

Chapter 3

The "I" Behind the Eye: Perception and the Self

TRUE/FALSE QUESTIONS

1. Studies reveal that men tend to develop a less positive view of themselves than women.

A. true

B. false

Answer: B

2. Self-image is the sort of person one perceives one's self to be.

A. true

B. false

Answer: A

3. An optimistic belief in one's own competence is known as self-efficacy.

A. true

B. false

Answer: A

4. Self-concept can be positive or negative, accurate or inaccurate.

A. true

B. false

Answer: A

5. We are born with our self-concept.

A. true

B. false

Answer: B

6. The self-concept that we have of ourselves is not very stable and is easy to alter.

A. true.

B. false.

Answer: B

7. People around us greatly shape our self-concept.

A. true.

B. false

Answer: A

8. Pessimists give up more easily because they tend to interpret setbacks as their own fault.

A. true.

B. false

Answer: A

9. In some countries, age rather than youth is respected.

- A. true
- B. false

Answer: A

10. According to distinctiveness theory, a person's own distinctive traits are more important to him or her than more prevalent traits.

- A. true
- B. false

Answer: A

11. Pessimists fail more frequently than optimists—even when success is attainable.

- A. true
- B. false

Answer: A

#### MULTIPLE-CHOICE QUESTIONS

12. Your self-concept influences

- A. some aspects of your communicative behavior.
- B. few aspects of your communicative behavior.
- C. all aspects of your communicative behavior.
- D. none of your communicative behavior.

Answer: C

13. Your self-concept

- A. consists of everything you think and feel about yourself.
- B. will never change.
- C. is rarely, if ever, reflected in the roles you play.
- D. is always positive.

Answer: A

14. Self-concept represents the person you

- A. want to be.
- B. think you are.
- C. were.
- D. might have been.

Answer: B

15. The nature of the self is

- A. unaffected by how you think people perceive you.
- B. unaffected by how you look at people.
- C. unaffected by past experience.
- D. derived from experience and projected onto future behavior.

Answer: D

16. A self-fulfilling prophecy occurs when
- A. believing that something will occur decreases the likelihood of its occurrence.
  - B. predictions cause you or other to behave in ways that make the predictions come true.
  - C. we fail to live up to labels.
  - D. we fail to act as others expect.

Answer: B

17. Robert Rosenthal discovered that when teachers expected children to do well, the children

- A. resented the intrusion.
- B. responded by doing poorly.
- C. seldom listened.
- D. performed exceptionally well.

Answer: D

18. Whereas the Pygmalion effect relates to the expectations that others have for us, the Galatea effect relates to the expectations that

- A. we have for others.
- B. we have for ourselves.
- C. students have for teachers.
- D. none of these

Answer: B

19. Men develop

- A. a less positive view of themselves than women do.
- B. a more positive view of themselves than women do.
- C. fewer leadership skills than women do.
- D. none of these

Answer: B

20. According to Eric Berne, we

- A. constantly invent new scripts to meet new situations.
- B. demonstrate great flexibility in communication.
- C. sometimes enact similar scripts with different sets of players.
- E. take many vacations.

Answer: C

21. Eric Berne believes that we sometimes pattern our transactions in such a way that we

- A. repeatedly reenact the same script.
- B. use different sets of players.
- C. repeatedly reenact the same script with different sets of players.
- D. do not pattern transactions.

Answer: C

22. Eric Berne calls the rules for living we learned while growing up that spell out our roles and how to play them:

- A. identify scripts
- B. international scripts
- C. unusual scripts
- D. none of these

Answer: A

23. What are the four quadrants of the Johari window?

- A. people, messages, channels, noise
- B. message, encoder, interpreter, decoder
- C. referent, source, stimuli, receiver
- D. open area, blind area, hidden area, and unknown area

Answer: D

24. In the Johari window, information about oneself known to both self and others is represented by which quadrant?

- A. open
- B. verbal
- C. complementary
- D. people

Answer: A

25. The blind area of the Johari window contains information about you that

- A. you are aware of but others are not.
- B. you are not aware of but others are.
- C. you willingly share with others.
- D. is free and open to you and others.

Answer: B

26. Which area of the Johari window represents information about you that others, but not you, are aware of?

- A. open
- B. blind
- C. hidden
- D. none of these

Answer: B

27. People who have a large hidden area in the Johari window

- A. fear exposure.
- B. want to know much more about the people with whom they relate.
- C. expect to be accepted.
- D. do not avoid becoming known to others.

Answer: A

28. In terms of the Johari window, communication is most effective when

- A. there is a large blind area.
- B. there is a small open area.

- C. the unknown area is dominant.
- D. none of these

Answer: D

29. The halo effect describes

- A. the principle that we fulfill the expectations of others.
- B. the principle that we fulfill our own expectations.
- C. the ability of first impressions to color subsequent impressions.
- D. primarily perceiving another's mostly positive qualities.

Answer: D

30. To a large extent, your self-concept is shaped by

- A. environment.
- B. people around you.
- C. both environment and people around you.
- D. none of these

Answer: C

31. Self-concept is

- A. derived from the past and projected onto the future.
- B. derived from the future and projected onto the past.
- C. neither projected nor derived.
- D. none of these

Answer: A

32. First impressions are also known as

- A. the horn effect.
- B. the primacy effect.
- C. blinding.
- D. allness.

