concept; including inaccurate or outdated characteristics
- d. avoiding new information so that our self-concept remains stable

Answer: b

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Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

59. _____ involves evaluating yourself based on how you think you compare to others.

- a. Self-concept.
- b. Self-verification.
- c. Social comparison.
- d. Social efficacy.

Answer: c

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Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

60. Amanda is an avid quilter and has noticed that her quilts are much nicer and more detailed than those of her peers. On a trip to a quilt museum, she noticed that the work of other more advanced quilters was even more detailed than hers. Evaluating her work based on the work of peers and experts is known as _____.

- a. self-assessment
- b. social comparison
- c. self-esteem
- d. social efficacy

Answer: b

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Topic: Self-Knowledge

Question Type: Applied; Difficulty Level: Difficult

61. Comparing oneself to others at a much higher or much lower level than ourselves leads to inaccurate results.*

- a. True
- b. False

Answer: a

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Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

62. Comparing ourselves to impossibly high standards can lead to _____.

- a. higher self-esteem
- b. improved self-efficacy
- c. inaccurate perceptions of failure
- d. improved social relations

Answer: c

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Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

63. Regardless of whether you are an individualist or a collectivist, when using social comparison to evaluate yourself objectively it is important to compare yourself to others who:
- know you.
 - are better than you.
 - who are similar than you.
 - are unknown to you.

Answer: c

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Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

64. Discussing our observations and ideas about ourselves with others always improves self-knowledge because the feedback they provide is usually accurate.
- True
 - False

Answer: b

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Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

65. Tamara has lived away from home for several years and works as a critical care nurse at a local hospital. Tamara, her husband, and her coworkers believe she is a caring and nurturing person, yet her mother still sees Tamara as a selfish and immature teenager. Her mother's perception is an example of:
- self-concept.
 - Self-Presentation: How (and How Much) We Show.
 - obsolete information.
 - symptomatic information.

Answer: c

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Topic: Self-Knowledge

Question Type: Conceptual; Difficulty Level: Moderate

66. The _____ is a visual representation of the parts of yourself that are known to you and known to others.*

- a. self-concept
- b. Sahara door
- c. Johari window
- d. chi square table

Answer: c

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Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

67. In the Johari window, the part of your self that is known by you and also by others is the _____ area.

- a. open
- b. hidden
- c. blind
- d. unknown

Answer: a

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Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

68. In the Johari window, the part of your self that is known by you but not by others is the _____ area.

- a. open
- b. hidden
- c. blind
- d. unknown

Answer: b

Page(s) in Text: 49

Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

69. In the Johari window, the part of your self that is hidden from you and from others is the _____ area.

- a. open
- b. hidden
- c. blind
- d. unknown

Answer: d

Page(s) in Text: 49

Topic: Self-Knowledge

Question Type: Factual; Difficulty Level: Easier

70. Brandon is unaware that he is short tempered and often overreacts to events around him, yet others see this behavior clearly. Which block in the Johari window do these behaviors represent?

- a. open
- b. hidden
- c. blind
- d. unknown

Answer: c

Page(s) in Text: 49

Topic: Self-Knowledge

Question Type: Applied; Difficulty Level: Moderate

71. Mark and Cindy have been dating for 2 years. From the time they met until the present we would expect the Johari window in this relationship would remain the same.

- a. True
- b. False

Answer: b

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Topic: Self-Knowledge

Question Type: Applied; Difficulty Level: Moderate

72. Typically, the strongest and most lasting relationships have _____ in the Johari Window.

- a. small open areas
- b. large hidden areas
- c. large open areas
- d. large unknown areas

Answer: c

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Topic: Self-Knowledge

Question Type: Conceptual; Difficulty Level: Moderate

73. Winston and Samantha have been married for 20 years. The Johari window that represents their relationship has a large open area which suggests:

- a. they are keeping secrets from one another.
- b. there is trust.
- c. they are cautious about what they will share with one another.
- d. there are unaware of how they communicate with one another.

Answer: b

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Topic: Self-Knowledge

Question Type: Applied; Difficulty Level: Moderate

74. Using a Johari window to evaluate your awareness of interactions with others can interfere with your ability to make modifications which would increase your effectiveness in interacting with other people.

