

Student name: _____

MULTIPLE CHOICE - Choose the one alternative that best completes the statement or answers the question.

Peak performers become masters of life's situations by developing

- their personal mission statement.
- their core competencies.
- their ability to control the quality of their lives.
- critical thinking.

One of the first steps in becoming a peak performer is to

- do an honest self-assessment.
- dispel negative thoughts.
- not seek happiness from others.
- use critical thinking and reasoning.

One way to use critical thinking skills in self-assessment is to

- utilize visualization and affirmation techniques.
- keep a journal.
- adjust your opinions when you learn something new about yourself.
- help others learn how to adjust to your needs.

If you are left-brain dominant, you most likely will

- think abstractly or intuitively.
- make decisions based on hunches.
- use a logical, rational, and detailed thought process.
- live in the moment.

Supporters tend to be

objective and disciplined.

imaginative and idealistic.

confident and assertive.

cooperative and diplomatic.

A peak performer excels by

focusing on results.

taking advantage of personal connections.

avoiding risks.

focusing on the problem.

The A in the ABC Method stands for

Analyze.

Actual.

Activate.

Accept.

Xavier cannot seem to grasp the big picture of what he is doing with his life. What should he do?

He should employ the ABC Method of Self-Management.

He should work on visualization and affirmation techniques.

He should develop a mission statement.

He should determine his goals and priorities.

Javier makes up songs to help him memorize math formulas. He most likely has

intrapersonal intelligence.

verbal/linguistic intelligence.

musical intelligence.

logical/mathematical intelligence.

Multitasking is widely considered less effective than
critical thinking.

focusing on one thing at a time.

breaking tasks into smaller steps.

setting priorities.

You should use the ABC Method of Self-Management to help you
understand your learning style.

develop effective time-management strategies.

sharpen critical thinking skills.

challenge negative thinking.

Victor tends to make decisions based on history and his intuition. According to Carl Jung's
typology system, Victor is a(n)

introvert.

sensor.

feeler.

perceiver.

Jessie got a 67 on her first test of the semester. She saw her mistakes and quickly went to work
on practicing the same types of problems in addition to the new material she is learning in class.
Jessie is a peak performer because

she knows her learning style and preferences.

she has remained confident and is resilient.

she uses critical thinking to solve problems creatively.

she involves herself in supportive relationships.

Which of the following focuses on skills rather than desired values?

Mission statement

Competency Wheel

ABC Method of Self-Management

Adult Learning Cycle

Nathan is a gifted artist and musician but never got good grades in school. This is most likely because most schools tend to favor

verbal/linguistic and interpersonal intelligence.

verbal/linguistic and mathematical/logical intelligence.

verbal/linguistic and auditory learning.

verbal/linguistic and visual learning.

Jenna is not used to working in small groups and tends to shy away from this teaching model. Her best option would be to

ask her professor to do an independent project.

try to work in a supportive role in the group.

tell her group about her dislike of this method.

be flexible and willing to try new approaches.

Gwen explained a new concept she learned from class to her friend. How is she using the Adult Learning Cycle?

She is relating with the information by discussing it with a friend.

She is reflecting on the information with her friend.

She is teaching this information to her friend.

She is observing this information by hearing her friend's feedback.

Monique, who is 45, has a lot of anxiety about starting her college degree later in life. She can't imagine herself in classes with people so much younger than she and wonders if it is a mistake to go back to school. Which self-management tool will she find most helpful to replace her negative thinking with more positive thoughts?

self-assessment

critical thinking

visualization and affirmation

reflection

Sean is having a hard time relating to his professor and the group activity in his math class. His professor tends to be unorganized in his lectures and has the students work in teams to build formulas based on a model before them. Sean is probably having a difficult time adjusting because

he is a director while his teacher is a creator.

he is an analyzer while his teacher is a creator.

he is a creator while his teacher is a supporter.

he is a supporter while his teacher is a director.

In what way does self-assessment, as used in this chapter, affect goal-setting?

Self-assessment allows you to avoid setting goals you cannot reach.

Self-assessment allows you to avoid setting goals you do not want to achieve.

Self-assessment allows you to understand weaknesses so you know what areas may need improvement if you want to reach certain goals.

Self-assessment allows you to understand your value system.

