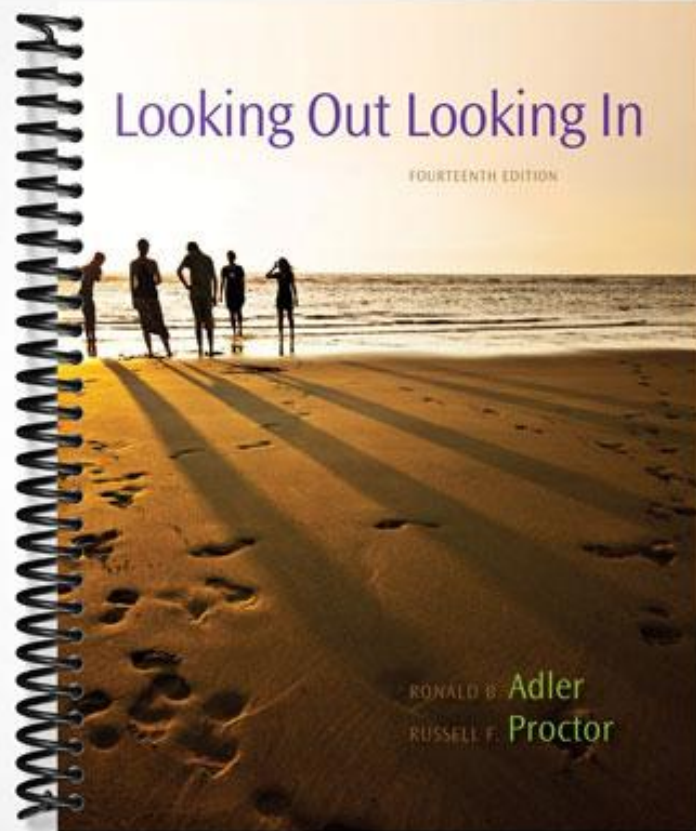


TEST BANK



Looking Out Looking In

FOURTEENTH EDITION

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CHAPTER 2: COMMUNICATION AND IDENTITY

Creating and Presenting the Self

TRUE/FALSE

1. Identity management occurs only in face-to-face interactions.
A. True
B. False

ANS: F PTS: 1

2. Research indicates that mediated communication offers advantages for identity management.
A. True
B. False

ANS: T PTS: 1

3. The influence of significant others becomes less powerful as we grow older.
A. True
B. False

ANS: T PTS: 1

4. The self-concept is extremely resistant to change.
A. True
B. False

ANS: T PTS: 1

5. Compared with face-to-face interaction, online communication tends to limit the control we have over managing impressions.
A. True
B. False

ANS: F PTS: 1

6. In many cases a self-concept is based on data which may have been true at one time, but are now obsolete.
A. True
B. False

ANS: T PTS: 1

7. People with high self-esteem tend to disapprove of others more than people with low self-esteem.
A. True
B. False

ANS: F PTS: 1

8. People who think highly of themselves are likely to think highly of others too.
A. True
B. False

ANS: T PTS: 1

9. Our concept of self is shaped by the culture in which we have been reared.
A. True
B. False

ANS: T PTS: 1

10. The self-concept is a relatively stable set of perceptions you hold of yourself.
A. True
B. False

ANS: T PTS: 1

11. The self-concept is a constantly changing set of perceptions that others have of you.
A. True
B. False

ANS: F PTS: 1

12. Personality traits are largely a result of genetics rather than of socialization.
A. True
B. False

ANS: T PTS: 1

13. We tend to resist revising our own self-concept even if the new self image is more positive.
A. True
B. False

ANS: T PTS: 1

14. All inaccurate self-concepts are overly negative.
A. True
B. False

ANS: F PTS: 1

15. It is possible to have a more favorable image of yourself than the objective facts or the opinions of others warrant.
A. True
B. False

ANS: T PTS: 1

16. The person you believe yourself to be in moments of honesty is called the presenting self.
A. True
B. False

ANS: F PTS: 1

17. The face you try to show to others is called the perceived self.
A. True

B. False

ANS: F PTS: 1

18. The text advises that we shouldn't acknowledge our strengths because we will develop overly positive, distorted self-concepts.

