

# ***Social Psychology***

## **Test Bank**

### **Chapter 3: The Self: Self-Perception and Self-Presentation**

#### **CHAPTER STUDY OBJECTIVES**

1. ***How to define self-concept and self-awareness.*** This section examines how we come to see and describe ourselves. Self-concept is our belief about our own attributes; the self-concept changes from childhood to adulthood. Self-concept becomes more abstract and less concrete as we get older. Self-awareness is a state of being aware of oneself. Both environmental cues and personality disposition influence self-awareness. In this section, we also discussed functions of self as interpersonal tool, decision maker, and self-regulator.

2. ***How personal factors influence the self-concept.*** A variety of personal factors, including thinking about our thoughts, focusing on self-awareness, regulating the self, examining our behaviour, and interpreting our motivation, can influence how we see ourselves. We also demonstrated that sometimes we make errors when assessing our attitudes and feelings: assistant professors think they'll be very sad, and for a long time, if they don't get tenure, but in reality they feel just as good as those who got tenure in a few years' time.

3. ***How social factors influence the self-concept.*** Both social comparison theory and the two-factor theory of emotion demonstrate the influence of social factors on our self-concept. You also learned that comparing your intelligence to that of Pamela Anderson is a good idea.

4. ***How people maintain a positive self-concept.*** We use a variety of strategies to maintain a positive self-concept, including self-serving biases, self-serving beliefs, self-serving comparisons, and self-serving behaviour. For example, you learned that people see themselves as showering less frequently than others during a drought, but showering more frequently than others during normal conditions. All of these strategies help us feel good about ourselves, sometimes in the face of considerable evidence to the contrary.

5. ***How people present themselves to others.*** People use a number of different strategies to present themselves to other people in a positive way. These strategies include self-promotion, ingratiation, and self-verification. However, we also learned that we don't need to focus quite so much on self-presentation—because other people are much less aware of our own behaviour than we believe they are. In other words, it is truly okay to wear the Vanilla Ice t-shirt.

**6. *How culture influences self-concept, self-perception, and self-presentation.*** The last section in this chapter described the role of culture in influencing self-concept, self-perception, and self-presentation. We learned that individuals' tendency to self-enhance, meaning to rate themselves as particularly good—and certainly as better than most others—is highly influenced by culture. In sum, people from individualistic cultures tend to rate themselves in particularly positive ways, whereas those from collectivistic cultures show considerably more modesty.

## MULTIPLE CHOICE QUESTIONS

1. An individual's overall beliefs about his or her own attributes is called

- a) self-esteem.
- b) self-concept.
- c) self-perception.
- d) self-influence.

Answer: b

Difficulty: Easy

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Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

2. According to William James (1890), the "Known" is to \_\_\_\_\_ as the "Knower" is to \_\_\_\_\_.

- a) self-concept; self-awareness
- b) self-awareness; self-concept
- c) self-perception; introspection
- d) introspection; self-awareness

Answer: a

Difficulty: Hard

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

3. According to William James (1890), a person's sense of identity is created by the combination of which two aspects of the self?

- a) self-concept; self-esteem
- b) self-awareness; self-concept
- c) self-perception; introspection
- d) introspection; self-awareness

Answer: b

Difficulty: Medium

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

4. Who is more likely to have a self-concept that emphasizes psychological characteristics?

- a) a 9-year-old boy
- b) a 9-year-old girl
- c) an adult female
- d) all of the above

Answer: c

Difficulty: Medium

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

5. Self-awareness theory suggests that increasing self-awareness leads people to think about discrepancies between their \_\_\_\_\_ and \_\_\_\_\_.

- a) actual self; ideal self
- b) hopes; reality
- c) self-concept; introspection
- d) attitudes; behaviour

Answer: d

Difficulty: Medium

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

6. According to self-awareness theory, if department stores want to discourage shop-lifting, they should

- a) have large mirrors behind expensive merchandise.
- b) hire more security guards.
- c) play annoying music.
- d) have more security cameras.

Answer: a

Difficulty: Medium

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

7. If people become self-aware and notice discrepancies between their attitudes and behaviour, one option is to change their behaviour to match their personal standards. The second option is to

- a) increase self-awareness.
- b) increase self-esteem.
- c) decrease self-esteem.
- d) reduce self-awareness.

Answer: d

Difficulty: Medium

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

8. Which one of the following would your textbook suggest is *not* a function of the self?

- a) self as social comparer
- b) self as regulatory system

- c) self as interpersonal tool
- d) self as decision-maker

Answer: a

Difficulty: Easy

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

9. Campbell (1990) defines self-concept \_\_\_\_\_ as the extent to which knowledge about the self is clearly or consistently defined.

- a) regulation
- b) definition
- c) analysis
- d) clarity

Answer: d

Difficulty: Easy

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

10. The extent to which you see yourself, your evaluation of your own self-worth, is known as

- a) personality.
- b) primary traits.
- c) self-ego.
- d) self-esteem.

Answer: d

Difficulty: Easy

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

11. Kolet thinks that her looks, her intelligence and her personality are fairly mediocre. Kolet's overall evaluation of her attributes represent her sense of

- a) self-esteem.
- b) self-discrepancy.
- c) self-control.
- d) self-awareness.

Answer: a

Difficulty: Easy

Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

12. Mary told her husband David not to eat any of the cookies she baked for dessert. According to

self-awareness theory, if Mary wants to increase the chance that David will *not* eat the cookies, she should

- a) explain how long it took to make the cookies.
- b) hide the cookies.
- c) put the cookies in front of a mirror.
- d) remind David of his resolve to lose weight.

Answer: c

Difficulty: Medium

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Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

13. Research using fMRI indicates that the emotional parts of the brain would influence all of the following decisions *except*

- a) spending the night before your psych final on Facebook.
- b) taking the largest piece of dessert.
- c) buying a flat screen television with a new credit card.
- d) eliminating Thursday-nights-out to save for a spring break trip.

Answer: d

Difficulty: Hard

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Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

14. \_\_\_\_\_ is defined as one's overall beliefs about his or her attributes.