Claudia is energized by working with people and learns well in a team. Which of the following is Claudia?

a supporter and an extrovert

a feeler and an extrovert

a supporter and an introvert

a feeler and a thinker

Joshua has never been very successful in school, but he considers himself to be smart in other ways. He is a self-taught IT whiz and likes to fix up old cars and resell them as a hobby. To increase his salary potential, he has decided to get a bachelor's degree in Information Technology. His program will require a lot of math and small group project work. If he asked for your advice on being successful in school, which statement below would be most helpful?

Draft a personal mission statement to help you set your goals and priorities.

Understand your learning and personality traits, but prepare to be flexible.

Learn the ABC Method of Self-Management.

Use visualization to become more confident.

Will is a creative thinker. He loses patience when people are talking more than they are taking action. What strategies should he use to offer a positive contribution to an upcoming group project?

He should be more assertive and offer his creative vision.

He should be less assertive and take creative direction.

He should be patient and realistic when offering a creative vision.

He should be patient, gather facts, and play a more decisive role.

Zoe is a right-brained, disciplined, and aggressive director type of person. She commands respect and usually gets this from colleagues and peers. She recently clashed with a person in her group who seems to possess a similar personality type and temperament. Zoe has been upset about this and wants to have a better experience in their next meeting. Based on what you've learned about effective and ineffective personality traits and self-assessment strategies, how should she handle this situation?

She needs to engage in critical thinking and reflection to soften her approach, but remain confident in her strengths.

She needs to be self-critical and to try not to take control.

She needs to remain assertive, since this is the most effective way for her to work.

She needs to focus on results and let the other person take control for once.

Positive thinkers

will seek perfection only in themselves.

believe that life is a single event with few opportunities.

face obstacles with positive habits to overcome them.

struggle to see perfection in others.

When drafting a personal mission statement, which of the following would you *not* do?

List your values.

List your hobbies.

Determine your life's purpose.

Determine the legacy you'd like to leave.

Psychologist William James believed that thoughts can change the structure and function of our brains and suggested that people use less than _____ percent of their potential.

5

10

15

20

SCANS was developed

to address educational shortcomings.

to help people build self-esteem and confidence in the workplace.

to provide a clearer picture of the challenges to standardized education.

based on feedback from employees related to workplace behavior.

Visual learners learn by

doing.

reading.

listening.

talking.

Darryl was upset by his teacher's recommendation to manage his time better, but he could see his teacher's point and will seek ways to improve. In this situation, what characteristic is Darryl demonstrating?

a positive attitude

ability to lead others

creativity

pessimism

Critical thinking involves using

illogical thought processes.

irrational creative thinking.

organized thought processes.

personal improvement techniques.

Fran learns best not by seeing an example or model, but by trying it out for herself. She is most likely a(n)

kinesthetic learner.

visual learner.

auditory learner.

intrapersonal learner.

Phillip is an extrovert and learns best when he is working with a group of people. He is most likely a(n)

spatial learner.

environmental learner.

intrapersonal learner.

interpersonal learner.

Pete has the ability to work with and understand people, as well as to perceive their desires. He is most likely a(n)

spatial learner.

environmental learner.

intrapersonal learner.

interpersonal learner.

Which of the following is true regarding reflection?

involves purposeful thinking

addresses new beliefs vs. old

can activate the postfrontal circuits in the brain

involves dealing more with feelings rather than the intellect

Fritz is an intuitive person according to Carl Jung's typology system; therefore, he is likely to be a _____ when making decisions.

thinker

feeler

sensor

doer

Tammy is energized every time she gets to interact a lot with others. According to Carl Jung's typology system, Tammy is a(n)

extrovert.

feeler.

sensor.

introvert.

Sadie is more comfortable with imagination and speculation, rather than with facts and concrete data. Sadie is

a sensor.

intuitive.

a thinker.

a feeler.

Natalia had a bad experience in working on a group project in her last class. She felt like her ideas were not being listened to, and she felt like she ended up having to do the majority of the work. According to the Four-Temperament Profile, Natalia is probably a(n)

analyzer.

supporter.

creator.

director.

Yu Li is an innovative thinker who offers her coworkers and classmates an inspiring vision of what is possible. Her Four-Temperament profile is likely to be

analyzer.

supporter.

creator.

director.

The crux of Kolb's theory about learning styles is that you learn by
cognition.

intellect.

experience.

practice.