A. True

B. False

ANS: F PTS: 1

19. Most Western cultures have what is called a collective identity.

A. True

B. False

ANS: F PTS: 1

20. Nonverbal behaviors play a big role in managing impressions.

A. True

B. False

ANS: T PTS: 1

21. The process of identity management can result in dishonest behavior.

A. True

B. False

ANS: T PTS: 1

22. Most researchers agree that we are born with many of our personality traits.

A. True

B. False

ANS: T PTS: 1

23. According to your text, the self-concept influences much of our future behavior.

A. True

B. False

ANS: T PTS: 1

24. Luckily, communication from others does not affect our self-concept.

A. True

B. False

ANS: F PTS: 1

25. You shouldn't listen to the "boosters" and "busters" others give you since your self-concept is only your view of yourself.

A. True

B. False

ANS: F PTS: 1

26. All communication behavior is aimed at making impressions.

- A. True
- B. False

ANS: F PTS: 1

27. Cognitive conservatism is the tendency to cling to an existing self-concept, even when evidence shows that it is no longer the case.

- A. True
- B. False

ANS: T PTS: 1

28. The self-concept is a product of the positive and negative messages you have received throughout your life.

- A. True
- B. False

ANS: T PTS: 1

29. Opinions of family members or teachers early in your life have little impact on the formation of your self-concept.

- A. True
- B. False

ANS: F PTS: 1

30. Some individuals view themselves more favorably than what the real facts indicate.

- A. True
- B. False

ANS: T PTS: 1

31. In a culture such as China or Japan, speaking directly is considered desirable.

- A. True
- B. False

ANS: F PTS: 1

32. A competent communicator is able to call on different identities when necessary.

- A. True
- B. False

ANS: T PTS: 1

33. Being a male or female makes little difference in how others communicate with us.

- A. True
- B. False

ANS: F PTS: 1

34. Defensiveness can become a problem for someone who is presented with information that contradicts his/her self-perception.

- A. True

B. False

ANS: T PTS: 1

35. The only type of self-fulfilling prophecy that can occur is when your own expectations influence your behavior.
A. True
B. False

ANS: F PTS: 1

36. According to your text, being a high self-monitor is helpful when we want to deliberately manage our impressions.
A. True
B. False

ANS: T PTS: 1

37. Managing your identity can be useful when you are meeting someone at a party for the first time.
A. True
B. False

ANS: T PTS: 1

38. How you feel about yourself does not influence your self-concept.
A. True
B. False

ANS: F PTS: 1

39. A high level of self-esteem guarantees interpersonal success.
A. True
B. False

ANS: F PTS: 1

40. Interpersonal experiences can shape your personality.
A. True
B. False

ANS: T PTS: 1

41. All of the men in one study ranked themselves in the top half of the population in terms of their ability to get along with others.
A. True
B. False

ANS: T PTS: 1

42. Young women struggle more with their self-esteem than do young men.
A. True
B. False

ANS: T PTS: 1

43. Changing an obsolete or distorted self-concept can be a good thing.

- A. True
- B. False

ANS: T PTS: 1

44. The authors suggest one way to change your self-concept is to observe a person you admire.

- A. True
- B. False

ANS: T PTS: 1

45. In one study of college men and women, only the men wanted their public selves to be viewed differently from their perceived selves.

- A. True
- B. False

ANS: F PTS: 1

46. Regularly viewing your own Facebook page can actually enhance your self-esteem.

- A. True
- B. False

ANS: T PTS: 1

47. Your well-constructed and carefully-managed Facebook profile can serve as an ego-booster to you.

- A. True
- B. False

ANS: T PTS: 1

48. Selectively “friending” only people who stroke your ego can lead to a distorted self-concept.

- A. True
- B. False

ANS: T PTS: 1

49. In the workplace, it might be a better idea to withhold information than to lie or intentionally deceive.

- A. True
- B. False

ANS: T PTS: 1

50. Your text suggests that while benevolent lies are common, the truth is always the best course of action.

- A. True
- B. False

ANS: F PTS: 1

51. Self-disclosure must be frequent to be effective.

- A. True
- B. False

ANS: F PTS: 1

52. Cliches are the most revealing type of communication.
A. True
B. False

ANS: F PTS: 1

53. A secret that has never before been shared with anyone would qualify as a deep disclosure.
A. True
B. False

ANS: T PTS: 1

54. A well-documented conclusion from research is that one act of self-disclosure usually begets another.
A. True
B. False

ANS: T PTS: 1

55. In interpersonal relationships, the rule is: The more self-disclosure the better.
A. True
B. False

ANS: F PTS: 1

56. Since they are honest and true, comments to another, like "I've always thought you were a bit flaky," have constructive effects in self-disclosure.
A. True
B. False