- a) Self-control
- b) Self-awareness
- c) Self-concept
- d) Self-esteem

Answer: c

Difficulty: Easy

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### SHORT ANSWER QUESTIONS

15. People who focus on their own behaviours are motivated to either change their behaviour so that their attitudes and behaviours are consistent, or escape from that focus according to the \_\_\_\_\_ theory.

Answer: self-awareness

Difficulty: Medium

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Learning Objective: How to define self-concept and self-awareness.

Section Reference: What Are the Self-Concept and Self-Awareness?

## MULTIPLE CHOICE QUESTIONS

16. The process of thinking about your own thoughts or feelings is known as

- a) introspection.
- b) internal interviewing.
- c) prospective interviewing.
- d) prospection.

Answer: a

Difficulty: Easy

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

17. In a study by Wilson et al. (1993) students who selected a poster based on the rationale for their preference, later reported they

- a) felt happier than those who selected a poster based on feelings.
- b) felt no difference from those who selected a poster based on feelings.
- c) felt less happy than those who selected a poster based on feelings.
- d) didn't remember the reasons for their selection.

Answer: c

Difficulty: Hard

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

18. Why does the textbook suggest that introspection is *not* very effective in understanding our own attitudes?

- a) We tend to think more about unimportant things than important things.
- b) There is a low correlation between our attitudes and behaviour.
- c) Thinking about our attitudes results in depression.
- d) WE should only be introspective for major decisions.

Answer: b

Difficulty: Hard

Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

19. After his break-up with Rachel, Ross predicted he would be miserable and lonely for a long time.

Ross's prediction is an example of

- a) social influence.
- b) social comparison.
- c) social referencing.
- d) affective forecasting.

Answer: d

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

20. According to the self-discrepancy theory, one's self-concept is influenced by the gap between \_\_\_\_\_ and \_\_\_\_\_.

- a) actual self; ideal self
- b) actual self; real self
- c) fantasy self; ideal self
- d) fantasy self; personality

Answer: a

Difficulty: Easy

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

21. Georgiana has always wanted to be an engineer but she can't seem to master algebra. The fact that Georgiana continues to study courses in pre-engineering may be explained through

- a) self-discrepancy theory.
- b) social comparison.
- c) false consensus theory.
- d) theory of social concept.

Answer: a

Difficulty: Hard

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Learning Objective: How personal factors influence the self-concept and self-awareness.

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22. Lucky feels negative about himself because although he aspired to play in the World Poker Championship, he really wasn't very successful at the game. This difference between his aspirations and



his skills can be explained by

- a) self-discrepancy theory.
- b) self-concept theory.
- c) stop gap theory.
- d) social comparison theory.

Answer: a

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

23. Research shows that when one's self control has been 'used up,' we are

- a) less likely to show self control again.
- b) once more able to demonstrate self control.
- c) more likely to question lack of self control.
- d) there is no relationship between present and future self control.

Answer: a

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

24. A study in which participants were asked to ignore stereotypes, demonstrated that thought suppression of stereotypes

- a) had no influence on word recognition.
- b) increased recognition of stereotypes in a later task.
- c) decreased recognition of stereotypes in a later task.
- d) eliminated all recognition of stereotypes in a later task.

Answer: b

Difficulty: Hard

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Learning Objective: How personal factors influence the self-concept and self-awareness.

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25. Self-perception theory states we look to our own \_\_\_\_\_ to determine our attitudes and beliefs.

- a) personality
- b) attributes
- c) behaviour
- d) thinking

Answer: c

Difficulty: Easy

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Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

26. Dolinski (2000) asked research participants for help. Those who had previously been asked for assistance were more likely to help in the second instance, demonstrating the

- a) self-discrepancy theory.
- b) self definition theory.
- c) self comparison theory.
- d) self-perception theory.

Answer: d

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

27. According to research, who is more likely to be self-confident in their ability to succeed at a task?

- a) Lisa who is taking a car-repair class
- b) Brian who is taking a cooking class
- c) Jim who is sewing curtains for his apartment
- d) Mike who is taking a car-repair class

Answer: d

Difficulty: Medium

Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

28. Dan was having a stressful morning. Based on the facial feedback hypothesis, what can Dan do to be in a better mood?

- a) Put a smile on his face.
- b) Scream and release the stress.
- c) Do something he enjoys.
- d) Write about his feelings on the morning.

Answer: a

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

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29. Which of the following statements best expresses the facial feedback hypothesis?

- a) Smile and the whole world smiles with you.
- b) Let a smile be your umbrella)

- c) Smile on the outside, smile on the inside.
- d) Cry and the world cries with you.

Answer: c

Difficulty: Hard

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30. All of the following are possible explanations of why facial expressions or posture can affect your mood, *except*

- a) if you are smiling, you will perceive yourself as happy.
- b) anger may cause physiological changes in your brain.
- c) sitting up straight is better for your health.
- d) certain facial expressions may cause increases or decreases in blood flow.

Answer: c

Difficulty: Hard

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31. Neena has been volunteering at the soup kitchen for six months and reports that she has learned much about people and their needs. Neena has probably volunteered

- a) to fulfill a school requirement.
- b) for extrinsic motives.
- c) to make her college application more attractive.
- d) for intrinsic motives.

Answer: d

Difficulty: Medium

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32. All of the following statements represent intrinsic motives *except*

- a) volunteering will build my resume.
- b) I really enjoy volunteering.
- c) volunteering makes me feel good.
- d) my curiosity is the driving force behind my volunteering.

Answer: a

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

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33. Overjustification would suggest that children who enjoy reading will have what reaction to being rewarded with a pizza for reading books?

- a) They would read less after being rewarded.
- b) They would read more after being rewarded.
- c) There would be no change in the amount of reading.
- d) Children who love pizza will now dislike pizza.

Answer: a

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

34. To maintain intrinsic motivation and overcome overjustification, you should

- a) establish deadlines earlier than those imposed for the task.
- b) provide a reward before you begin the task.
- c) provide a reward regardless of the quality of your work.
- d) reflect on extrinsic reasons for completing the task.