- a. True
- b. False

Answer: b

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Topic: Self-Knowledge

Question Type: Conceptual; Difficulty Level: Moderate

75. Which of the following strategies is useful in reducing the size of the blind area in a Johari window?

- a. Ignore feedback provided by others.
- b. Reject feedback provided by others.
- c. Ask for and be open to feedback from others.
- d. Respond defensively to feedback from others.

Answer: c

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Topic: Self-Knowledge

Question Type: Conceptual; Difficulty Level: Moderate

76. Becky presents a vivacious, bubbly personality when she is out with acquaintances but a more serious, subdued self when alone. Respectively, these two selves are called _____ and _____.*

- a. personality 1; personality 2
- b. private self; public self
- c. public self; private self
- d. outward self; inward self

Answer: c

Page(s) in Text: 51-52

Topic: Self-Presentation: How (and How Much) We Show

Question Type: Applied; Difficulty Level: Moderate

77. When Chance goes dancing, he wears tight jeans and sleeveless shirts so his tattoos are clearly visible. However, he would never dream of dressing this way at the office. His change of clothing depending on the situation is an example of:

- a. the private self.
- b. self-monitoring.
- c. personality dilemma.
- d. outward self.

Answer: b

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Topic: Self-Presentation: How (and How Much) We Show

Question Type: Applied; Difficulty Level: Moderate

78. _____ self-monitors rarely change their dress or persona from one situation to another.

- a. Low
- b. High
- c. Outward
- d. Inward

Answer: a

Page(s) in Text: 53

Topic: Self-Presentation: How (and How Much) We Show

Question Type: Applied; Difficulty Level: Moderate

79. There is a developmental change in self-monitoring. Compared to younger people, older people's scores on self-monitoring measures _____.

- a. increase
- b. decrease
- c. become more stable
- d. become less stable

Answer: b

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Topic: Self-Presentation: How (and How Much) We Show

Question Type: Factual; Difficulty Level: Moderate

80. The best way to determine the success of your self-monitoring ability is to examine _____ and consider the effectiveness.*

- a. others' abilities to self-monitor
- b. the context and determine whether you should self-monitor
- c. your own self-monitoring
- d. your parents' self-monitoring

Answer: c

Page(s) in Text: 53

Topic: Self-Presentation: How (and How Much) We Show

Question Type: Applied; Difficulty Level: Moderate

81. _____ was the first person to consider the entire life cycle as important in development.

- a. Sigmund Freud
- b. Anna Freud
- c. Erik Erikson
- d. Albert Bandura

Answer: c

Page(s) in Text: 54

Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Easier

82. Erikson's first stage of adult development, _____, involves establishing and maintaining close relationship with a life partner.

- a. identity vs. role confusion
- b. intimacy vs. isolation
- c. trust vs. mistrust
- d. generativity vs. stagnation

Answer: b

Page(s) in Text: 55

Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Easier

83. Fifteen-year-old Abby is secure and has a strong sense of self. According to Erikson, she has achieved _____.

- a. intimacy
- b. identity
- c. isolation
- d. generativity

Answer: b

Page(s) in Text: 55

Topic: Self Throughout Adulthood

Question Type: Applied; Difficulty Level: Easier

84. According to Erikson, before Marshall can develop intimacy with another person, he must have established his _____.

- a. identity
- b. intimacy
- c. isolation
- d. generativity

Answer: b

Page(s) in Text: 55

Topic: Self Throughout Adulthood

Question Type: Applied; Difficulty Level: Easier

85. Evan and his wife Julie have two kids. Julie recently quit her stressful job as an accountant to stay home with the kids. She says this change in her life allows her to nurture the kids and help them develop their own identities. According to Erikson, Julie has resolved a conflict in which stage of adult development?

- a. identity vs. role confusion
- b. intimacy vs. isolation
- c. generativity vs. stagnation
- d. integrity vs. despair

Answer: c

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Topic: Self Throughout Adulthood

Question Type: Conceptual; Difficulty Level: Moderate

86. Middle-aged adults who do not meet the challenge of contributing to the next generation experience frustration and lack fulfillment. According to Erikson, these adults are experiencing _____.