ANS: F PTS: 1

57. Lies may help us avoid embarrassment.
A. True
B. False

ANS: T PTS: 1

58. Couples are happiest when their levels of openness are roughly equal.
A. True
B. False

ANS: T PTS: 1

59. Hints are more direct than equivocal statements.
A. True
B. False

ANS: T PTS: 1

60. Most research shows that lies are almost always told for the benefit of the recipient.
A. True
B. False

ANS: F PTS: 1

61. Your text makes the case that hints, benign lies, and equivocations are sometimes ethical alternatives to telling the truth.
A. True
B. False

ANS: T PTS: 1

62. Self-disclosure of personal thoughts and feelings may be inappropriate and risky in the work setting.
A. True
B. False

ANS: T PTS: 1

63. All self-disclosure is reciprocal.
A. True
B. False

ANS: F PTS: 1

64. As a general rule, the best way to develop a positive interpersonal relationship is usually to begin that relationship by revealing a great amount of highly personal information about yourself.
A. True
B. False

ANS: F PTS: 1

65. According to the text, real self-disclosure does not involve attempts at control of the other.
A. True
B. False

ANS: F PTS: 1

66. The “Blind” window of the Johari model represents things about yourself that another may know about you, but you do not.
A. True
B. False

ANS: T PTS: 1

67. The “Unknown” window of the Johari model represents things about yourself that another knows, but you do not.
A. True
B. False

ANS: F PTS: 1

68. The social penetration model represents both the breadth and the depth of your self-disclosure with another person.
A. True
B. False

ANS: T PTS: 1

69. Not all self-disclosure draws people closer.
A. True
B. False

ANS: T PTS: 1

70. Research shows that deception threatens relationships.
A. True
B. False

ANS: T PTS: 1

71. Some lies are designed to initiate interaction.
A. True
B. False

ANS: T PTS: 1

72. If faced with a choice to tell a face-saving lie or deliver an equivocal message, most people will tell the lie.
A. True
B. False

ANS: F PTS: 1

73. Research supports that the quality of self-disclosure is not linked to marital satisfaction.
A. True
B. False

ANS: F PTS: 1

74. The most intimate relationships are those in which disclosure is great in both breadth and depth.
A. True
B. False

ANS: T PTS: 1

75. "Talking a problem out" can be helpful in clarifying your beliefs, opinions, thoughts, attitudes, and feelings.
A. True
B. False

ANS: T PTS: 1

76. Reciprocity usually occurs on a turn-by-turn basis.
A. True
B. False

ANS: F PTS: 1

77. Silence is never an appropriate alternative to self-disclosure because it indicates a lack of interest in the relationship.

- A. True
- B. False

ANS: F PTS: 1

78. One study of deception determined that the average lie rate was 5 fibs every 10 minutes of conversation.

- A. True
- B. False

ANS: F PTS: 1

79. Anonymously sharing your secret online with others who do the same may have a cathartic effect.

- A. True
- B. False

ANS: T PTS: 1

80. A high amount of self-monitoring is helpful in situations of deliberate identity management, such as a job interview.

- A. True
- B. False

ANS: T PTS: 1

MULTIPLE CHOICE

1. Research described in your text about mediated communication suggests that
- A. it may be an advantage for creating a desired impression.
 - B. it permits a responder to ignore a message rather than be unpleasant.
 - C. it can lack the “richness” of many nonverbal channels.
 - D. all of the above are supported by research.
 - E. none of the above are supported by research.

ANS: D PTS: 1

2. In the example of schoolchildren taken from the book *Pygmalion in the Classroom*,

- A. the less intelligent children performed better than expected.
- B. the more intelligent children performed better than expected.
- C. the children teachers predicted would do better, did so.
- D. all the children performed the same because they had similar self-concepts.
- E. teachers improved their self-concepts by working with good children.

ANS: C PTS: 1

3. Self-fulfilling prophecies are

- A. negative predictions of our behavior, imposed by others.
- B. negative predictions of our behavior, imposed by ourselves.
- C. positive or negative predictions of our behavior, imposed by others and/or ourselves.
- D. almost always negative predictions, imposed by ourselves and/or others.
- E. none of the above.

ANS: C PTS: 1

4. Which of the following is not an example of a self-fulfilling prophecy?
- A. A child fails a test after hearing her teacher tell her mother that she never does well on tests.
 - B. A student who previously complained of stage fright loses his place during a class speech and can't go on.
 - C. A husband reluctantly agrees, with reservations, to his wife's request that they spend the holiday visiting Disneyland. He has a terrible time.
 - D. Both b and c above qualify as examples of self-fulfilling prophecies.
 - E. All of the above qualify as examples of self-fulfilling prophecies.

