Intentional Interviewing and Counseling Facilitating 9th Edition Ivey Test Bank Class: **Chapter 03: Attending Behavior and Empathy Skills** 1. Which of the following is FALSE? a. Attending behavior is essential to an empathic relationship. b. Attending behavior is the central skill of listening. c. Listening is more than just hearing or seeing. d. Listening is key to making real contact with clients. ANSWER: b 2. Which of the following is TRUE? a. Attending and listening activate many areas of the brains of both the counselor and client. b. Attending and listening are the ways in which you communicate empathy. c. Attending and listening are the behavioral roots of the working alliance. d. All of the above ANSWER: d 3. Which of these is NOT true of effective attending behavior? a. Primarily involves eye contact, body posture, and following the client verbally b. Requires both verbal and nonverbal sensitivity c. Is illustrated by frequent use of the self focus d. Is useful in rapport building ANSWER: c 4. Which of the following focuses is NOT an attending skill? a. Visual/eye contact b. Vocal quality c. Verbal tracking d. Emotional intelligence ANSWER: d 5. Which of the following is TRUE about attention? a. It is only of a psychological nature. b. It is measurable through brain imaging techniques. c. It does not involve brain activity. d. None of the above ANSWER: b 6. Attention is not just a psychological concept. It also: a. is measurable through brain imaging. b. is measurable through careful observation of clients. c. is justified by the extensive research on microskills. d. has become a foundation for person-centered counseling. ANSWER: a 7. When you use skillful attending skills as an interviewer, you can predict the client will _____.

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a. think more carefully about what they are sharing

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 b. pay more attention to interviewer instructions c. share a more complete story with fewer topic jumps d. express more emotional release ANSWER: c	S	

- 8. Attending behavior on the part of the helping professional _____.
 - a. is making sure the client is comfortable before the session begins
 - b. is attending to client needs as they arise in the session
 - c. is encouraging client talk and reducing interviewer talk
 - d. is noting accurate details in the report following the session
- ANSWER: c
- 9. Cultural differences:
 - a. reveal clearly that counseling across cultures is virtually impossible.
 - b. reveal little in the way of personal or group differences.
 - c. must be taken into account, but only with groups with whom one has experience.
 - d. are an important factor that must be considered in every counseling session.

ANSWER: d

- 10. Attending skills:
 - a. exist in all cultures, but may be expressed differently.
 - b. remain the same from culture to culture.
 - c. are very similar, but differ occasionally in cultures.
 - d. enable an interviewer to communicate with people of other cultures at a very rapid rate.

ANSWER: a

- 11. Which of the following is NOT a component of attending behavior?
 - a. Attentive and authentic body language
 - b. Verbal mirroring technique
 - c. Visual/eye contact
 - d. Verbal tracking

ANSWER: b

- 12. Who introduced the attending behavior concepts to the helping field?
 - a. Ivey et al.
 - b. Freud et al.
 - c. Skinner et al.
 - d. Rogers et al.

ANSWER: a

- 13. Which of the following statements is NOT accurate?
 - a. Attending behavior is primarily concerned with noting body language.
 - b. The multicultural background of each client may modify his or her communicating style.
 - c. Good observers encourage clients to talk more.

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d. The counselor may need to adapt his or her style to meet the needs of the client.

ANSWER: a

- 14. Which of the following is TRUE?
 - a. Many beginning counselors to try to solve clients' difficulties too soon.
 - b. Most clients develop their concerns over a brief period of time.
 - c. It is critical for counselors to speed up in focusing on clients' problems and solutions.
 - d. Using the three Vs and one B is a waste of time during an intake session.

ANSWER: a

- 15. According to the authors, the most effective eye contact for attending _____
 - a. depends on the cultural and socioeconomic factors of the interviewee
 - b. requires consistent visual contact with the interviewee
 - c. demands avoiding eye contact with the interviewee
 - d. respects multicultural preferences

ANSWER: d

- 16. Regarding visual/eye contact, which of the following is NOT true?
 - a. Direct eye contact is considered a sign of interest by European-North American middle classes.
 - b. Direct eye contact is considered a sign of disrespect by Native American and Latin American young people.
 - c. Direct eye contact is generally avoided by Inuit and Aboriginal Australians.
 - d. Direct eye contact differences are easily noted, but cultural differences are so varied that findings are inconclusive and unhelpful.

ANSWER: d

- 17. Direct but not constant eye contact is typical for:
 - a. African American clients.
 - b. Hispanic clients.
 - c. White middle-class clients.
 - d. all of the above.