- a. role confusion
- b. isolation
- c. stagnation
- d. despair

Answer: c

Page(s) in Text: 56

Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Easier

87. According to Levinson's study of men from varying backgrounds, their lives are made up of a cycle of stable and _____ periods.

- a. intimate
- b. cross-cultural
- c. stagnate
- d. transitional

Answer: d

Page(s) in Text: 57

Topic: Self Throughout Adulthood

Question Type: Conceptual; Difficulty Level: Moderate

88. The concept of a midlife crisis as described by Levinson is generally accepted as true by most psychologists.

- a. True
- b. False

Answer: b

Page(s) in Text: 58

Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Easier

89. Forty-two-year-old Kristine is unhappy at work and at home and feels that many of the dreams she had for herself have been replaced with a boring job and a demanding family. According to Levinson, Kristine is probably experiencing _____.

- a. early adult transition
- b. isolation
- c. generativity
- d. a midlife crisis

Answer: d

Page(s) in Text: 58

Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Easier

90. According to Gail Sheehy, our cultural and societal environment interacts with age to produce unique goals and interests for different cohorts at the same chronological age.

- a. True
- b. False

Answer: a

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Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Easier

91. A _____ is defined as a group of people born at about the same time in history who share common experiences.

- a. cluster
- b. collective
- c. culture
- d. cohort

Answer: d

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Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Easier

92. According to Gail Sheehy, adults can experience different roles in life during the _____.

- a. Tryout Twenties
- b. Turbulent Thirties
- c. Flourishing Forties
- d. Middlecence

Answer: a

Page(s) in Text: 59

Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Easier

93. Aisha has been spending time reflecting on her life so far. This reflection has included examining her goals, values, and identity. According to Sheehy, Aisha is in the _____.

- a. Tryout Twenties
- b. Turbulent Thirties
- c. Flourishing Forties
- d. Middlecence

Answer: d

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Topic: Self Throughout Adulthood

Question Type: Applied; Difficulty Level: Moderate

94. Catherine is a high-powered attorney working at a prestigious law firm and a mother of two small children. She recently came to the conclusion that she will not fulfill her dream of partner by forty. According to Sheehy, giving up this dream is also known as a _____.

- a. meaning crisis
- b. shift from competing to connecting
- c. midlife transition
- d. stagnant choice

Answer: a

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Topic: Self Throughout Adulthood

Question Type: Applied; Difficulty Level: Moderate

95. Ron has given up on his dream to be a famous baseball player and has begun fulfilling the qualifications to be an accountant at his father's firm. According to Sheehy, recognizing the benefits of middle age can only occur when participants come to terms with the _____ of their First Adulthood.

- a. little death
- b. birth
- c. midlife transition
- d. stagnant choice

Answer: a

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Topic: Self Throughout Adulthood

Question Type: Applied; Difficulty Level: Moderate

96. The _____ is (are) characterized by a sense of inner harmony, usually a result of a sense of living in a manner consistent with one's ideal self.*

- a. age of mastery
- b. flaming fifties
- c. serene sixties
- d. sage seventies

Answer: a

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Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Moderate

97. According to Sheehy, the passage into the fifties, specifically competing to connecting, is more difficult for men than for women.

- a. True
- b. False

Answer: a

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Topic: Self Throughout Adulthood

Question Type: Factual; Difficulty Level: Easier

Chapter 2 Essay Questions

E1. After describing the components of the self-concept, talk about the functions our self-concept helps us accomplish. Finally, how does the cultural dimension of individualism-collectivism influence our self-concept?