ANS: E PTS: 1

5. All of the following are true of the self-concept except that
- A. it is objective.
 - B. it is changing.
 - C. it is, in part, a product of interaction with others.
 - D. it is, in part, a product of our early childhood experience.
 - E. it can be changed.

ANS: A PTS: 1

6. The term "self-concept" refers to
- A. the sum of one's physiological, social, and psychological attributes as perceived by an impartial observer.
 - B. the way an individual believes others perceive her/him.
 - C. the total of an individual's own beliefs about his/her physical characteristics, intelligence, aptitudes, and social skills.
 - D. the sum of one's psychological, social, and physical attributes as perceived by a significant other.
 - E. none of the above.

ANS: C PTS: 1

7. A "significant other" is best defined as
- A. a powerful adult.
 - B. a person who is likely to or has affected one's self-concept.
 - C. a totally supportive person.
 - D. an extremely negative influence.
 - E. all of the above.

ANS: B PTS: 1

8. According to your text, "ego-boosters and busters" are
- A. examples of how people ruin their self-concepts by taking drugs.
 - B. people or messages that influence the self-concept positively or negatively.
 - C. the two essential elements of self-concept development.
 - D. ways to predict how children will become good or bad readers.
 - E. intentionally vague labels we give to mask true self-concepts.

ANS: B PTS: 1

9. The relatively stable set of perceptions you hold of yourself is called your
- A. self-concept.
 - B. interpersonal self.
 - C. perceptual bias.

- D. self-feedback.
- E. self-orientation.

ANS: A PTS: 1

10. A self-fulfilling prophecy is
- A. an accurate prediction about another's behavior, based on background knowledge.
 - B. a prediction about one's own behavior, based on past experience.
 - C. a prediction that affects the outcome of one's own or another's behavior.
 - D. a mistaken prediction which fails to occur.
 - E. none of the above.

ANS: C PTS: 1

11. In individualistic cultures, a view of the self would involve all of the following except
- A. self-sufficiency.
 - B. high value on tradition.
 - C. high value on equality.
 - D. high value on change.
 - E. personal credit or blame.

ANS: B PTS: 1

12. Someone who is a "significant other" is
- A. "socially" conscious.
 - B. a person whose opinion we especially value.
 - C. always a supportive person.
 - D. a person with significant goals.

ANS: B PTS: 1

13. If you want to change your self-concept, you should
- A. have realistic expectations and perceptions.
 - B. ask others to send you only positive messages.
 - C. take yourself less seriously.
 - D. It is not possible to change the self-concept.

ANS: A PTS: 1

14. People who have low self-esteem
- A. are likely to approve of others.
 - B. perform well when being watched.
 - C. work harder for critical people.
 - D. expect to be rejected by others.
 - E. had traumatic childhoods.

ANS: D PTS: 1

15. People who have high self-esteem
- A. expect to be accepted by others.
 - B. have less of a need to work hard for people who demand high standards.
 - C. are unable to defend themselves against negative comments.
 - D. don't perform well when being watched.

ANS: A PTS: 1

16. The kind of person you believe yourself to be is called the
- A. perceived self.
 - B. desired self.
 - C. presenting self.
 - D. myth of self.
 - E. transient self.

ANS: A PTS: 1

17. All of the following are examples of social comparison except
- A. being judged for a test based on other student's grades.
 - B. thinking over how you have added muscle mass in the last four months.
 - C. deciding to go on a diet after looking at models in a magazine.
 - D. judging your fitness level in contrast to others in the gym.
 - E. all of the above are examples of social comparison.

ANS: B PTS: 1

18. "Reference groups" are
- A. people whose self-concepts we have influenced.
 - B. individuals whose self-esteem has been diminished.
 - C. groups against which a person compares him/herself.
 - D. groups formed to improve shaky self-esteem.
 - E. people who hang around the library.

ANS: C PTS: 1

19. According to your text, telling ourselves we "can't" change our self-concept could
- A. let others share control in the relationship.
 - B. help us accept our limitations.
 - C. create a self-fulfilling prophecy.
 - D. express equality through our humanity.

ANS: C PTS: 1

20. The tendency to seek and attend to information that conforms to an existing self-concept has been labeled
- A. reflected appraisal.
 - B. significance posturing.
 - C. the stability hypothesis.
 - D. cognitive conservatism.
 - E. the weak spine phenomenon.

ANS: D PTS: 1

21. The communication strategies people use to influence how others view them is the process of
- A. ego-video.
 - B. reflected appraisal.
 - C. manipulation.
 - D. social ethics.
 - E. identity management.

