

Name

Class

Date

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1. The self is formed in infancy and remains fairly static over time.

- a. True
- b. False

ANSWER:

b

2. Low self-monitors are often judged as more adaptive and skilled communicators than high self-monitors.

- a. True
- b. False

ANSWER:

b

3. High self-monitors are more likely to mask their true feelings when sad or lonely.

- a. True
- b. False

ANSWER:

a

4. 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

ANSWER:

a

5. Your self-concept is based on the beliefs, attitudes, and values your significant other has about you.

- a. True
- b. False

ANSWER:

b

6. 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

ANSWER:

b

7. Research suggests that those who have high self-concept clarity are less likely to experience chronic depression.

- a. True
- b. False

ANSWER:

a

8. Self-fulfilling prophecies can set both positive and negative events in motion.

- a. True

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- b. False

ANSWER: a

9. Self-awareness and self-esteem are synonymous.

- a. True
b. False

ANSWER: b

10. According to self-discrepancy theory, individuals are MOST happy when their self is MOST similar to their ideal and ought selves.

- a. True
b. False

ANSWER: a

11. Three important influences upon the self are family, gender, and culture.

- a. True
b. False

ANSWER: a

12. Gender is a composite of attributes learned through socialization, beginning at birth and continuing within families.

- a. True
b. False

ANSWER: a

13. Gender identity refers to the biological state of having either male or female sexual organs.

- a. True
b. False

ANSWER: b

14. If your relational partner feels unlovable and unworthy, that person may be experiencing attachment anxiety.

- a. True
b. False

ANSWER: a

15. If a child and the child's caregiver have a close, affectionate, and supportive relationship, the child is likely to develop a secure attachment style.

- a. True
b. False

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ANSWER: a

16. Your public self is synonymous with your face.

- a. True
- b. False

ANSWER: a

17. Your “face” is passively created.

- a. True
- b. False

ANSWER: b

18. Losing face can result in feelings of shame, humiliation, and embarrassment.

- a. True
- b. False

ANSWER: a

19. Self-disclosure is necessary to start and develop personal relationships with others.

- a. True
- b. False

ANSWER: a

20. According to the interpersonal process model of intimacy, closeness cannot be achieved without self-disclosure to others.

- a. True
- b. False

ANSWER: a

21. When getting to know someone new, people tend to disclose more quickly when interacting face-to-face than when interacting online.

- a. True
- b. False

ANSWER: b

22. According to social penetration theory, breadth refers to how personally or deeply one self-disclose.

- a. True
- b. False

ANSWER: b

23. According to social penetration theory, depth refers to the number of different aspects of self a relational partner reveals.

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- a. True
- b. False

ANSWER: b

24. Social penetration refers to the gradual process of getting to the central self.

- a. True
- b. False

ANSWER: a

25. Intimacy refers to the degree of arousal one feels toward one's partner.

- a. True
- b. False

ANSWER: b

26. According to the Johari window, the part of your self that is known to others but not to you is called the looking-glass self.

- a. True
- b. False

ANSWER: b

27. Which statement accurately describes the self?

- a. It is most strongly influenced by others' perceptions of you.
- b. It is something people are all born with and remains consistent over time.
- c. It is a composite of self-awareness, self-concept, and self-esteem.
- d. It is "mask" one wears in public and shows to other people.

ANSWER: c

28. If Cesar carefully considers the situational context of his communication he is exemplifying:

- a. self-monitoring.
- b. warranting value.
- c. preoccupied attachment.
- d. gender socialization.

ANSWER: a

29. If Chelsea generally ignores social norms in favor of "acting like herself," she is:

- a. creating a looking-glass self.
- b. engaging in social comparison.
- c. being a low self-monitor.
- d. perpetuating a self-fulfilling prophecy.

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ANSWER:

c

30. Convictions that an individual holds to be true are called:

- a. attitudes.
- b. beliefs.
- c. values.
- d. personal constructs.

ANSWER:

b

31. What is self-concept?

- a. the positive or negative value you assign to yourself
- b. how others view you
- c. the person you feel obligated to be
- d. your overall perception of who you are

ANSWER:

d

32. Self-concept can BEST be characterized as:

- a. perceptions we have about ourselves.
- b. static, unchanging over time.
- c. always positive.
- d. always negative.

ANSWER:

a

33. Enduring principles that govern your behavior are called:

- a. attitudes.
- b. values.
- c. beliefs.
- d. personal constructs.

ANSWER:

b

34. Evaluative appraisals are known as:

- a. attitudes.
- b. values.
- c. beliefs.
- d. attachments.

ANSWER:

a

35. Your friend declares that “dishonoring and disrespecting your mother is just plain wrong.” Your friend's statement is an example of a(n):

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- a. attitude.
- b. belief.
- c. value.
- d. personal construct.