ANSWER: c

- 18. Which of the following may be observed when an interview issue is of interest to a middle-class client?
 - a. Direct eye contact, forward trunk lean, pupil dilation
 - b. Direct eye contact, forward trunk lean, pupil contraction
 - c. Partial eye contact, forward trunk lean, pupil dilation
 - d. Partial eye contact, trunk lean away, pupil contraction

ANSWER: a

- 19. Members of which cultural groups are most likely to reject direct eye contact, particularly if they are coming from a traditional background?
 - a. White middle-class and Latina/Latino clients
 - b. Native American and Latina/Latino clients
 - c. African American women and White children

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d. None of the above		
ANSWER: b		
20. Vocal qualities mean:		
a. tracking the client's story without in	iterruption.	
b. noting what clients discuss and wha	at they avoid.	
c. moderating your tone and speech ra	ate to the client and the situation.	
d. facing the client when you are spea	king with them.	
ANSWER: c		
21. Which of the following is NOT a voca	l qualities behavior?	
a. Speech hesitations	1	
b. Verbal changes of topic		
c. Throat clearing		
d. Screaming and whispering		
ANSWER: b		
22. Clients and interviewers may use	to highlight the importa	ant issues in their statements.
a. verbal underlining, topic jumps, and		
b. verbal underlining, keeping to the s	ame topic, and higher pitch	
c. verbal underlining to key words or	phrases	
d. written instructions		
ANSWER: c		
23. Clients and interviewers highlight imp	ortant issues in their statements through:	
a. written instructions.		
b. verbal underlining, keeping to the s	ame topic, and higher pitch.	
c. verbal underlining, topic jumps, and	d softer vocal tone.	
d. verbal underlining, volume, and em	phasis on key words or phrases.	
ANSWER: d		
24. Both interviewers and clients may find	themselves speaking with louder volum	e and increased vocal emphasis for
certain words and short phrases. This is kn	lown as:	
a. verbal tracking.		
b. vocal tone.		
c. verbal underlining.		
d. vocal quality.		
ANSWER: c		
25 is/are a particularly good ex	ample of how different people react diffe	erently to the same voice.
a. Clients changing the topic		
b. Interviewer's national or regional a	ccent	
c. Client vocal tones		
d Interviewer's skillful attending skil	le le	

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ANSWER: b

- 26. Vocal qualities and verbal tracking:
 - a. are essentially the same skill.
 - b. are secondary and tertiary attending skills.
 - c. are NOT interviewer skills.
 - d. are distinctly different and critical attending skills.

ANSWER: d

- 27. Which one of the following statements may help a new interviewer become aware of their own pattern of selective attention?
 - a. Relax. Build on the client's topic and learn about your client over time.
 - b. You don't want to lose track of key issues, but you can't attack every client issue at once.
 - c. Be alert to your own pattern of selective attention.
 - d. All of the above.

ANSWER: d

- 28. We tend to listen to some topics more than others by verbal tracking. We hear some topics better than others. It is important that the interviewer be aware of unconscious patterns of:
 - a. selective attention.
 - b. pupil dilation.
 - c. verbal underlining.
 - d. client topic jumps.

ANSWER: a

- 29. Which of the following is NOT true of selective attention?
 - a. Selective attention is simply interviewers noting the topics to which clients attend.
 - b. Clients tend to talk about what interviewers are willing to hear.
 - c. It is just as important for interviewers to observe how they selectively attend to specific topics.
 - d. Interviewers may have a limited list of topics that interest them.

ANSWER: a

- 30. It is important for the counselor to be aware of his/her own patterns of:
 - a. verbal underlining.
 - b. selective attention.
 - c. pupil dilation.
 - d. client topic jumps.

ANSWER: b

- 31. Staying with the topic is important in:
 - a. verbal underlining.
 - b. verbal tracking.
 - c. most non-attending responses.
 - d. effective vocal qualities.

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ANSWER: b		
a. is less important in key theorieb. is based on the brain being winc. is brought about by the hipport	introduced in the microskills framework,: es of helping such as person-centered and brief red to attend stimuli to cope with the environme ampus and the energizing amygdala through se et of person-centered and brief counseling.	ent.
b. Most of us have certain topics c. It is important to stay with the	on we listen only to one person at a time. that we are more interested in than others.	
34. Redirecting attention is: a. avoided by effective interview b. not a valid skill for the intervie c. useful in shifting clients away d. rude behavior on the part of the ANSWER: c	ewer. from negative topics.	
35. Through, we can som a. selective attention b. verbal underlining c. redirecting attention d. threats and criticism ANSWER: c	etimes stop clients from talking about nonprod	uctive topics.
36. Which of the following is TRUE a. It is always inappropriate. b. It can help a client stop repeat c. It facilitates clients talking eve d. It encourages clients to talk ab ANSWER: b 37. Silence:	ing a story over and over. en more about their issues.	
or. Shelice.		