ANS: E PTS: 1

22. People who hold excessively negative self-evaluations of themselves may do so due to
- A. distorted feedback.

- B. society's emphasis on perfection.
- C. obsolete information.
- D. social expectations.
- E. all of the above.

ANS: E PTS: 1

23. Kiko still thinks of herself as a struggling student although as a college student her GPA is a 3.5. This is an example of
- A. self-monitoring.
 - B. self-fulfilling prophecy.
 - C. cognitive conservatism.
 - D. myth of perfection.
 - E. distorted feedback.

ANS: C PTS: 1

24. People try to manage their identities in order to
- A. initiate a relationship.
 - B. save another's face.
 - C. get others to do something they want.
 - D. none of the above.
 - E. all of the above.

ANS: E PTS: 1

25. According to your text, all of the following are ways that can help in changing your self-concept except
- A. seeking advice from books and others.
 - B. being realistic in how you perceive yourself.
 - C. determining what may be inaccurate feedback from others.
 - D. being willing to change.
 - E. comparing yourself to people in the mass media.

ANS: E PTS: 1

26. The characteristic ways you think and behave across a variety of situations describes your
- A. self-concept.
 - B. personality.
 - C. self-esteem.
 - D. self-worth.
 - E. none of the above.

ANS: B PTS: 1

27. When Joe hangs his framed medical degrees on his office wall he is managing his identity through
- A. appearance.
 - B. manner.
 - C. setting.
 - D. image.
 - E. role.

ANS: C PTS: 1

28. To say that identity management is collaborative means that
- A. both people communicating agree with each other.

- B. each person creates an identity in response to the other's behavior.
- C. each person creates a similar identity.
- D. both people decide on their identities together.
- E. none of the above.

ANS: B PTS: 1

29. The process whereby the self-concept develops due to the way we believe others see us is called
- A. reflected appraisal.
 - B. social comparison.
 - C. feedback.
 - D. other-imposed prophecy.
 - E. distortion.

ANS: A PTS: 1

30. An example of a presenting self is
- A. Minh is very attentive in class and asks questions about the material to her professor.
 - B. Minh regularly calls her friends, remembers birthdays, and listens to friends' problems.
 - C. Minh is never late for work, volunteers for work committees, and turns in work on time.
 - D. all of the above.
 - E. none of the above.

ANS: D PTS: 1

31. Psyching yourself up before a soccer game is an example of
- A. positive prediction.
 - B. a self-imposed prophecy.
 - C. other-imposed prophecy.
 - D. anxiety reduction.
 - E. none of the above.

ANS: B PTS: 1

32. Which of the following does not characterize identity management?
- A. Identity management is collaborative.
 - B. We construct multiple identities.
 - C. Collaboration in identity management doesn't mean the same thing as agreement.
 - D. Identity management is always deliberate.
 - E. Not all behavior is aimed at making impressions.

ANS: D PTS: 1

33. Popular TV shows featuring makeovers suggest to us that our appearance must be improved, which can lead us to feel worse about ourselves. This idea best relates to
- A. reflected appraisal.
 - B. social comparison.
 - C. self-fulfilling prophecy.
 - D. identity management.
 - E. presenting self.

ANS: B PTS: 1

34. Chandra looking at many different Facebook profiles and then feeling better about herself is an example of
- A. reflected appraisal.

- B. social comparison.
- C. self-fulfilling prophecy.
- D. identity management.
- E. presenting self.

ANS: B PTS: 1

35. The ability to manage identities in different settings and cultures is a feature of
- A. high self-esteem.
 - B. too much self-disclosure.
 - C. social exchange theory.
 - D. communication competence.
 - E. equivocation.

ANS: D PTS: 1

36. Googling your own name to see what comes up might inspire you to manage your public identity by engaging in
- A. self-disclosure.
 - B. lying.
 - C. reputation management.
 - D. catharsis.
 - E. cognitive conservatism.

ANS: C PTS: 1

37. The popular term known as “TMI” best relates to which of these guidelines for self-disclosure?
- A. Is the other person important to you?
 - B. Are the amount and type of disclosure appropriate?
 - C. Is the self-disclosure reciprocated?
 - D. Do you have a moral obligation to disclose?
 - E. none of the above

ANS: B PTS: 1

38. In the “Talking with Little Girls” reading, Lisa Bloom writes about
- A. how important it is to compliment a little girl’s appearance.
 - B. how we should consider sending messages to little girls that we value their brains .
 - C. how saying “How cute you are” to a little girl when you first see her teaches her that looks are more important than anything.
 - D. both b and c.
 - E. all of the above.