ANSWER:

c

36. Which statement is reflective of looking-glass self?

- a. I am the black sheep of the family, just like my father always said.
- b. I should try to be more patient with others.
- c. I am glad I get to volunteer; I think it's important to help others.
- d. I am an extroverted person.

ANSWER:

a

37. 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

ANSWER:

a

38. Which statement BEST exemplifies the influence the looking-glass self has on 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.

ANSWER:

a

39. 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.

ANSWER:

d

40. A self-fulfilling prophecy is when our thoughts and beliefs:

- a. are inconsistent with our behaviors.
- b. result in changes in our behaviors to make that prediction happen.
- c. differ from those of close friends.

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- d. influence the behavior of others.

ANSWER:

b

41. People with high self-esteem tend to exhibit which of these characteristics?

- a. insecurity in their personal relationships
- b. authoritarian tendencies
- c. high academic performance
- d. disregard for others' opinion

ANSWER:

c

42. How is self-esteem related to our ought and ideal selves?

- a. It increases as we decrease differences between our ought and ideal selves.
- b. It decreases as we increase differences between our ought and ideal selves.
- c. It stays the same as long as we align our ought and ideal selves.
- d. It increases once we find our ideal self.

ANSWER:

a

43. 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.

ANSWER:

a

44. Which of these behaviors may increase your self-esteem?

- a. perceiving that your self does not measure up to your ideal or ought selves
- b. living in an appearance-obsessed culture
- c. perceiving your self to be unattractive
- d. establishing consistency between your ought and ideal selves

ANSWER:

d

45. Your self-concept is predominantly shaped by your:

- a. personality.
- b. interactions with others.
- c. income.
- d. health.

ANSWER:

b

46. Which of these is NOT typically a part of a girl's gender socialization process?

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- a. physical appearance
- b. sensitivity
- c. emotional awareness
- d. competitiveness

ANSWER:

d

47. Which characteristic is typical of a boy's gender socialization process?

- a. dependence
- b. toughness
- c. emotional sensitivity
- d. interpersonal connections

ANSWER:

b

48. Kai dreads the idea of being rejected and selects romantic partners with great hesitancy. When in a relationship, Kai worries constantly that their partner will leave them. This is indicative of which attachment style?

- a. fearful attachment
- b. secure attachment
- c. dismissive attachment
- d. preoccupied attachment

ANSWER:

a

49. A relational partner with a preoccupied attachment style would be characterized as having:

- a. high anxiety and low avoidance.
- b. high anxiety and high avoidance.
- c. low anxiety and low avoidance.
- d. low anxiety and high avoidance.

ANSWER:

a

50. If a person has a secure attachment style, they are more likely to:

- a. develop temporary relationships.
- b. be uncomfortable with intimacy.
- c. lack confidence in their ability to communicate.
- d. have high self-esteem.

ANSWER:

d

51. If Chloe and her partner Sam work together to competently confront any problems in their relationship, they probably have what type of attachment style?

- a. secure

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- b. fearful
- c. dismissive
- d. preoccupied

ANSWER:

a

52. Mark has a strong desire for closeness, but his relationships typically end prematurely because he reacts extremely negatively to any perceived problem or “bump” in the relationship. What type of attachment style is Mark likely to have?

- a. secure
- b. dismissive
- c. fearful
- d. preoccupied

ANSWER:

d

53. Isabel avoids close, long-term relationships, yet she exhibits little anxiety. What attachment style BEST describes her?

- a. secure attachment
- b. dismissive attachment
- c. preoccupied attachment
- d. fearful attachment

ANSWER:

b

54. 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

ANSWER:

b

55. While at the park with friends, Axel boasts about what a good gymnast he was when growing up. When he attempts to do a cartwheel, he fails and falls to the ground. What is Axel likely to experience as a result?

- a. individualism
- b. self-disclosure
- c. dismissive attachment
- d. embarrassment

ANSWER:

d

56. Which of these is a strategy for maintaining or saving face?

- a. using words consistent with the face you are presenting

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- b. demonstrating new behaviors in front of others
- c. using communication that disregards others' perceptions of you
- d. passively presenting your face through your communication

ANSWER:

a

57. In which situation would self-disclosure MOST likely negatively affect intimacy?

- a. The discloser shares information from the intermediate layer of self.
- b. The listener responds in a nonsupportive way.
- c. The listener has heard the disclosure before.
- d. The discloser shares information online rather than in person.

ANSWER:

b

58. Which statement 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. People across all cultures are the same in terms of how much and how often they self-disclose.
- d. Both men and women feel more comfortable disclosing to women than to men.

