Chapter 2: The Impact of Self-Concept

Multiple Choice

1. Facebook is one way to validate our existence and our concept of _____.
A) Motivation
B) Importance
C) Self
D) Connection to others

Ans: C

2. We develop _____ by reflecting on and monitoring our own behavior.
A) Self-concept
B) Self-awareness
C) Self-reliance

Ans: B

3. Our positive and negative evaluation of our self-concept or sense of personal worth is known as _____.
A) Self-reliance
B) Self-conscience
C) Self-worth
D) Self-esteem

Ans: D

4. People who hold this type of self-esteem tend to be critical of others, perform poorly in their presence, and feel threatened by superiors.
A) High self-esteem
B) Low self-esteem
C) No self-esteem
D) Performance esteem

Ans: B

5. This theory explains the mirror-like image we derive from our contact with others.
A) Social Acceptance Theory
B) Mirror Image Theory
C) Reflected Appraisal Theory
D) Social Comparison Theory

Ans: C

6. You can make the "best" impression in any given scenario by practicing each of the following elements except:
A) Scripting
B) Framing
C) Exemplification
D) Prescription

Ans: D

7. Someone who _____ you ignores you and goes about her business as if you were not present.
A) Disconfirms
B) Dislikes
C) Rejects
D) Confirms

Ans: A

8. Those in _____ cultures value uniqueness and personal identity, while those in _____ culture place more emphasis on group goals.
A) Idiocentric; individualistic
B) Diversified; single
C) Collectivistic; individualistic
D) Individualistic; collectivistic

Ans: D

9. The extent to which individuals are willing to accept power differentials is called _____ _____.
A) Power distance
B) Power control
C) High priority
D) Exerting control

Ans: A

10. Young people from this culture are almost twice as likely to fear disappointing their parents as are young people from other cultures.
A) Chinese
B) Japanese
C) American
D) German

Ans: B

11. Our inner sense of being male or female is known as _____.
A) Gender identity
B) Sex
C) Gender roles
D) Gender concept

Ans: A

12. We derive our sense of self by communicating face-to-face and by communicating
_____.
A) Via text
B) Via online communication
C) Verbally
D) Nonverbally

Ans: B

13. A prediction that increases the likelihood that an anticipated outcome will occur is known as
a(n) _____.
A) Reflected Appraisal Theory
B) Social Appraisal Theory
C) Anticipated outcomes
D) Self-fulfilling prophecy

Ans: D

14. Self-concept has two key components; what are they?
A) Self-reliance and self-esteem
B) Perceived self and real self
C) Self-identity and self-image
D) Perceived self and self-esteem
E) Self-image and self-esteem

Ans: E

15. Which psychologist believes that the self and the self-concept differ from one another in a
number of ways?
A) William James
B) William Haney
C) Charles Cooley

D) Charles Darwin

Ans: B

16. The representation of the self that comes to us from others is known as the
_____.
A) Mirror image
B) Looking glass self
C) Self-image
D) Perceived image
E) Reflected image

Ans: B

17. When your own expectations influence your behavior, the prophecy is _____.
A) Other-imposed
B) Self-imposed
C) Not imposed
D) Assumed

Ans: B

18. If we are primarily collectivistic in the way we think and behave, we have a(n)
_____ orientation.
A) Idiocentric
B) Other-oriented
C) Allocentric
D) Self-imposed

Ans: C

19. _____ characterize themselves as possessing initiative, control, and ambition;
_____ characterize themselves as sensitive, concerned for others, and considerate.
A) Males; females

B) Females; males
C) Teachers; students
D) Individuals; groups
E) Low-context cultures; high-context cultures

Ans: A

20. Which psychologist believes that, when we tweet and communicate via Facebook, we are playing to the crowd—presenting a self that is based on what others respond to positively?
A) Haney
B) Turkle
C) Cooley
D) James
E) Hopson and Hopson

Ans: B

True/False

21. True or False. The words you use to express your self-perceptions reveal what you think you are like.

Ans: True

22. True or False. When self-esteem is connected to performance, it can be self-defeating.

Ans: False

23. True or False. According to Social Comparison Theory, the self we present is in large part based on the way others categorize us, the roles they expect us to play, and the behaviors or traits they expect us to exhibit.