- a. needs to be avoided in some cultural contexts.
- b. is central when you are working with a client whom you do not really understand as it gives them more time to think and talk.
- c. can be frightening to the beginning helper.
- d. is difficult for clients, so the counselor needs to fill in the time.

ANSWER: c

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38. Which of the following is TRUE about sile.	nce?	
a. It can cause client discomfort and must	be used sparingly.	
b. It can be useful in a session when clients	s need to think through their respo	onses.
c. It is not a useful tool for the helping pro	fessional.	
d. It is useful when followed by detailed an <i>ANSWER:</i> b	nalysis of the client's issue(s).	
39. Which of the following determines comfort a. Ethnic or regional heritage	able interpersonal distance betwe	en people?
b. Age		
c. Specific topics of conversationd. All of the above		
ANSWER: d		
ANSWEN. u		
40. Which of the following is TRUE about bod a. A comfortable conversational distance f b. English-speaking people generally prefe c. Leaning forward closely toward a Latina d. A comfortable conversational distance f ANSWER: d	or traditional Arab Americans is a er a conversation at slightly less the a/Latino friend will often be recei	nan half an arm's length.
41. When it comes to appropriate interviewer b a. sitting straight in your chair	ody language, is essent	tial to building trust.
b. skillfully executed technique		
c. relaxed open arms		
d. authenticity		
ANSWER: d		
42. According to the authors, which of the followa. Empathy can exist without counseling st		
b. Empathy is a way to introduce caring in	to the session.	
c. The use of microskills produces empath	y.	
d. Microskills can be more meaningful if c <i>ANSWER</i> : d	ombined with empathic construct	S.
43. Empathy is defined as experiencing: a. the client's worldview.		

- b. the world as if you are the client.
- c. awareness that you are separate from the client.
- d. the world as if you were the client, but being aware that you are separate from the client.

ANSWER: d

44. Empathy is often defined as:

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a. comforting the client through difficult emotions.b. experiencing the world as if you were the control of the same as sympathy.d. being kind to the client when he or she is to ANSWER:	client.	
45. Empathy:		
 a. requires the interviewer to respond immed b. requires the interviewer to accurately say k c. requires the interviewer to mirror each emod d. is failure of the client to express emotion d ANSWER: b	tey issues back to client without option the client expresses.	
ANOWEN. U		
46. Empathy is best assessed by:a. your level of identification with your clienb. the client's reaction to your statement.c. the grammatical quality of your statement.d. the accuracy of your interpretation. ANSWER: b	t.	
47. Who was the first person to measure levels of	ampathia understanding?	
47. Who was the first person to measure levels ofa. Rogersb. Truaxc. Maslowd. Ivey	empanic understanding:	
ANSWER: b		
48. You can observe interview sessions and rate that a. Level 1: Additive empathy; Level 2: Basic b. Level 1: Subtractive empathy; Level 2: Basic c. Level 1: Basic empathy; Level 2: Additive d. Level 1: Additive empathy; Level 2: Subtractive empathy; Level 3: Subtractive empa	empathy; Level 3: Subtractive of sic empathy; Level 3: Additive of empathy; Level 3: Subtractive of	empathy empathy empathy
49. Which of the following lists, in the correct ord empathy shown in an interview? a. Level 1: Additive empathy; Level 2: Basic	•	

- b. Level 1: Basic empathy; Level 2: Additive empathy; Level 3: Subtractive empathy
- c. Level 1: Subtractive empathy; Level 2: Basic empathy; Level 3: Additive empathy
- d. Level 1: Additive empathy; Level 2: Subtractive empathy; Level 3: Basic empathy

ANSWER: c

- 50. When the interviewer focuses on the negative or distorts the client's conversation, this is:
 - a. empathy.