Answer: a

Difficulty: Hard

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Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

35. Which of the following statements is TRUE?

- a) Our logical thoughts are a better predictor of our future behaviour than are our feelings.
- b) Our feelings are a better predictor of our future behaviour than are our logical thoughts.
- c) Our feelings are a better predictor of our true preferences than are our logical thoughts.
- d) Both b and c.

Answer: d

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

36. Based on research on affective forecasting, which of the following is TRUE?

- a) People greatly underestimate the impact that positive events will have on their mood.
- b) People greatly overestimate the impact that positive events will have on their mood.
- c) People greatly underestimate the impact that negative events will have on their mood.
- d) None of these

Answer: b

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

37. According to \_\_\_\_\_ theory, people notice self-discrepancies only when they focus on their own behaviour.

- a) self-discrepancy
- b) self-control
- c) self-awareness
- d) self-perception

Answer: c

Difficulty: Easy

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Learning Objective: How personal factors influence the self-concept and self-awareness.

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38. As part of his secondary education class, Gregory has to tape himself delivering a lesson and then watch the video with his classmates. While watching, Gregory realizes that he is not as good at teaching as he thought he was. According to self-awareness theory, what would Gregory be likely to do as a result of watching this tape?

- a) He will avoid watching the video again.
- b) He will proudly show the video to his family and friends.
- c) He will work to become a better teacher based on what he saw on the tape.
- d) Either a or c.

Answer: d

Difficulty: Easy

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

39. According to neuroscience research, if you were asked to make a decision about an immediate reward (such as whether to have one piece of cake now or two pieces tomorrow), what part of your brain would be activated?

- a) the part associated with language
- b) the part associated with vision
- c) the part associated with emotions
- d) the part associated with abstract reasoning and calculations

Answer: c

Difficulty: Hard

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Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

40. According to research by Baumeister et al. (1998) in which participants were in a radish condition or a chocolate condition, what was found about their work on a subsequent puzzle-solving task.

- a) People in the radish condition gave up on the puzzle sooner than did people in the chocolate condition.
- b) People in both conditions worked on the puzzle for about the same amount of time.
- c) People in the chocolate condition gave up on the puzzle sooner than did people in the radish condition.
- d) Puzzle solving was not a part of this study.

Answer: a

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

41. When students are cognitively depleted (e.g., because of completing a difficult mental task), how are they likely to solve word starts such as “BU—”?

- a) With philosophical words
- b) With sexual words
- c) With neutral words
- d) With animal words

Answer: b

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

42. According to \_\_\_\_\_ theory, people look at their own behaviours to infer their attitudes.

- a) self-perception
- b) self-situational
- c) self-discrepancy
- d) self-awareness

Answer: a

Difficulty: Easy

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

43. Whenever James gets to choose a movie, he picks an action movie. He assumes, then, that he must like action movies. What theory predicts this result?

- a) self-awareness theory
- b) self-perception theory
- c) self-control theory
- d) self-discrepancy theory

Answer: b

Difficulty: Easy

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

44. "Just put on a happy face!" is advice that follows from

- a) self-discrepancy theory.
- b) self-awareness theory.
- c) the facial feedback hypothesis.
- d) the emotional loop hypothesis.

Answer: c

Difficulty: Easy

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

45. According to research on the facial feedback hypothesis, which of the following people would be most likely to believe a persuasive speech?

- a) Tonya, who shook her head in disagreement during the speech
- b) Lisa, who nodded her head in agreement during the speech
- c) Mallory, who did not move her head during the speech
- d) They would all be equally likely to be persuaded

Answer: b

Difficulty: Medium

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

46. Which of the following is *not* likely to be experienced by a person who is intrinsically motivated to complete a task?

- a) greater task involvement
- b) enjoyment
- c) concern with recognition
- d) curiosity

Answer: c

Difficulty: Easy

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Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

47. Overjustification refers to the phenomenon in which

- a) internal rewards can undermine extrinsic motivation.
- b) external rewards can undermine extrinsic motivation.
- c) internal rewards can undermine intrinsic motivation.
- d) external rewards can undermine intrinsic motivation.

Answer: d

Difficulty: Easy

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Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

48. If a business is interested in providing expected rewards to its employees, for what types of tasks would it be most beneficial to offer these rewards?

- a) For vague tasks, such as creative tasks.
- b) For tasks with clear performance standards.
- c) For no tasks.
- d) For all tasks.

Answer: b

Difficulty: Medium

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## TRUE-FALSE STATEMENTS

49. Introspection is an effective way to gain better understanding of your true attitudes.

Answer: False

Difficulty: Medium

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Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

50. Watching television, reading a book, or drinking alcohol are all ways of escaping self-awareness.



Answer: True

Difficulty: Medium

Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

51. Although everyone feels a discrepancy between their actual and ideal selves, the smaller the gap, the better one feels about oneself.

Answer: True

Difficulty: Easy

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52. Rewards can be very effective when given at the start of the task.

Answer: False

Difficulty: Hard

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Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

## SHORT ANSWER QUESTIONS

53. The process of predicting the impact of both positive and negative events on mood is known as \_\_\_\_\_.

Answer: affective forecasting

Difficulty: Easy

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Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

54. According to the \_\_\_\_\_ theory, our self-concept is influenced by the gap between our actual self and our ideal self.

Answer: self-discrepancy

Difficulty: Easy

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Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

55. \_\_\_\_\_ states that we look to our own behaviour to determine our attitudes and beliefs.

Answer: Self-perception theory

Difficulty: Medium

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Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

56. Taneisha loves to jog early in the morning and watch the sun rise on the horizon. Taneisha has \_\_\_\_\_ motivation to jog.

Answer: intrinsic

Difficulty: Medium

Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

57. Allie used to love to play the piano but hasn't done much playing since her parents started to pay her as a reward for practicing. This is an example of \_\_\_\_\_.

Answer: overjustification

Difficulty: Medium

Learning Objective: How personal factors influence the self-concept and self-awareness.

Section Reference: How Do Personal Factors Influence the Self-Concept and Self-Awareness?