ANSWER:

c

59. What is "post-cyber-disclosure panic"?

- a. the tendency to avoid disclosing information online
- b. the concern that the person you disclosed to will be unsupportive
- c. the belief that adolescents don't disclose enough to their parents
- d. the realization that your personal emails and texts may be read by others

ANSWER:

d

60. Which statement about self-disclosure is true?

- a. Self-disclosure is similar among all cultures.
- b. Self-disclosure is similar among nearly all individuals.
- c. Men and women disclose information similarly.
- d. Self-disclosure is safe.

ANSWER:

c

61. According to social penetration theory, a person's age, sex, race, and ethnicity are represented by the:

- a. peripheral layer.
- b. intermediate layer.
- c. central layer.
- d. hidden layer.

ANSWER:

a

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62. You are comfortable disclosing your favorite foods, restaurants, bands, or hobbies with someone you know but nothing more personal. According to social penetration theory, you are comfortable sharing up to which layer of self?

- a. peripheral layer
- b. intermediate layer
- c. hidden layer
- d. central layer

ANSWER:

b

63. 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.

ANSWER:

c

64. Which of these 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

ANSWER:

a

65. Which of these serves as an effective metaphor for social penetration theory?

- a. gates that open and close
- b. waves in an ocean
- c. a sponge
- d. an onion

ANSWER:

d

66. According to social penetration theory, at which layer do a person's attitudes, beliefs, and opinions reside?

- a. peripheral layer
- b. intermediate layer
- c. central layer
- d. hidden layer

ANSWER:

b

67. According to social penetration theory, at which layer do a person's values, self-concept, and personality

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reside?

- a. peripheral layer
- b. intermediate layer
- c. central layer
- d. public layer

ANSWER:

c

68. An intimate personal relationship is characterized by:

- a. little breadth and little depth.
- b. little breadth and great depth.
- c. great breadth and little depth.
- d. great breadth and great depth.

ANSWER:

d

69. Jayne and Hector are in a relationship. Using the Johari window analogy, Jayne's public area of self would be described as large, much larger than her hidden area. This suggests that:

- a. Jayne and Hector have been in a relationship for a long time.
- b. this is a new relationship.
- c. Jayne wants to end the relationship.
- d. Jayne has a dismissive attachment.

ANSWER:

a

70. According to the Johari window, what “quadrant” of the self is unknown to others and the self?

- a. public area
- b. core area
- c. intermediate area
- d. unknown area

ANSWER:

d

71. According to the Johari window, what “quadrant” of the self is known both to others and to the self?

- a. unknown area
- b. peripheral area
- c. core area
- d. public area

ANSWER:

d

72. According to the Johari window, in a close, intimate relationship, what is MOST likely true about the parties' public and hidden areas?

- a. The public area is small, and the hidden area is large.

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- b. The public area is so large that there is no hidden area.
- c. The public area is large, and the hidden area is small.
- d. None of the options are correct.

ANSWER:

c

73. Pandhari shares intimate details about his romantic relationship with people he's just met. According to the Johari window, Pandhari has a relatively large:

- a. public area.
- b. blind area.
- c. hidden area.
- d. unknown area.

ANSWER:

a

74. A friend wants to get better at self-disclosure. What advice should you give?

- a. Actively work to get others to disclose to your first.
- b. When in doubt about whether or not to disclose something, err on the side of disclosure.
- c. The more you share, the closer your bond, so share early and often.
- d. When sharing feelings, be certain about the truth of those feelings.

ANSWER:

d

75. Which scenario describes the use of a mask on social media?

- a. Jacob retweets a link to an article about a cause he is passionate about.
- b. Kyung Mi posts her resume to a job search site.
- c. Levi posts an unaltered photo of his cat to Facebook.
- d. Dalija creates an Instagram account using the name MerryMary.

ANSWER:

d

76. Harmony posts a photo to Instagram talking about her great time at the beach. A friend comments on her post with, "I saw you at work that day. When did you have time to travel 500 miles to a beach?" This suggests that:

- a. Harmony's post has high warranting value.
- b. Harmony's post has low warranting value.
- c. Harmony has a dismissive attachment style.
- d. Harmony has a preoccupied attachment style.

ANSWER:

b

77. What action is recommended to improve your social media self-presentation?

- a. limit the visual information you share
- b. allow messages and posts from others on your social media, regardless of the content

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- c. ensure any content you post holds up to the interview test
- d. increase your time spent on social media

ANSWER:

c

78. What are the three components of self?

ANSWER: The three components are self-awareness, self-concept, and self-esteem.

79. Explain how people use self-monitoring in interpersonal communication.

ANSWER: People can use self-monitoring to closely attend to their communication and alter their behaviors to match the situation or context.

80. How might interactions with others affect your self-concept?

ANSWER: You tend to see yourself through others' perceptions of you, a concept known as the looking-glass self.

81. Why is the looking-glass self so named?

ANSWER: The looking-glass self is the self that reflects how others see us, like a mirror, or a looking glass.