ANS: D PTS: 1

39. Which of the following statements summarizes Lexie Lopez-Mayo’s thoughts in the “Looking at Diversity” reading?
- A. Culture plays a role in self-disclosure and communication.
 - B. Gender plays a role in self-disclosure and communication.
 - C. Personality plays a role in self-disclosure and communication.
 - D. All of the above are true statements.
 - E. None of the above are true statements.

ANS: D PTS: 1

40. Quadrants of the Johari Window are

- A. open, narrow, blind, unknown.
- B. open, hidden, blind, unknown.
- C. broad, narrow, blind, unknown.
- D. open, hidden, neutral, unknown.
- E. open, closed, neutral, unknown.

ANS: B PTS: 1

41. Which of the following best fits the definition of self-disclosure?
- A. telling your romantic partner about your feelings toward him/her
 - B. telling your college teacher about past grades
 - C. telling your mother your weight
 - D. telling your family physician about your health
 - E. telling anyone anything about you

ANS: A PTS: 1

42. Privacy management means
- A. the choices we make to reveal or conceal information about ourselves.
 - B. weighing the pros and cons of self-disclosing.
 - C. making a conscious and deliberate decision to self-disclose.
 - D. all of the above.
 - E. none of the above.

ANS: D PTS: 1

43. In the Chapter Nine “Communication Transcript,” Ramon discloses to his boss, Julie. Which of the following guidelines for self-disclosure did Ramon seem to ignore as he talked with her?
- A. Ask yourself if the risk of disclosure is reasonable.
 - B. Determine if the self-disclosure is relevant to the situation at hand.
 - C. Decide if the other person is important to you.
 - D. Select the appropriate amount and type of self-disclosure.
 - E. Ramon ignored all of the guidelines.

ANS: D PTS: 1

44. According to your text, all of the following are reasons people choose to be somewhat deceitful in relationships except
- A. to guide social interaction.
 - B. to empower others.
 - C. to save face.
 - D. to avoid conflict.
 - E. to manage resources.

ANS: B PTS: 1

45. You’ve just delivered a speech to your classmates which none of them liked very much. According to your text, which of the following is the response you are most likely to hear when you ask them how you did?
- A. “You did a great job.”
 - B. “I’m nervous about my speech tomorrow.”
 - C. “I don’t think it was a very good speech.”
 - D. “You made some interesting points.”
 - E. None of these answers are correct.

ANS: D PTS: 1

46. The Johari Window is an important device to help explore the role
- A. coding plays in communication.
 - B. interpretation plays in clarifying understanding.
 - C. feedback plays in negative relationships.
 - D. self-disclosure plays in communication.
 - E. affection needs play in strong relationships.

ANS: D PTS: 1

47. According to the text, which of the following is good advice about self-disclosure?
- A. Wait for the other person to open up before you do.
 - B. The more self-disclosure, the better.
 - C. Self-disclosure is most productive when delivered in a constructive manner.
 - D. Most relationships are characterized by almost constant amounts of self-disclosure.
 - E. It's best to accompany each piece of negative self-disclosure with a compliment to soften any hurt.

ANS: C PTS: 1

48. The social penetration model by Altman and Taylor
- A. shows ways in which a relationship can be more or less intimate.
 - B. suggests how relationships can operate on superficial or more personal levels.
 - C. defines a relationship in terms of its breadth and depth.
 - D. helps identify why certain relationships are strong or weak.
 - E. All of these answers are correct.

ANS: E PTS: 1

49. To qualify as self-disclosure, a statement must
- A. involve feelings.
 - B. be deliberate, significant, and not otherwise known.
 - C. be reciprocated by the same type of statement from a partner.
 - D. involve intimate information.
 - E. be shared privately.

ANS: B PTS: 1

50. The process of deliberately revealing information about oneself that is significant and would not normally be known by others is
- A. social penetration.
 - B. equivocation.
 - C. self-disclosure.
 - D. intimacy.
 - E. reciprocity.

ANS: C PTS: 1

51. According to the Altman and Taylor model, the dimension of self-disclosure where information shared moves from being impersonal to more personal is called
- A. breadth.
 - B. social penetration.
 - C. variety.
 - D. depth.
 - E. equivocation.

ANS: D PTS: 1

52. What makes the disclosure in some messages deeper than others?
- A. Some revelations are more significant than others.
 - B. Communicators have reached the level of sharing feelings.
 - C. Some revelations are considered very private.
 - D. None of these answers are correct are reasons.
 - E. All of these answer are correct are reasons.