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b. subtractive empathy.		
c. basic empathy.		
d. additive empathy.		
ANSWER: b		
51. The counselor responds to Dominic with doing 'women's work'?" How would you ra a. Level 1, subtractive b. Level 2, somewhat subtractive		reat, but how do you really feel about
·		
c. Level 3, interchangeable		
d. Level 4, somewhat additive		
ANSWER: a		
 52. When the interviewer links to an earlier asset search, these are components of: a. empathy. b. subtractive empathy. c. basic empathy. d. additive empathy. ANSWER: d 	client comment, introduces a new fran	ne of reference, or initiates the positive
53. When the interviewer paraphrases and real and empathy.b. subtractive empathy.c. basic empathy.d. additive empathy. ANSWER: a	eflects feeling to communicate that he	or she understands the client, this is:
54. When the interviewer's responses are base a. empathy.b. subtractive empathy.c. basic empathy.	sically interchangeable with those of the	he client, this is:
d. additive empathy.		
ANSWER: c		
55. Basic empathy is best defined as: a. the interviewer interchanges response b. the interviewer changes roles with the c. the relationship is one of equity and the d. the interviewer accurately says back ANSWER: d	e client. understanding.	
56. The interviewer is demonstrating client has said.	when he/she is	able to say back accurately what the

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a. basic empathy		
b. additive empathy		
c. subtractive empathy		
d. none of the above		
ANSWER: a		
57. When demonstrating that helps the client see a new perspective. a. basic empathy b. additive empathy		a congruent idea or frame of reference
c. subtractive empathy		
d. none of the above		
ANSWER: b		
58. Inappropriate interviewer responses that a. basic empathy b. additive empathy c. subtractive empathy d. none of the above ANSWER: c	at give back less or distort what the clien	nt has said demonstrate
59. An empathic person who watches a para. draws on memories from the hipporto. b. draws on the amygdala to understance. actually feels his or her partner's para. d. has some parallel pain centers active.	campus to deal with the strain. and the other. and the ven though just watching.	
ANSWER: d		
60. Mirror neurons:a. fire up when clients look at themselb. guide clients' grooming behavior.c. fire up when clients observe actionsd. fire up when clients look into a mirror	s by others.	
ANSWER: c		
61. Empathy is not just a psychological cora. is measurable through brain imaging b. is measurable through careful obser c. is assessed by the extensive research d. has become a foundation for person	g. vation of your actions. h on microskills.	
ANSWER: a		
62. Which of the following disruptive beha	aviors can lead to a poor session?	

a. Visual contact

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b. Verbal tracking		
c. Body language		
d. All of the above		
ANSWER: d		
63. In every interview the quality of atten a. is always the same	ding and nonattending responses	
b. depends on how actively you demo	onstrate attending	
c. depends on the situation		
d. depends on how well versed you a	re in expressing nonattention	
ANSWER: c		
64. In all of the examples, we can assume a. the attending responses were the b		
b. the nonattending responses were the	ne best.	
c. quality would depend on the situat	ion.	
d. a and c.		
ANSWER: c		
65. Teaching attending behavior to clients a. it will make clients into beginning	s is recommended by the authors because: interviewers and counselors.	
b. it provides something to do when t	the interview begins to slow down.	
c. research and counseling practice h	as revealed that it can be highly beneficial	to many clients.
d. all of the above		
ANSWER: c		
66. The microskills can best be taught to:		
a. many client and volunteer populati		
b. hospitalized inpatients during the	early stages of treatment.	
c. high school peer counselors.		
d. volunteers in the community.		
ANSWER: a		
67. Social skills training may refer to	_•	
a. dating behavior		
b. drug-refusal skills		
c. assertiveness training		
d. all of the above		
ANSWER: d		
	out teaching the microskills to challenging of	
	not respond well to social skills treatment.	
b. Teaching troubled clients the atten	ding skills is usually effective.	

c. Attending skills improve the preparation of high school peer mediators.

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d. Communication with troubled childs	ren can be regained by using the attend	ing skills.
69. Being aware of what one is doing can in raining as a. the difficulty of practice b. the Samurai Effect c. the need for fewer skills and a simple d. the nonverbal effect ANSWER: b		
70. Practice in meditation: a. has recently become important in period became help samural forget the individuc. facilitates emotional growth throughd is a strategy that should only be used ANSWER: b	taming the amygdala.	egy.
71. Learning attending and the other micro	skills involves breaking each skill to its	smallest component and is similar to
a. how samurai learn swordplay b. learning to drive a car for the first tin c. becoming proficient with demanding d. all of the above ANSWER: d		
72. As the interviewer, when you don't kno a. Continue attending to the client.b. Ask the client to start over.c. Consult your notes regarding the clied. End the session.		ing should you do?
 73. Which of the following represents one of a. Practice changes your mind but not b. Skills are nonspecific. c. The brain drives the brawn. d. All of the above ANSWER: c		ce?

a. Feedback is most helpful when it includes strengths.