- Self-concept is the relatively stable set of perceptions one has about oneself.
- Characteristics within the self-concept include:
 - social roles (brother, mother, friend)
 - personal characteristics (woman, man, American)
 - values and beliefs (marriage is sacred; education is important)
 - interests and hobbies (golf, independent films)
 - traits and characteristics (outgoing, athletic, independent)
- Self-concept has several functions. First, it allows us to have a stable view of the self through self-verification or the tendency to pay more attention to information consistent with our self-concept rather than discrepant from our self-concept. Second, our self-concept allows us to feel good about ourselves. By knowing which qualities are our positive ones we can continue to gravitate toward the information that helps us feel good about ourselves. This unintentional process is known as self-enhancement. Finally, our self-concept allows us to make predictions about possible positive and negative selves. These glimpses into the future allow us to evaluate and possibly change those aspects of ourselves which may interfere with us becoming the type of person we desire.
- Culture influences self-concept because individualists see themselves as more independent from others, whereas collectivists describe themselves within social groups of important others. Individualists are also more likely to use personality traits in their descriptions of self. In contrast, collectivists are significantly more likely to list traits related to others (like group membership). Finally, individuals' self-concepts are independent of contexts, whereas collectivists' self-concepts are context-dependent.

E2. Define self-esteem and distinguish which relationships between self-esteem and other variables exist and which ones are myths.

- Self-esteem is the degree to which we are satisfied with the characteristics in our self-concept. Another way to conceptualize self-esteem is the difference between our self-concept and our ideal self. The greater the difference between what you want to be and what you are, the lower your self-esteem. The less of a difference between the two, the greater your self-esteem.
- Self-esteem has been shown to positively relate to happiness, task persistence, and speaking in groups. Higher self-esteem is not directly related to better school performance and social relationships. There are mixed results related to leadership. Individuals with high self-esteem are more assertive and therefore more likely to express

their viewpoints; however, they are also more likely to express bias against group members. Research also indicates an unusual relationship with risk-taking in that individuals with higher self-esteem appear to be more likely to engage in risk-taking behaviors. Low self-esteem does not appear to be related to violence but does appear to be related to depression.

E3. Define self-knowledge. Describe at least three processes or sources we use to gain this information.

- Self-knowledge is the conscious knowledge we have about our motivations, beliefs, expectations, values, strengths, and weaknesses.
- Processes and sources of information include:
 - social comparison: evaluating the self based on how you compare to others. This only provides accurate information if we compare ourselves to similar others.
 - self-perception: look at our own behavior in order to understand the motivation of our behavior, thoughts, and feelings. This is especially helpful if we are not sure of our thought, or feelings (i.e., if we are doing it and there is no external reinforcement, we must like it).
 - discussing observations and ideas: with others so they can confirm, deny, or provide additional information to you. May be unsuccessful depending on the perceptions others have of you (i.e., obsolete information).
 - Johari window: examine representation of the parts of the self that are known to you and others.
 - Known to others and self – open
 - Known to others and not self – blind
 - Unknown to others and known to self – hidden
 - Unknown to others and unknown to self – unknown

E4. After briefly describing their perspectives, compare and contrast Erikson's, Levinson's, and Sheehy's adult development theories of the self.

- Erikson:
 - intimacy vs. isolation: forming relationships with others vs. being alone
 - generativity vs. stagnation: giving back vs. being self-centered
 - integrity vs. despair: evaluating life choices leads to satisfaction or regret
- Levinson
 - Early adult transition: forming identity and working toward independence
 - Age 30 transition: questions choices made so far
 - Midlife transition: reflection and questioning (awareness of mortality)
- Sheehy
 - Tryout Twenties: focus on primary relationships and building occupational success
 - Turbulent Thirties: adults struggling with multiple roles
 - Flourishing Forties: 40 doesn't feel old so adults react with immature behavior she termed middlecence

- Comparisons
 - All developmental perspectives.
 - All talk about periods of stability and crises.
 - All refer to relationship and occupational goals.
 - All discuss a period where we recognize mortality and make changes accordingly or remain “stagnant”.
 - All focus on the concept of generativity or “making our mark” such as children, mentoring, community service.
 - All refer to the idea that successful completion of previous stages will predict successful completion of subsequent stages.

- Contrasts
 - Erikson builds on theory designed to understand a lifetime of development.
 - Erikson and Levinson focus more on the individual.
 - Sheehy focuses on changes associated with cohort membership.
 - For Levinson and Erikson, age 40 may include regret leading to midlife crisis. For Sheehy the same behavior may be the function of realizing you don’t feel as old as you thought you would feel.
 - Sheehy discusses that developmental process may be more difficult for men than women.