ANS: E PTS: 1

53. Saying “I love my family” versus “I love you” exemplifies that some disclosures are deeper than others in terms of
- A. being personal.
 - B. significance.
 - C. how private they are.
 - D. reciprocity.
 - E. believability.

ANS: B PTS: 1

54. When deciding how much to disclose, you should consider
- A. if the other person is important to you.
 - B. whether the amount and type of disclosure is appropriate.
 - C. whether you have a moral obligation to do so.
 - D. whether the risk is reasonable.
 - E. All are factors to consider.

ANS: E PTS: 1

55. Saying to a friend, “I’ve always thought you weren’t too bright,” might show you didn’t consider what guideline for self-disclosure?
- A. Is the other person important to you?
 - B. Will the effect of the disclosure be constructive?
 - C. Is the amount of disclosure appropriate?
 - D. Is the type of disclosure appropriate?
 - E. Do you have a moral obligation to disclose?

ANS: B PTS: 1

56. Of the following, what is not considered a benefit of self-disclosure?
- A. self-validation
 - B. catharsis
 - C. self-clarification
 - D. reciprocity
 - E. increased likeability

ANS: E PTS: 1

57. Of the following, what is not considered a risk of self-disclosure?
- A. loss of influence
 - B. negative impression
 - C. decrease in number of relationships
 - D. fear of disapproval
 - E. decrease in relational satisfaction

ANS: C PTS: 1

58. All of the following are alternatives to self-disclosure except
- A. lying
 - B. silence
 - C. reciprocity
 - D. equivocation
 - E. hinting

ANS: C PTS: 1

59. A benevolent lie
- A. is considered nonmalicious.
 - B. is never appropriate for someone who has morals.
 - C. will generally hurt another.
 - D. will only be considered helpful in extreme situations.
 - E. None of these answers are correct or true.

ANS: A PTS: 1

60. In one study of 130 subjects who kept track of the truthfulness of their everyday, conversational statements,
- A. 25 percent of these statements proved to be totally honest.
 - B. 38.5 percent of these statements proved to be totally honest.
 - C. 55.5 percent of these statements proved to be totally honest.
 - D. 66 percent of these statements proved to be totally honest.
 - E. 75 percent of these statements proved to be totally honest.

ANS: B PTS: 1

61. One experiment determined that the average lie rate was
- A. 3 fibs for every 10 minutes of conversation.
 - B. 5 fibs for every 10 minutes of conversation.
 - C. 7 fibs for every 10 minutes of conversation.
 - D. 1 fib for every 5 minutes of conversation.
 - E. 10 fibs for every 15 minutes of conversation.

ANS: A PTS: 1

62. When Kathy told Abraham, "I'm just not ready for a serious relationship right now," instead of saying, "I'm not attracted to you," she was
- A. lying.
 - B. equivocating.
 - C. hinting.
 - D. placating.
 - E. self-disclosing.

ANS: B PTS: 1

63. Equivocating can be advantageous because it
- A. can save face for both the sender and receiver.
 - B. provides an alternative to lying.
 - C. spares the receiver from embarrassment.
 - D. spares the teller from feeling guilty.
 - E. All of these answers are correct or true.

ANS: E PTS: 1

64. If someone says, "I really have to go. I should be studying for a test tomorrow," he/she would be lying in order to
- A. acquire resources.
 - B. protect resources.
 - C. avoid interaction with another.
 - D. avoid tension.
 - E. show they're in control of a situation.

ANS: C PTS: 1

65. Of the following, what is not considered an effect of lying?
- A. Once lied to, you may need to redefine previous messages from the liar.
 - B. Deception is more acceptable depending on the liar's motives.
 - C. A lie will be considered a transgression if it is exploitive.
 - D. The importance of the information lied about is a key factor in provoking a relational crisis.
 - E. All of these answers can be effects.

ANS: E PTS: 1

66. According to your text, hinting
- A. is less direct than an equivocal statement.
 - B. aims to get a desired response from others.
 - C. is not considered an alternative to lying.
 - D. is not considered face-saving.
 - E. doesn't depend on the other's ability to pick up the unexpressed message.

ANS: B PTS: 1

67. "I'm pretty sure that smoking isn't permitted here," is an example of
- A. lying.
 - B. equivocating.
 - C. hinting.
 - D. self-disclosure.
 - E. social penetration.

ANS: C PTS: 1

MATCHING

Match each description below with the most accurate term.