## MULTIPLE CHOICE QUESTIONS

58. Michael was pleased with his grade on the chemistry exam until he discovered that his friends all scored higher than he did. Michael's re-evaluation of his knowledge of chemistry can be described through

- a) social justification theory.
- b) social comparison theory.
- c) overjustification.
- d) reverse justification.

Answer: b

Difficulty: Easy

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Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

59. In a research study by Morse & Gergen (1970), participants had higher self-esteem when they waited for a job interview with a confederate who was sloppily dressed and appeared unprepared. This experiment demonstrates

- a) social comparison theory.
- b) social justification theory.
- c) social preparation.
- d) reversal of preparation.

Answer: a

Difficulty: Medium

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Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

60. According to \_\_\_\_\_ theory, by comparing ourselves to others, we can evaluate our own abilities and attributes.

- a) self-esteem
- b) social comparison
- c) self-perception
- d) two-factor

Answer: b

Difficulty: Easy

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Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

61. In classic research on self-concept (Morse & Gergen, 1970), what was found about job applicants' self-esteem?

- a) Job applicants who sat in a room alongside a well-groomed, confident applicant later experienced high self-esteem.
- b) Job applicants who sat in a room alongside a well-groomed, confident applicant later experienced low self-esteem.
- c) Job applicants who sat in a room alongside an unkempt, disorganized applicant later experienced low self-esteem.
- d) No difference in self-esteem was found regardless of the applicant who was sitting in the room.

Answer: b

Difficulty: Medium

Page #: 75

Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

62. Recall that in a research study by Pliner et al. (2009), some female participants were told that they were out-performed on skill-related tasks while other female participants did not perform the tasks in a

competitive environment. On a subsequent food-choice task, which participants made healthy selections?

- a) The female participants in the non-competitive condition made healthy food choices.
- b) None of the female participants made healthy food choices.
- c) Participants who were on a diet and had been told that they were out-performed made healthy selections to restore their self-esteem.
- d) Participants who were not dieting and had been told that they were out-performed made healthy selections to celebrate.

Answer: c

Difficulty: Hard

Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

63. What have researchers studying the “muscular male ideal” found out about GI Joe dolls?

- a) GI Joe dolls have become taller over the last forty years.
- b) GI Joe dolls have gotten an increasingly smaller waist over the last forty years.
- c) GI Joe dolls have had increasingly larger biceps over the last forty years.
- d) GI Joe dolls have not changed over the last forty years.

Answer: c

Difficulty: Medium

Page #: 76

Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

64. According to the textbook, research on media images of women in Western societies indicates that

- a) more models are from visible minority groups.
- b) more models are over 40 years of age due to aging Western populations.
- c) models are increasingly appearing to be of “normal” weight.
- d) there is a “thin ideal” with many models being underweight.

Answer: d

Difficulty: Medium

Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

65. How does social comparison seem to occur?

- a) Automatically, on an unconscious level
- b) Deliberately, on a conscious level
- c) Intuitively, without actually needing to see anyone else
- d) Researchers have not yet investigated this question.

Answer: a

Difficulty: Medium

Page #: 76

Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

66. After taking a social psychology course, Nasir would like to become a social psychologist. To assess his potential, he is most likely to compare himself to
- a) other students who were in his social psychology class.
  - b) his social psychology professor.
  - c) his parents.
  - d) famous social psychologists he has read about.

Answer: a

Difficulty: Hard

Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

### SHORT ANSWER QUESTIONS

67. In situations of uncertainty, there is a tendency to use \_\_\_\_\_ to assess our ability objectively.

Answer: social comparison

Difficulty: Easy

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Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

68. According to the \_\_\_\_\_ theory, people evaluate their own abilities and attributes by comparing themselves to other people.

Answer: social comparison

Difficulty: Easy

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Learning Objective: How social factors influence the self-concept.

Section Reference: How Do Social Factors Influence the Self-Concept?

### MULTIPLE CHOICE QUESTIONS

69. The tendency to underestimate the extent to which other people are likely to share your positive attitudes and behaviours is known as
- a) false uniqueness effect.

- b) false consensus effect.
- c) overestimation theory.
- d) misremembering.

Answer: a

Difficulty: Easy

Page #: 80

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

70. Nigel confessed he couldn't remember his class rank but was confident he was in the top 5%. His actual rank was much lower. This self-serving bias would be due to

- a) false uniqueness.
- b) social comparison.
- c) misremembering.
- d) false consensus.

Answer: c

Difficulty: Medium

Page #: 80

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

71. One explanation for memory biases, such as misremembering, is we don't allow for the statistical phenomenon known as

- a) regression to the average.
- b) temporal regression.
- c) correlation.
- d) average regression.

Answer: a

Difficulty: Medium

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

72. Sara was sure her failure in political science was an unfair test from an unrealistic professor. This is an example of

- a) misremembering.
- b) self-serving attribution.
- c) false consensus effect.
- d) social comparison.

Answer: b

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

73. The tendency to blame failure on external factors while crediting success on internal factors is known as

- a) self-satisfaction.
- b) self-serving attribution.
- c) social comparison.
- d) false consensus effect.

Answer: b

Difficulty: Easy

Page #: 81

Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

74. Asha was surprised to learn that most of her classmates didn't support her views on global warming. This overestimate of other people's agreeing with her belief is explained by

- a) self-serving attributions.
- b) unrealistic optimism.
- c) implicit egotism.
- d) false consensus effect.

Answer: d

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

75. The false uniqueness effect occurs because we \_\_\_\_\_ the extent to which other people engage in positive actions and \_\_\_\_\_ the extent to which others engage in negative actions.

- a) overestimate; underestimate
- b) ignore; encourage
- c) don't know; ignore
- d) underestimate; overestimate

Answer: d

Difficulty: Medium

Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

76. Although both husbands and wives acknowledge that wives tend to do more housework, when you add the percentages each report the total is over 100%. This is an example of

- a) false consensus.

- b) unrealistic optimism.
- c) self-serving attribution.
- d) social comparison.

Answer: c

Difficulty: Medium

Page #: 81

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

77. Justine believes that she will experience romantic problems because she is a “better than average” girlfriend. Justine may be suffering from which self-serving bias?