74. Which of the following is NOT one of the suggested guidelines for effective feedback?

b. Feedback is most helpful when it is comprehensive and generalized.

c. Feedback is most helpful when it is relatively nonjudgmental

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d. Feedback is most helpful when it is le	ean and concrete.	
ANSWER: b		
75. According to the authors, attending behatailored according to individual and multicua. True		nan communication but need to be
b. False		
ANSWER: True		
76. Without attention, nothing will happen.		
a. True		
b. False		
ANSWER: True		
77. Smiling, listening, and a respectful and undividuals. a. True	understanding vocal tone are behaviors	that "fit" virtually all cultures and
b. False		
ANSWER: True		
78. Empathy is identifiable by means of funda. True	ctional magnetic resonance imaging (fl	MRI).
b. False ANSWER: True		
79. Present a concrete example of a time whe client talk).	en it may be appropriate NOT to provi	de attention (attending behavior to
ANSWER: Answers may vary		
80. What are the four main concepts of atter ANSWER: Answers may vary	nding behavior? Evaluate yourself on ea	ach of these.
81. Describe cultural differences that may example ANSWER: Answers may vary	xist in the four main concepts of attend	ing behavior.
82. Define and provide an example of the fo	llowing terms:	
verbal underlining		

selective attention

ANSWER: Answers may vary

83. Provide examples of effective attending and effective nonattending counselor responses to this client:

Client: "It was a long, hard hearing. The lawyer kept questioning me about the so-called 'assault' for two hours. I'm not guilty, and I didn't do it. I can't see why they are after me all the time."

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ANSWER: Answers may vary		
34. Explain the acronym "3 Vs + B" and practice ANSWER: Answers may vary	rovide examples of each aspect.	
35. Explain what "topic jumps" means. Des	scribe what interviewers can do to preven	ent or cope with it. Provide examples.
36. Describe the concept and discuss the prescribe. Answers may vary	os and cons of using silence in the inter	view.
87. How might you go about teaching the souch as shyness, lack of friendship, depress		sion with an example of a client problem
ANSWER: Answers may vary		
88. Describe the Samurai Effect and its release. ANSWER: Answers may vary	evance for the mastery of the microskill	s.
39. Discuss the concepts of basic empathy,	subtractive empathy, and additive emp	athy, and give an example of each.
ANSWER: Answers may vary		
00. Explain what mirror neurons are and ho ANSWER: Answers may vary	ow they support empathy.	
01. What are the guidelines for effective fe ANSWER: Answers may vary	edback, and how have you found them	useful in your own session practice?
22. Clients and interviewers highlight impo	ortant issues in their statements through	:
b. verbal underlining, keeping to the sa	ame topic, and higher pitch.	
c. verbal underlining, topic jumps, and		
d. verbal underlining, volume and emp ANSWER: d	nasis on key words or phrases.	
o3. Which of the following is TRUE of vision. We always need to strive for eye con		
b. In some cultures, eye contact is always	ays considered inappropriate.	
c. Men have better eye contact than we		
d. Culturally and individually appropri	ate eye contact is essential.	
ANSWER: d		
94. When demonstrating hat helps the client see a new perspective. a. basic empathy b. additive empathy	the interviewer is able to offer a	a congruent idea or frame of reference

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c. subtractive empathy				
d. none of the above				
ANSWER: b				
95. Inappropriate interviewer responses that given a. basic empathyb. additive empathyc. subtractive empathy	ve back less or distort what the clie	nt has said demonstrate		
d. none of these choices				
ANSWER: c				
96. Teaching attending behavior to clients is real. it will make clients into beginning interests. it provides something to do when the incomes careful and counseling practice has read, all of these.	viewers and counselors. terview begins to slow down.			
ANSWER: c				
97. Even the most advanced professional do don't know what to do? a. Question b. Attend c. Interrupt d. Challenge	oesn't always know what is happ	pening. What can you do when you		
ANSWER: b				
98. Empathy can be rated as: a. interchangeable. b. subtractive. c. additive. d. all of the these ANSWER: d				
99. The authors point out that is essential a. Practiceb. Practice, practicec. Practice, practice, and practiced. None of these	if you are to truly master and beco	me competent in the interview.		
ANSWER: c				
100. Which cultural groups are most likely to r background? a. White middle-class and Latina/Latino class.		y if coming from a traditional		

b. Native American and Latina/Latino clients

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d. Deaf culture

ANSWER: a