82. Explain how self-fulfilling prophecies work, and give an example of how they might impact your academic performance.

ANSWER: 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).

83. How does self-esteem affect interpersonal communication?

ANSWER: Low self-esteem may result in negative interactions with others; high self-esteem may result in positive interactions with others.

84. Explain the difference between self-esteem and self-concept.

ANSWER: Self-esteem is how we evaluate our self-concept; self-concept is how we perceive ourselves.

85. Self-esteem is composed of what two mental standards?

ANSWER: Self-esteem is composed of the ideal self and the ought self.

86. Describe ways in which men and women differ related to self-discrepancies between the ideal and ought selves and how they are similar.

ANSWER: Self-discrepancy research has shown that women generally experience larger ideal self-discrepancies than men. However, in both men and women, self-discrepancies are linked to lower self-esteem. Additionally, self-discrepancies are MOST obvious and impactful in men and women when they are consciously self-aware, such as when watching themselves on video or getting feedback from others.

87. How can you improve your self-esteem? Include specific actions to take.

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ANSWER: The key to improving self-esteem is reducing the discrepancy between your ideal self and ought self. Doing this involves assessing your self-concept, analyzing your ideal self, analyzing your ought self, revisiting and redefining your standards, creating an action plan to resolve discrepancies, and considering how you can increase your investment in your self by pursuing multiple interests and activities.

88. What is gender identity?

ANSWER: Gender identity refers to a person's innate sense of being a male, female, gender-neutral, genderqueer, or gender nonconforming.

89. Identify and give examples of the four different attachment styles.

ANSWER: (1) Secure attachment involves low anxiety and avoidance. People with this style seek close, intimate relationships with others. (2) Preoccupied attachment involves a high level of anxiety and a low level of avoidance. People with this style want to have close relationships but are plagued with fear of rejection and ultimately have difficulty maintaining lasting relationships. (3) Those with the dismissive attachment style show low anxiety and high avoidance and view close relationships as unimportant. (4) The fearful attachment style involves both high anxiety and high avoidance. People with this style fear rejection and tend to shun relationships.

90. Identify two benefits of self-disclosure.

ANSWER: Self-disclosure can increase intimacy in relationships and improve the mental health of the person disclosing.

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

ANSWER: Self-disclosure is a required step to developing personal relationships with others. It helps create intimacy. The other component to creating a personal relationship is how the person responds to the disclosure. Some risk is involved here, as the person may respond in a nonsupportive manner, which can have a negative impact on intimacy.

92. When thinking about sharing information online, what factor do competent online disclosers consider?

ANSWER: Competent disclosers remember that information disclosed electronically can be shared with others beyond the person you disclosed to. Because of this, information should be shared slowly and with caution.

93. Explain what “post-cyber-disclosure panic” is. What strategy can be used to help avoid this panic?

ANSWER: Post-cyber-disclosure panic occurs when you realize that the texts and emails containing your innermost thoughts might be read by others and that such communication is both public and permanent. One way to help avoid this type of panic is by applying the interview test before sharing information electronically.

94. Identify and define the two primary components of the social penetration theory that are intertwined with

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intimacy.

ANSWER: The two components are depth and breadth of self-disclosure. Depth refers to how deeply into each other's self the partners have penetrated (peripheral, intermediate, or central). Breadth refers to how many different aspects of self each partner reveals at each layer.

95. Describe the Johari window. Then identify and give an example of each quadrant.

ANSWER: The Johari window defines four quadrants of the relational self. The public area is known to you and others and includes everything you openly disclose. This could include your favorite music or religious beliefs. The blind area is imperceptible and includes your deepest-rooted beliefs about your self, such as personal flaws you don't see. The hidden area includes aspects that are known to you but that you keep hidden from others. This may include fantasies, for example. The unknown area includes aspects that remain unknown throughout much of your life.

96. List three ways to disclose your self competently.

ANSWER: Three ways to disclose your self competently are to know your self, know your audience, and not force others to self-disclose. Other recommendations include avoid gender stereotypes, be sensitive to cultural differences, and go slowly.

97. Give an example of how warranting value can enhance one's online persona, and explain why.

ANSWER: If a person publicly comments on an online post and supports the self presented by the poster, then the information has high warranting value. When there is high warranting value, people are more likely to trust the original source, thereby leading to enhancement of the original poster's online persona.

98. Differentiate between an online post that has low warranting value and one that has high warranting value.

ANSWER: 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 offline and online sources. This information may also be presented by the author, but it is consistent with other sources.

99. How can "the interview test" help protect one's online persona?

ANSWER: The interview test helps the person determine what is appropriate to post online. Before disclosing information online, the person asks, "Would I feel comfortable disclosing this information in a job interview?" If the answer is no, then they would avoid sharing the information online.