- a) False consensus effect
- b) Implicit egotism
- c) Unrealistic optimism
- d) Self-serving attribution

Answer: c

Difficulty: Hard

Page #: 82

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

78. The phenomenon in which people see themselves as more likely than others to experience good events is known as

- a) upward extension.
- b) implicit egotism.
- c) self-serving attribution.
- d) unrealistic optimism.

Answer: d

Difficulty: Easy

Page #: 82

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

79. When asked to make predictions about their future, most college students predicted more good events for themselves. This tendency to view oneself as 'better than average' is also referred to as

- a) cockeyed optimism.
- b) reality-based predictions.
- c) optimistic pessimism.
- d) unrealistic optimism.

Answer: d

Difficulty: Medium



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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

80. Based on research about false consensus effect, people who fail to perform well on a task would predict others in their social group

- a) would not perform well.
- b) would perform exceptionally well.
- c) would probably not complete the task.
- d) would show there is no basis for comparison.

Answer: a

Difficulty: Hard

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

81. Ben went home at half time because he had not worn his favourite team's jersey and they were losing badly. Ben's belief that wearing his jersey will affect the game's final score is known as

- a) false consensus.
- b) perceived control.
- c) unrealistic optimism.
- d) overconfident judgment.

Answer: b

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

82. All of the following are examples of unrealistic optimism *except*

- a) bicycling without wearing a helmet.
- b) driving without buckling your seatbelt.
- c) spending a day at the beach without using sunscreen.
- d) using a coupon to save money on a purchase.

Answer: d

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

83. Health clubs that require annual memberships often oversell memberships because they depend on a percentage of their members who are

- a) overconfident about regular gym use.
- b) optimistic about their aerobic capacity.
- c) comparing themselves to others.
- d) willing to share treadmills.

Answer: a

Difficulty: Hard

Page #: 85

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

84. Which of the following people would most likely exhibit the overconfidence phenomenon?

- a) John, who scored an 82%
- b) Ringo, who scored a 48%
- c) Paul, who scored a 93%
- d) George, who scored an 86%

Answer: b

Difficulty: Hard

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

85. Consistent with Cialdini's (1976) research, we can expect more people to wear clothing with our school name on the Monday after the university football team won a game because of our tendency to

- a) count our chickens before they are hatched.
- b) bask in reflected glory.
- c) compare clothing choices with others.
- d) be overly-optimistic about future wins.

Answer: b

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

86. Associating with successful others to feel better about yourself is also known as

- a) downward social comparison.
- b) bask in reflected glory (BIRGing).
- c) misremembering.
- d) misattributing.

Answer: b

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

87. When she first entered the club, Peyton took note of everyone poorly dressed and felt much more attractive. Peyton felt better about her own appearance based on
- a) reflected glory.
  - b) downward social comparison.
  - c) cognitive labelling.
  - d) unrealistic optimism.

Answer: b

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

88. When you compare yourself to others who are worse than you are on a given trait or ability in an attempt to feel better about yourself, you are involved in
- a) unrealistic optimism.
  - b) cognitive labelling.
  - c) downward social comparison.
  - d) reflected glory.

Answer: c

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

89. Bridget went to a party the night before her mid-term exam, clearly not the wisest strategy but an avenue to excuse a subpar performance. This strategy is known as
- a) self-handicapping.
  - b) self-serving.
  - c) self-promoting.
  - d) self-comparing.

Answer: a

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

90. Even though she had 10 weeks to complete her paper, Desiree didn't start on it until the last week. When she handed in her paper she told her roommate, "I could have done better, if I had started

earlier." Desiree's procrastination is an example of

- a) self-promotion.
- b) self-handicapping.
- c) reactive comparisons.
- d) disabling.

Answer: b

Difficulty: Medium

Page #: 88

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

91. All of the following are potential drawbacks to overly positive self-views, *except*

- a) in certain circumstances you can behave more aggressively toward others.
- b) you may have poor social skills and be unable to respond well to criticism.
- c) you may find it difficult to succeed on teams.
- d) you may engage in destructive behaviours.

Answer: c

Difficulty: Hard

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

92. According to the \_\_\_\_\_, we think that our desirable behaviour is uncommon in society at large.

- a) I am special hypothesis
- b) false uniqueness effect
- c) facial feedback hypothesis
- d) social comparison theory

Answer: b

Difficulty: Easy

Page #: 80

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

93. Which of the following is *not* a self-serving bias?

- a) The false consensus effect
- b) Misremembering
- c) The false uniqueness effect
- d) Forcing self-awareness

Answer: d

Difficulty: Medium

Page #: 81

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

94. Ronald cannot believe that his favourite professor has been fired due to consistently poor teacher evaluations. Ronald suffers from

- a) self-serving attributions.
- b) unrealistic optimism.
- c) the false consensus effect.
- d) hindsight bias.

Answer: c

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

95. In studies of unrealistic optimism, researchers have found that

- a) people believe that they are less likely to experience negative events than are others.
- b) people believe that they are more likely to experience negative events than are others.
- c) people believe that they are equally likely to experience negative events than are others.
- d) people believe that they are less likely to experience positive events than are others.

Answer: a

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

96. When asked, 17-year-old Mario estimates that the average American teenager has about a 30% risk of experiencing a car accident. He estimates that his own risk is about 5%. What is Mario experiencing here?

- a) self-discrepancy theory
- b) the facial feedback hypothesis
- c) the false consensus effect
- d) unrealistic optimism

Answer: d

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

97. \_\_\_\_\_ is/are the tendency to think of uncontrollable events at least partially within our

control.

- a) Unrealistic optimism
- b) Perceived control
- c) Self-serving attributions
- d) Downward social comparisons

Answer: b

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

98. In general, humans are \_\_\_\_\_ about their judgments.

- a) accurately confident
- b) underconfident
- c) overconfident
- d) None of these; this question has not been studied.

Answer: c

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

99. Longitudinal research finds that, compared to non-optimists, optimistic people

- a) are likely to live a longer life.
- b) have a higher mortality rate.
- c) tend to be careful about avoiding risks.
- d) experience fewer accidents.