According to the Four-Temperament Profile, the best way to relate to an analyzer is to be
factual.

positive.

sincere.

involved.

According to the Four-Temperament Profile, a director is
a visionary.

idealistic.

innovative.

results-oriented.

If you are a negative person, you may tend to
view the world through gray-colored glasses, rather than black or white.

be creative in solving problems.

anticipate the very worst that could happen.

be less critical of others than yourself.

SHORT ANSWER. Write the word or phrase that best completes each statement or answers the question.

You are having a rough semester. You have been highly motivated in your other courses so far, but in one class you seem to be having a hard time getting used to your professor's teaching style. Although you have been doing your work and paying attention in class, you bombed the first test. You are beginning to panic. Use the ABC Method of Self-Management to achieve the results you want in this class.

Kathryn and Julia have been in the same classes and have worked in groups together consistently. Kathryn is an introvert who tends to take on the role of the problem solver, as she likes to gather and analyze data to arrive at possible solutions. Julia is more assertive and draws from a wealth of personal experience and a strong skill set in data analysis and leadership as the manager of a café. In a new class, these women are looking for two classmates to join their group to work on a business plan project. Using information from the chapter, analyze each of these women's strengths and possible weaknesses. Next, provide recommendations on the learning styles and personality traits needed to create an optimal working group.

Seneca is a hardworking, hands-on learner with an extroverted personality who creates a fun atmosphere for his group when they get together. Renee is a quiet, analytical type who enjoys problem solving and working in a group. Tom is an extroverted director who likes to gather facts from the group before offering his opinions. Bryan is an innovative thinker who has great ideas and likes to discuss possible solutions but has difficulty in making decisions or in focusing on the end result. Based on your learning style and personality traits, which three of these people would you like to work with in a group? Using the information about learning style, personality type, and temperament in the chapter, discuss your strengths and weaknesses, and then why you would choose each of these people to create an optimal working group.

Explain how you will apply the Adult Learning Cycle in your studies. Be sure to describe each step.

You are taking a course with a professor who has a much different approach to teaching and learning than you are used to. How will you handle this situation? Provide at least three different strategies from the chapter that support your approach.

Elaine and her study team spent too much time arguing over their topic and strategies to complete their group project and paper, so they are far behind where they should be according to the instructor's suggested timeline. Rather than panic, the group decided to draw up a new timeline based on the time they had left. They divided and conquered what needed to be done, and set up status update meetings in an online forum. In the face of adversity, this group most demonstrated:

- A. critical thinking skills.
- B. differing personality types effectively working together.
- C. intrapersonal skills and discipline.
- D. successful application of the Adult Learning Cycle.

Alex is a highly intuitive and less assertive creator partnering Victor, a more assertive thinker and analyzer. On the project they are working on, all systems have been running smoothly but now they have run into the same problem repeatedly. Based on what you have learned in the chapter about personality traits and critical thinking, offer advice on how these men will need to collaborate to become creative problem solvers.

Answer Key

Test name: Ch1_Success in College and Beyond_12e

C

Peak performers are masters, not victims, of life's situations. They control the quality of their lives by creating positive habits. In short, they are their own best friend.

A

One of the first steps in becoming a peak performer is self-assessment. Out of self-assessment comes recognition of the need to learn new tasks and subjects, relate well with others, set goals, manage time and stress, and create a balanced, productive life.

C

Self-management involves using your creativity and critical thinking skills to make the best decisions and solve problems. Using critical thinking helps you adjust your opinions as new information and facts are known.

C

If you are left-brain dominant, you may like facts and order, think in a concrete manner, and use a logical, detailed thought process. If you are right-brain dominant, you are more inclined to use an intuitive and insightful approach to solving problems and processing new information.

D

People who are supporters tend to be cooperative, honest, sensitive, warm, and understanding. They relate well to others. They value harmony and are informal, approachable, and tactful. In business, they are concerned with the feelings and values of others. The key word for supporters is feeling.

A

Peak performers excel by focusing on results. They know how to change their negative thoughts into positive, realistic affirmations. They focus on their long-term goals and know how to break down goals into daily action steps.

B

Self-management can be as easy as ABC. These simple steps help you manage your thoughts, feelings, and behaviors, so that you can create the results you want. A = Actual event. This is where you state the actual situation that triggered your emotions and acknowledge your thoughts and feelings.