Answer: B

33. Psychologist Martin Seligman found that optimists

- A. are less successful than pessimists.
- B. are more successful than pessimists.
- C. have about the same success rate as pessimists.
- D. tend to avoid success.

Answer: B

34. When we do not understand that all persons do not attribute the same meaning to similar behavioral clues, we may display

- A. empathy.
- B. selective perception.
- C. cultural nearsightedness.
- D. the horn effect.

Answer: C

35. The Galatea effect refers to expectations we have for

- A. our co-workers.
- B. our friends.
- C. our parents.
- D. ourselves.

Answer: D

36. The term idiocentric refers to

- A. a collected orientation.
- B. a collectivistic orientation.
- C. an individualistic orientation.
- D. none of these

Answer: C

37. The Johari window is a model of self-awareness and

- A. self-denial.
- B. self-destruction.
- C. self-discipline.
- D. self-disclosure.

Answer: D

38. According to Chris Mruk, all of the following are dimensions of self-esteem, except

- A. affect.
- B. belief systems.
- C. competence.
- D. worthiness.

Answer: B

39. Sociologist Erving Goffman describes our lives as a series of interactions we manage while displaying a public image known as the

- A. perceived self.
- B. presenting self.
- C. open area.
- D. blind area.

Answer: B

40. Sociologist Erving Goffman describes our lives as a series of interactions we manage, while who we really believe we are is the

- A. perceived self.
- B. presenting self.
- C. open area.
- D. blind area.

Answer: A

41. A self-fulfilling prophecy occurs when
- A. people live up to the labels placed on them by others.
  - B. the results of a study are manipulated to coincide with those anticipated by the researchers.
  - C. the power of critics to influence the success of a film is countered by the producer's advertising campaign.
  - D. researchers falsify their statistics to lead to predetermined results.

Answer: A

42. Which of these statements illustrates the effect of different treatment of males and females?
- A. Females are more likely to be judged for the quality of their relationships, while males are judged for their success.
  - B. Females are just as likely to develop a positive self-concept as males.
  - C. In order to achieve success, males are more likely to be self-critical than females.
  - D. Adolescent boys focus on pleasing others more than girls do.

Answer: A

43. With which statement would a person with an idiocentric point of view agree?
- A. I will do anything to preserve harmony in my relationships.
  - B. My main goal is to prove my competency.
  - C. Even when I believe I am right, I am willing to defer to others.
  - D. I would be willing to lie to protect the reputation of the group.

Answer: B

44. The Johari window illustrates
- A. how various components of our personality may be hidden or revealed to ourselves and to others.
  - B. how not to break a window.
  - C. the importance of keeping important parts of our personality hidden so that others will accept us.
  - D. several reasons for keeping self-disclosure to a minimum.

Answer: A

45. Which area of the Johari window should be dominant in order to enhance interpersonal relationships?
- A. the hidden area
  - B. the unknown area
  - C. the open area
  - D. the blind area

Answer: C

46. Past experiences can create expectations that create a readiness to perceive new experiences in a predetermined way. These expectations are known as

- A. perceptual sets.
- B. inferences.

- C. perceptual schemata.
- D. stereotypes.

Answer: A

47. Some people feel that an overemphasis on reinforcing self-esteem can precipitate a culture of

- A. little self-concept.
- B. bullying.
- C. actualization.
- D. all of these

Answer: B

48. Sam gives little thought to what he is wearing. He seldom gets a haircut and sometimes tucks his shirt in. Sam might be a

- A. high self-monitor.
- B. low self-monitor.
- C. non-self-monitor.
- D. both low self-monitor and non-self-monitor.

Answer: B

49. The creation of a positive image designed to influence how others perceive us is called

- A. impression management.
- B. impression mismanagement.
- C. impressionism.
- D. impressionistic behavior.

Answer: A

#### ESSAY QUESTIONS (Answers will vary)

50. Author-poet Carl Sandburg wrote: "Life is like an onion. You peel off one layer at a time." Discuss how Sandburg's thought relates to your understanding of self-concept.

51. Define self-concept, and describe the part played by role-taking in the development of self-concept.

52. Define the self-fulfilling prophecy, draw its model, and using specific examples explain how a self-fulfilling prophecy can influence behavior.

53. Diagram the Johari window. Explain how it functions as a model of self-awareness and self-disclosure.

54. Discuss the ways in which popular culture shapes our self-concept.

55. In “The Love Song of J. Alfred Prufrock,” poet T. S. Eliot wrote, “Prepare a face to meet the faces that you meet.” What do you think of such advice? Why would someone prepare a face when interacting with another person?

56. Playwright Arthur Miller said, “Part of knowing who we are is knowing we are not someone else.” Do you agree? Explain your answers with reasons.

57. You have been given the opportunity to design a personal website or blog whose function is to communicate yourself to everyone who accessed the site. What aspects of yourself would you focus on? What facets would you ignore? How much would you reveal about yourself on the site? To what extent, if any, do you think that having a personal website enhances your ability to manage the identity you present to others?

58. What factors make your self-esteem drop? Give some recent examples.

58. Some people use the Internet to pretend to be someone they are not. How do you feel this affects their interactions with others both on- and offline?

59. Select a celebrity who has been in the news recently. Discuss what you believe is his or her self-concept. What specific behaviors does the person exhibit that lead you to your conclusions? Be specific.

60. Define and explain self-efficacy.

61. Using the cartoon on page 73, discuss the Internet’s potential for influencing self-concept.