Answer: b

Difficulty: Medium

Page #: 85

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

100. BIRGing stands for

- a) Believing in Righteous Glory.
- b) Basking in Radiant Genetics.
- c) Basking in Reflected Glory.
- d) Being Ignorant Regarding Gratification.

Answer: c

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

101. According to social comparison research by Wood et al. (1999), when students were told they did poorly on a test, what type of partner did they tend to pick to help them take the test again?
- a) A partner who had done just OK on the first test.
  - b) A partner who did not take the first test.
  - c) A partner who had done very well on the first test.
  - d) A partner who had failed the first test.

Answer: a

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

102. Which of the following is *not* a strategy to overcome threatening social comparisons with another person?
- a) Bask in their reflected glory (BIRG).
  - b) Acknowledge their superiority in one domain but derogate them in other domains.
  - c) Emphasize the other person's advantages that led to them outperforming us.
  - d) Exaggerate the other person's abilities so that we can still see ourselves as very competent in that domain.

Answer: a

Difficulty: Medium

Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

103. Jeffrey has a big cross country race in the morning. He stays out late and gets drunk. When he does poorly in the race, he figures it must be because of his partying. Jeffrey is engaging in
- a) self-awareness.
  - b) a downward social comparison.
  - c) self-discrepancy.
  - d) self-handicapping.

Answer: d

Difficulty: Medium

Page #: 88

Learning Objective: How people maintain a positive self-concept.  
Section Reference: How Do People Maintain a Positive Self-Concept?

104. Which of the following has been found by researchers to possibly occur when people hold overly positive self-views?

- a) Aggressive behaviour
- b) Denigration of others
- c) Poor social skills
- d) All of these

Answer: d

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

### TRUE-FALSE STATEMENTS

105. Most college students remember their SAT scores as higher than they actually were.

Answer: True

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

106. Research has demonstrated that students who are most competent also tend to be the most overconfident about their abilities.

Answer: False

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

107. One method that many people use to make themselves feel better is downward social comparison.

Answer: True

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

### SHORT ANSWER QUESTIONS

108. A tendency to underestimate the extent to which other people are likely to share our positive



attitudes and behaviour is known as \_\_\_\_\_.

Answer: false uniqueness effect

Difficulty: Medium

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

109. The \_\_\_\_\_ is the tendency to overestimate the extent to which other people share our opinions, attitudes, and beliefs.

Answer: false consensus effect

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

110. The phenomenon in which people see themselves as more likely than other people to experience good events is known as \_\_\_\_\_.

Answer: unrealistic optimism

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

111. \_\_\_\_\_ is the tendency to see uncontrollable events as at least partially under our control.

Answer: Perceived control

Difficulty: Easy

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Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

112. The tendency to compare ourselves to people who are worse off than we are in an attempt to feel better about ourselves is known as \_\_\_\_\_.

Answer: downward social comparison

Difficulty: Easy

Page #: 86

Learning Objective: How people maintain a positive self-concept.

Section Reference: How Do People Maintain a Positive Self-Concept?

## MULTIPLE CHOICE QUESTIONS

113. Remembering what he learned about \_\_\_\_\_, Michael utilized several different strategies to put his best foot forward.

- a) self-serving biases
- b) self-serving beliefs
- c) self-serving behaviours
- d) impression management

Answer: d

Difficulty: Easy

Page #: 90

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

114. The first thing Dennis did when he got his own cubicle at work was to display all of his awards and certificates. This effort to demonstrate his competence is also known as

- a) showing off.
- b) self-promotion.
- c) self-demonstration.
- d) self impression.

Answer: b

Difficulty: Medium

Page #: 90

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

115. A strategy that focuses on making other people think you are competent or good in some way is known as

- a) self-show.
- b) self demonstration.
- c) self impression.
- d) self-promotion.

Answer: d

Difficulty: Easy

Page #: 90

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

116. Who is at the most risk for negative consequences regarding self-promotion?

- a) Ann, who tells her team that she knows everyone who is anyone in this business

- b) Ed, who brags about his tennis prowess
- c) Bob, who recounts his latest golf game
- d) Michael, who proudly shows off his “World's Best Boss” coffee mug

Answer: a

Difficulty: Hard

Page #: 91

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

117. Upon entering the booking agent's office, Renee favourably commented on a picture of the agent's children in an attempt to gain some favour. This strategy is known as

- a) self-promotion.
- b) ingratiation.
- c) self-verification.
- d) false consensus.

Answer: b

Difficulty: Medium

Page #: 92

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

118. A strategy in which people try to make themselves likeable to others though flattery and praise is known as

- a) false consensus.
- b) self-verification.
- c) ingratiation.
- d) self-promotion.

Answer: c

Difficulty: Easy

Page #: 92

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

119. People of low self-image sometimes prefer to interact with others who see them in a negative light. This is an example of

- a) ingratiation.
- b) self promotion.
- c) self verification.
- d) false consensus.

Answer: c

Difficulty: Easy

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

120. Regardless of whether they perceive themselves positively or negatively, people often show a preference for others who see them in the same way. This is explained by the theory of

- a) self comparison.
- b) self promotion.
- c) ingratiation.
- d) self-verification.

Answer: d

Difficulty: Medium

Page #: 92

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

121. Social promotion is to competence as \_\_\_\_\_ is to likeability.

- a) self-verification
- b) ingratiation
- c) self-monitoring
- d) self-soothing

Answer: b

Difficulty: Hard

Page #: 92

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

122. When in a new or unfamiliar setting, Jacki watches others and then changes her behaviour to be similar to others. The extent to which Jacki changes her behaviour is also known as

- a) social comparison.
- b) self-monitoring.
- c) self presentation.
- d) behavioural adaptation.

Answer: b

Difficulty: Medium

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

123. Carlotta had a tendency to change her views to meet the view of the majority. Carlotta can be described as

- a) high self-monitoring.
- b) low self-monitoring.
- c) void of self-monitoring.
- d) behaviourally plastic.

Answer: a

Difficulty: Medium

Page #: 93

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

124. Individuals who change in an attempt to 'fit' the ideal of others in terms of romantic partners are known as

- a) low self-monitors.
- b) high self-monitors.
- c) socially monitored.
- d) comparative socials.