C

A mission statement is a written statement focusing on desired values, philosophies, and principles. It looks at the big picture of your life, from which your goals and priorities will flow.

C

Some people are music smart. They have rhythm and melody intelligence. They have the ability to appreciate, perceive, and produce rhythms and to keep time to music. Many become composers, singers, or instrumentalists. To learn best, these individuals learn by singing, recording, mixing, rapping, or playing music.

B

Many would argue that "multitasking" really means you aren't doing anything very well because you're trying to do too many things at the same time. Layering task upon task only complicates our hectic lives even more.

D

The ABC Method of Self-Management will help you challenge and dispute negative and irrational thinking. It will help you reflect upon your beliefs and determine if they are helpful and supportive or limiting.

C

Carl Jung categorizes the ways people make decisions as thinkers versus feelers, as opposed to how they gather information (sensor versus intuitive).

B

Peak performers are persistent and realize the value of completing their degree and obtaining a college education. They are not perfect or successful overnight. They learn to face obstacles and the fear of making mistakes, and work through them.

B

A mission statement is a written statement focusing on desired values, philosophies, and principles. The Competency Wheel lists various skills such as thinking and interpersonal skills that will likely be useful in fulfilling a personal mission statement.

B

Intelligence has been redefined. We used to think of it as measured by an IQ test. Many schools measure and reward linguistic and logical/mathematical modes of intelligence; however, we all possess many different intelligences.

D

Just as we all have different learning styles, your instructors will have a variety of teaching styles. Rather than resisting this teaching method, Jenna should look for ways to adapt and be flexible.

C

The Adult Learning Cycle incorporates the steps of relating, observing, reflecting, doing, and teaching. In this scenario, by Gwen explaining the new concept to her friend, she is teaching her friend the information that she has learned.

C

Monique's concerns are mostly emotional, not intellectual. Visualization and affirmation will be more useful than other self-management techniques to calm her anxiety and help her see herself succeeding in college.

B

Sean likes organization, working in solitude, and a solid lecture, while his professor wants the students to observe a model and create a formula (perceiving it concretely and processing it actively), which tends to be the style of a creator.

C

Self-assessment is very important for job success. Keep a portfolio of your awards, performance reviews, and training program certificates, as well as the projects you have completed. Assess your expectations in terms of the results achieved, and set goals for improvement.

A

Supporters learn best by listening, sharing ideas and feelings, and working in teams. Extroverts are energized and recharged by people, tending to be outgoing, impulsive, energetic, confident, social, and competitive.

B

Joshua already has a clear goal and sufficient self-management to have learned a complicated subject and taken on an intricate hobby. There is no indication that he lacks confidence. Joshua would probably most benefit from understanding that group work will challenge his preferred way of working (solitary and independent).

C

He should try to improve his ineffective traits (impatient) while still offering the group his core strength of his creative personality type.

A

Because she is an effective leader, she should remain confident in those abilities. In any case, it is unlikely she would be able to change her personality to let the other person take control (B and D). Remaining assertive (C) is also not the best option, as it could result in another clash. Therefore, A is the correct answer, as she should reflect on her approach but remain confident in her abilities.

C

Peak performers have a positive attitude toward their studies, their work, and virtually everything they do. This fundamental inclination to view life as a series of opportunities is a key to their success. They face obstacles and realize that they can create positive habits to overcome them.

B

A mission statement is a written statement focusing on desired values, philosophies, and principles. It looks at the big picture of your life, from which your goals and priorities will flow. In one sense, you are looking at the end result of your life. What do you want to be remembered for? What legacy do you want to leave? What—and who—do you think will be most important to you? Think about your values, or what you consider to be very important and regard highly.

A

Psychologist William James believed that thoughts can change the structure and function of our brains and suggested that people use less than 5 percent of their potential. Breakthroughs in neuroscience have shown that the brain is capable of growth and change.

B

SCANS was a commission that provided recommendations to schools on the skills and competencies required in the workplace.

B

Visual learners prefer to see information and read material. They learn most effectively with pictures, graphs, illustrations, diagrams, time lines, photos, and pie charts. They like to perceive in three-dimensional space and re-create through visualization.

A

Although Darryl was upset at first, he was able to accept constructive criticism and project a positive attitude.

C

Critical thinking involves using a logical, rational, systematic thought process that is necessary in understanding, analyzing, and evaluating information in order to solve a problem or situation.