Ans: False

24. True or False. Expression management occurs when you exercise control over your behavior in an effort to elicit the desired reaction.

Ans: False

25. True or False. Showing lack of regard for our own self-appraisals is known as rejecting them.

Ans: False

26. True or False. Possessing a positive belief in abilities and competence, believing in one's own possibilities, is often referred to as having feelings of self-worth.

Ans: False

27. True or False. Persons from low-power-distance cultures, such as Saudi Arabia and India, perceive power as a fact of life.

Ans: False

28. True or False. The experiences we have during our formative years influence our views of masculinity and femininity, affecting our identities in later years.

Ans: True

29. True or False. Media messages often distort how we see ourselves, influencing our perception of what is normal and desired behavior.

Ans: True

30. True or False. It is possible to be "genderless" when communicating online.

Ans: True

31. When communicating online, we try to present ourselves in as positive a light as possible.

Ans: True

32. The people we interact with frequently see the strengths or weakness we tend to either overlook or underplay.

Ans: True

33. According to Reflected Appraisal Theory we compare ourselves to others to develop a feel for how we measure up to them.

Ans: False

34. Goffman's Dramaturgical Approach to Human Interaction explains the role the skillful enacting of impression management plays in group interaction.

Ans: False

35. Promotion is taking steps to protect our image by reducing the negative aspects of ourselves visible to others.

Ans: False

36. Brain scans reveal that the parts of our brain that are active when we think about others are similar to the parts of the brain that are active when we think about ourselves.

Ans: False

37. Positive Pygmalions hold low expectations for others, their low expectations typically result in diminished performance.

Ans: False

Fill in the Blank

38. How you see yourself in relation to _____ guides and modifies your behavior.
Ans: Others

39. In an effort to learn more about ourselves, we use others as measuring sticks, and then we evaluate ourselves based on how we think we measure up to them. This is known as what theory?
Ans: Social Comparison Theory

40. To create the "self you would like to be," you must engage in _____ _____, where you will exercise control over your behavior in an effort to elicit the desired reaction.
Ans: Impression management

41. Techniques of agreement that make others believe us to be more attractive and likable (less threatening) are known as _____.
Ans: Ingratiation

42. One will nurture his/her _____ _____ by avoiding the tendencies to call attention to him-/herself, sing his/her own praises, and develop him-/herself at the expense of the group.
Ans: Interdependent self

43. Society values which characteristics more highly—those of males or females?
Ans: Males

44. Approximately how many people, while predominantly female, are diagnosed with anorexia nervosa?
Ans: 100,000

45. What media message do we often receive about Muslim men when we view film, television, and other forms of media?
Ans: They are terrorists (answer may vary here)

46. The thirst for "acceptance" in the media means that we should be beautiful, masculine, and thin (among other traits). What kinds of feelings do individuals experience, then, as a result of these messages?
Ans: Painful, inadequacy, nonacceptance, etc. (varies)

47. By using this method of communication, we create new worlds, alter-ego selves, new identities, and new ways of finding out about ourselves.
Ans: Technological (online)

48. _____ is the socially constructed roles and behaviors that the members of a given society believe appropriate for males and females.
Ans: Gender

49. A _____ _____ has positive expectations and fosters positive change in us.
Ans: Positive Pygmalion

50. Our _____ is a composite of how we see ourselves, how we wish we saw ourselves, and how we imagine others see us.
Ans: Photo/picture

Essay

51. Explain how communicating via Facebook or Twitter can have a negative impact on how others perceive you.
Ans: Varies

52. List two ways to revise your self-concept, and please explain one in detail.
Ans: Varies

53. What do we learn through the media images we see each day about what it means to be "male" and "female"?
Ans: Varies

54. Explain why it is important to have many "pictures" of yourself when you attempt to strengthen your self-concept.
Ans: Varies

55. Explain how your self-concept can be seen as a "map" with the self as the "territory."
Ans: Varies

56. List three ways that having positive self-esteem is "good" for us.
Ans: Varies