Answer: b

Difficulty: Medium

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

125. Research from Snyder, Berscheid & Glick (1985) demonstrated that the level of self-monitoring influences the features you look for in a dating partner. Specifically, they found that high self-monitors were more likely to pick

- a) those who looked like them.
- b) those who had personality traits most like their own.
- c) the unattractive person with positive personality traits.
- d) the attractive person with negative personality traits.

Answer: c

Difficulty: Medium

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

126. Melmarie was certain that everyone in the store noticed the tear in her dress. Melmarie was a victim of

- a) extreme self monitoring.
- b) lighthouse effect.
- c) spotlight effect.
- d) stoplight effect.

Answer: c

Difficulty: Medium

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

127. Rick was sure that everyone could sense his nervousness when he gave his presentation. Rick is demonstrating

- a) stop gap effect.
- b) lighthouse effect.
- c) stoplight effect.
- d) spotlight effect.

Answer: d

Difficulty: Medium

Page #: 95

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

128. \_\_\_\_\_ are people's efforts to create positive images of themselves in others' minds.

- a) False consensus strategies
- b) Self-handicapping strategies
- c) Impression management strategies
- d) BIRGing strategies

Answer: c

Difficulty: Easy

Page #: 90

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

129. On the way to the tennis courts, Regina casually mentions to her friends that she went to the Junior Olympics in tennis when she was 10. Regina is engaging in

- a) self-promotion.
- b) downward social comparisons.
- c) self-discrepancy.
- d) ingratiation.

Answer: a

Difficulty: Medium

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

130. Carlos needs his brother to drive him to the movies. When his brother comes home, Carlos says, “Man, I like that jacket. Where'd you get it?” Carlos is engaging in

- a) self-monitoring
- b) ingratiation
- c) self-promotion
- d) self-verification

Answer: b

Difficulty: Medium

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

131. \_\_\_\_\_ is to wanting to be liked as \_\_\_\_\_ is to wanting to be seen as competent.

- a) self-promotion; ingratiation
- b) self-verification; ingratiation
- c) ingratiation; self-promotion
- d) ingratiation; self-monitoring

Answer: c

Difficulty: Hard

Page #: 91

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

132. According to self-verification theory, we want others to see us

- a) as we see ourselves, but only if we see ourselves negatively.
- b) as we see ourselves, regardless of whether we see ourselves positively or negatively.
- c) as we see ourselves, but only if we see ourselves positively.
- d) as our parents see us.

Answer: b

Difficulty: Easy

Page #: 93

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

133. When she is with her friends who like the Red Sox, Kim also claims to like the Red Sox. But when she is with her friends who like the Yankees, Kim says she loves the Yankees. What can be concluded about Kim?

- a) She is self-handicapping.
- b) She is a low self-monitor.
- c) She is suffering from the spotlight effect.
- d) She is a high self-monitor.

Answer: d

Difficulty: Medium

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

134. Larry is a \_\_\_\_\_ self-monitor. He would be most likely to choose \_\_\_\_\_ to take on a date.

- a) high; a beautiful woman who has a bad personality
- b) high; an unattractive woman who has a good personality
- c) low; a beautiful woman who has a bad personality
- d) none of these

Answer: a

Difficulty: Hard

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

### SHORT ANSWER QUESTIONS

135. People who are \_\_\_\_\_ in self-monitoring are more likely to deceive potential romantic partners.

Answer: high

Difficulty: Medium

Page #: 93

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

136. Strategies people use to create positive impressions of themselves are known as \_\_\_\_\_.

Answer: impression management

Difficulty: Easy

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

137. A strategy in which people try to make themselves likeable to someone else, often through flattery and praise, is known as \_\_\_\_\_.

Answer: ingratiation

Difficulty: Easy



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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

138. The extent to which one adjusts one's behaviour in different situations is known as \_\_\_\_\_.

Answer: self-monitoring

Difficulty: Medium

Page #: 93

Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

139. The \_\_\_\_\_ is the tendency to overestimate the extent to which one's own appearance and behaviour are obvious to others.

Answer: spotlight effect

Difficulty: Medium

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Learning Objective: How people present themselves to others.

Section Reference: How Do People Present Themselves to Others?

## MULTIPLE CHOICE QUESTIONS

140. When North American and Chinese students were surveyed by Yik, Bond, & Paulhus (1998), what results were found?

- a) Chinese students rated themselves lower than other group members did.
- b) Chinese students rated themselves better than other group members did.
- c) North American students rated themselves lower than other group members did.
- d) North American students rated themselves better than other group members did.

Answer: a

Difficulty: Medium

Page #: 96

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

141. What are the three aspects of the self, according to social psychologist Harry Triandis?

- a) personal, public, social
- b) individual, social, collective
- c) private, public, collective
- d) individual, collective, public

Answer: c

Difficulty: Hard

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

142. Yishen describes herself as a daughter, a mother, and a member of the campus book club. Based on her description you would expect Yishen to be from a(n)

- a) collectivist culture.
- b) individualistic culture.
- c) monolithic culture.
- d) unknown; not enough information to predict.

Answer: a

Difficulty: Medium

Page #: 97

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

143. Kevin describes himself as bright, rather serious but outgoing. Based on this description, you would expect Kevin to be from a(n)

- a) collectivist culture.
- b) individualistic culture.
- c) monolithic culture.
- d) unknown; not enough information to predict.

Answer: b

Difficulty: Medium

Page #: 97

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

144. \_\_\_\_\_ view the world from the perspective of themselves looking out; \_\_\_\_\_ see the world from the perspective of others looking at themselves.

- a) individualists; collectivists
- b) optimists; pessimists
- c) pessimists; optimists
- d) collectivists; individualists

Answer: a

Difficulty: Hard

Page #: 97

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

145. Which of the following statements would represent an interdependent self-construal?

- a) "It is important to me to make a million dollars before my 30<sup>th</sup> birthday."
- b) "I am unique and special."
- c) "I demand the best because I'm worth it."
- d) "It is important to me to work with people that I like."