A

Kinesthetic learners are usually well coordinated, like to touch things, and learn best by doing.

D

He is an interpersonal learner. An intrapersonal learner prefers to work alone.

D

Interpersonal learners like to talk and work with people, join groups, and solve problems as part of a team. They have the ability to work with and understand people, as well as to perceive and be responsive to the moods, intentions, and desires of other people.

A

To reflect is to think about something in a purposeful way, with the intention of creating new meaning. It means being aware and attentive to your thoughts and feelings so that you gain insight into how you are now, who you've been in the past, and who you'd like to be in the future. Sometimes the process causes us to reconsider our previous beliefs and behavior, and explore new alternatives and ideas. Reflection can activate the prefrontal circuits in the brain and help strengthen your mind and make your brain more flexible and resilient.

B

Feelers are gentle, sensitive to the concerns and feelings of others, tactful, appreciative, value harmony, and dislike conflict.

A

Extroverts are energized and recharged by people, tending to be outgoing, impulsive, energetic, confident, social, and competitive.

B

Intuitives feel more comfortable with theories, insights, abstraction, imagination, and speculation. They respond to their intuition and rely on hunches and nonverbal perceptions. Sensors learn best from their senses and feel comfortable with facts and concrete data.

B

Supporters want things done harmoniously and want to be personally involved.

C

Creators are innovative, flexible, spontaneous, creative, and idealistic. They are risk takers; they love drama, style, and imaginative design. They like fresh ideas and are passionate about their work.

D

The crux of Kolb's theory is that you learn by practice, repetition, and recognition. Thus, do it, do it again, and then do it again.

A

To relate to a creator is to be involved. People who are supporters want others to be positive and sincere. Analyzers care about facts.

D

According to the Four-Temperament Profile, creators are innovative, flexible, spontaneous, creative, and idealistic. They are risk takers; they love drama, style, and imaginative design. They like fresh ideas and are passionate about their work. Directors are results-oriented.

C

If you are negative, you may tend to filter out and eliminate all the good things that happen and focus on one bad thing, blame yourself (or someone else) automatically when something bad happens, anticipate the very worst that could happen, see things as only good or bad (no middle ground), criticize yourself—either aloud or internally—in a way you would never do to someone else, and waste time complaining, criticizing, reliving, and making up excuses—rather than creating solutions and moving on.

Short Answer

Answers will vary.

Feedback: The ABC Method of Self-Management will help you challenge and dispute negative and irrational thinking; it will help you reflect upon your beliefs and determine whether they are helpful and supportive or limiting. When you become discouraged, go through the steps and replace negative thoughts and feelings with optimistic and hopeful thoughts. This is where creativity and critical thinking come in.

Short Answer

Answers will vary.

Feedback: This is a subjective answer. Kathryn is an analyzer; Julia is a director and supporter. Kathryn is more right-brained and orderly but is an introvert and not assertive. Julia will be a confident director and will use intuition based on her experience (which makes her a supporter) while gathering information, but she will respect the data analysis, making her a thinker when making a decision. A creator is one who is enthusiastic about sharing innovative ideas and will be helpful in their planning and will likely help create an optimal group. This person should have strong interpersonal skills and have traits of a supporter in being diplomatic and wanting to create harmony.

Short Answer

Answers will vary.

Feedback: Your learning style is often associated with your personality type—your temperament. The Four-Temperament Profile demonstrates how learning styles and personality types are interrelated.

Short Answer

Answers will vary.

Feedback: Feel (why learn), Observe (how does it work), Think (what does it mean), Do (what can I do with it), Teach (how can I relay this).

Short Answer

Answers will vary.

Feedback: On your journey to success, you will run into stumbling blocks (or even big boulders). One of the best ways to overcome obstacles is to plan for them. This means anticipating likely setbacks and developing a written plan to overcome them.

Short Answer

Answers will vary.

Feedback: Critical thinking is a logical, rational, systematic thought process that is necessary in understanding, analyzing, and evaluating information in order to solve a problem or situation.

Short Answer

Answers will vary

Feedback: Both Victor and Alex would respond to using a concrete model. As a creator, Alex might make a model of their system that Victor could then take away and analyze on his own to see why the system is not working properly. While these men do not learn in similar ways, their styles complement each other well, each filling in for some of the skills the other lacks.