Answer: d

Difficulty: Medium

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

146. Who is more likely to value a stable, consistent self-concept?

- a) Someone who lives in North America
- b) Someone who lives in South America
- c) Someone who lives in Africa
- d) Someone who lives in Asia

Answer: a

Difficulty: Hard

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

147. People from \_\_\_\_\_ cultures are more likely to agree with the statement, "I have a clear sense of who I am."

- a) Monolithic
- b) Polyethnic
- c) Individualistic
- d) Collectivist

Answer: c

Difficulty: Easy

Page #: 97

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

148. Amanda believes that sometimes she knows other people better than she knows herself. Amanda is probably from a \_\_\_\_\_ culture.

- a) monolithic
- b) polyethnic
- c) individualistic
- d) collectivist

Answer: d

Difficulty: Easy

Page #: 97

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.  
Section Reference: How Does Culture Influence Self?

149. Based on research, which of the following college students would you expect to have the lowest clarity of self-concept?

- a) Malcolm, a Canadian
- b) Ian, a U.S. student
- c) Bethany, a U. S. student
- d) Akiko, a Japanese student

Answer: d

Difficulty: Medium

Page #: 97

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.  
Section Reference: How Does Culture Influence Self?

150. All of the following memories are more likely those of people in collectivist cultures, *except*

- a) we went to the ocean.
- b) I was at my birthday party and I unwrapped a large box to reveal a doll house.
- c) many families were flying kites.
- d) the children played with a large ball.

Answer: b

Difficulty: Hard

Page #: 98

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.  
Section Reference: How Does Culture Influence Self?

151. Which student's well-being would be most influenced by consistency among aspects of self?

- a) Regina, a student from Canada
- b) Mariko, a student from Japan
- c) Asad, a student from Africa
- d) Consistency of self influences well-being in every culture.

Answer: a

Difficulty: Hard

Page #: 98

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.  
Section Reference: How Does Culture Influence Self?

152. Iyengar & Lepper (1999) asked Anglo and Asian children to solve anagrams selected by either the child, the experimenter, or the child's mom. Which of the following was a result from that study?

- a) Asian children spent the longest time when they selected the anagrams.
- b) Anglo children spent the longest time when someone else selected the anagrams.

- c) Asian children spent the longest time in anagrams selected by their mother.
- d) All children spent the longest time when they selected the anagrams.

Answer: c

Difficulty: Medium

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Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

153. Which prediction would accurately be attributed to the student who suggests he got an A on the physics mid-term because the test was especially easy?

- a) He is engaged in social comparison.
- b) He is probably a member of a collectivist culture.
- c) He is probably from an individualistic culture.
- d) He has high self-concept.

Answer: b

Difficulty: Hard

Page #: 101

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

154. All of the following are true in terms of cultural influence on self enhancement *except*

- a) people in collectivist cultures are more likely to engage in self criticism.
- b) Japanese who fail at a task will give up quicker on a second similar task.
- c) people in collectivist cultures look for their weakness.
- d) people in collectivist cultures see failures as relevant to their self-esteem.

Answer: b

Difficulty: Medium

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Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

155. Compared to people from collectivistic cultures, people from individualistic cultures are more likely to

- a) think about themselves in the first person.
- b) project their feelings onto others.
- c) project their needs onto others.
- d) All of these.

Answer: d

Difficulty: Medium

Page #: 97

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

156. Individualists are to seeing the world \_\_\_\_\_ as collectivists are to seeing the world \_\_\_\_\_.

- a) from the perspective of others looking at themselves; from the perspective of others looking at themselves
- b) from the perspective of others looking at themselves; from the perspective of themselves looking out
- c) from the perspective of themselves looking out; from the perspective of others looking at themselves
- d) from the perspective of themselves looking out; from the perspective of themselves looking out

Answer: c

Difficulty: Hard

Page #: 98

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

157. Which of the following is FALSE regarding Chinese individuals' earliest memories?

- a) They were brief.
- b) They focused on general routines.
- c) They focused on collective activities.
- d) They were emotionally elaborative.

Answer: d

Difficulty: Medium

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Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

158. What can be concluded about the interaction between consistency of the self and culture?

- a) Consistency predicts well-being in virtually every culture.
- b) Consistency predicts well-being in Western cultures but not in Eastern cultures.
- c) Consistency predicts well-being in Eastern cultures but not in Western cultures.
- d) Consistency is not associated with well-being in virtually every culture.

Answer: b

Difficulty: Medium

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Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

159. Su is a seven-year-old Chinese American child. Which of the following anagrams would she likely spend the most time solving?

- a) An anagram chosen by mom
- b) An anagram chosen by the experimenter

- c) An anagram she chose
- d) She would work equally long on all of these anagrams

Answer: a

Difficulty: Medium

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Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

160. Darren, a Canadian, meets Yun-Lee, who is from Korea. When Darren automatically assumes that Yun-Lee has an interdependent self-construal and collectivist values, he is committing the

- a) ecological fallacy.
- b) false uniqueness error.
- c) false consensus bias.
- d) fundamental attribution error.

Answer: a

Difficulty: Hard

Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

## TRUE-FALSE STATEMENTS

161. When rating themselves, people in collectivist cultures demonstrate more modesty than people in individualistic cultures.

Answer: True

Difficulty: Medium

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Learning Objective: How culture influences self-concept, self-perception, and self-presentation.

Section Reference: How Does Culture Influence Self?

## ESSAY QUESTIONS

162. Name at least three personal influences on the self-concept and give an example of each.

163. When asked to predict their percentile rank on an exam, most students will place themselves in the upper 50%. How can you explain what is happening based on the research on self-serving beliefs?

164. Give two examples of strategies used when we try to protect ourselves from unflattering

comparisons?

165. Compare and contrast self-perception and self-presentation in individualistic and collectivist cultures.

166. Web 2.0 tools such as Twitter and YouTube allow people to share their individual experiences in real time. Based on the research about how culture influences self-perception and self-presentation, which culture would you expect to be the predominant user of these tools for this purpose? Why? Use the research to explain your rationale.