- A. reflected appraisal
 - B. significant other
 - C. cognitive conservatism
 - D. presenting self
 - E. perceived self
1. The private self you honestly believe you are
 2. The tendency to cling to an existing self-concept
 3. A person whose opinion we especially value
 4. Process of judging ourselves by the evaluations of others
 5. The "face" you show to others

- 1. ANS: E PTS: 1
- 2. ANS: C PTS: 1
- 3. ANS: B PTS: 1
- 4. ANS: A PTS: 1
- 5. ANS: D PTS: 1

Match the statement below with the term it best describes.

- A. definition of self-disclosure
- B. significant self-disclosure
- C. Johari Window
- D. social penetration
- E. deliberate self-disclosure

- 6. Model to explore the role that self-disclosure plays in interpersonal communication
- 7. Model to examine breadth and depth of self-disclosure
- 8. Sharing a secret that you've never told anyone
- 9. Deliberately revealing significant personal information that would not normally be known by others
- 10. Setting up a lunch date in order to reveal your feelings to your romantic partner

- 6. ANS: C PTS: 1
- 7. ANS: D PTS: 1
- 8. ANS: B PTS: 1
- 9. ANS: A PTS: 1
- 10. ANS: E PTS: 1

ESSAY

- 1. Your textbook authors give some suggestions about how to embrace a more positive self-image. Think about some aspects of your self-concept you would like to change. Next, for each, explain whether (1) you have a realistic perception of yourself in this area, 2) you have realistic expectations of yourself in this area, 3) you are or aren't willing to do what it takes to change, 4) you have enough information and know-how to carry out the change.

ANS:
Answers will vary

PTS: 1

- 2. Describe two people for whom you are a significant other. Describe your communication behavior with each of them, giving examples of how (a) you deliver "booster" and "buster" messages to each of them; (b) you create self-fulfilling prophecies that work for and against each of them; and (c) they allow your communication with them to affect their behavior.

ANS:
Answers will vary

PTS: 1

3. Describe a recent self-fulfilling prophecy which you have imposed upon yourself that affects your communication. In what cases have you imposed it? What have the results been? How realistic was the prophecy? Does answering these questions change how you'll talk to yourself in the future? How? Next, describe a self-fulfilling prophecy you have imposed upon another person. How did you communicate it (i.e., what messages did you send, and what channels did you use)? What effect did your prophecy have upon your partner? Does answering this question affect how you'll communicate with the other person in the future? How?

ANS:

Answers will vary

PTS: 1

4. Explain how you managed impressions with others in a recent important event in your life. Cite the reasons why you managed impressions and then evaluate the way you presented yourself.

ANS:

Answers will vary

PTS: 1

5. Describe how you have managed your manner, appearance, and setting to create desired impressions in two different specific instances.

ANS:

Answers will vary

PTS: 1

6. Explain the concept of reflected appraisal. Choose two people in your life who have contributed to how you view yourself and how their communication contributed to who you are today.

ANS:

Answers will vary

PTS: 1

7. Explain the characteristic, "The self-concept is subjective." Discuss the reasons why a distorted self-concept can occur. Using personal examples, also discuss how your self-concept has been affected by distortion.

ANS:

Answers will vary

PTS: 1

8. Explain the relationship between self-concept, self-esteem, and communication.

ANS:

Answers will vary

PTS: 1

9. Discuss how communication played a role in shaping who you are today. Then, discuss how who you are today affects your communication with others. Give examples.

ANS:

Answers will vary

PTS: 1

10. Does the technology of mediated communication limit or enhance opportunities for impression management? Explain and support your answer.

ANS:

Answers will vary

PTS: 1

11. Explain several ways that mass media and technology contribute to the shaping of our self-concept.

ANS:

Answers will vary

PTS: 1

12. Referring to the reasons for deceit explained in your chapter, analyze a current relationship you are in according to the degrees of truthfulness and deceit. Are you satisfied with the level of honesty? Explain your answer.

ANS:

Answers will vary

PTS: 1

13. Using the social penetration model in your text, describe the breadth and depth of one important interpersonal relationship you have. Explain why you are satisfied/unsatisfied with this relationship.

ANS:

Answers will vary

PTS: 1

14. Draw a Johari Window describing your relationship with an important person in your life. Comment on which parts of yourself you keep in the "hidden" area, and explain your reasons for doing so. Describe the benefits and costs of not disclosing these parts of your personality. Next, look at the size of the "blind" area model. Is the blind area large or small because of the amount of feedback you get from the other person, or because of the way you react to the feedback you do get? How would a window describing your partner's relationship with a mutual friend look similar to yours? Different? Explain. Are you satisfied with the kind of relationship your windows describe? If not, what could you do to change it?

ANS:

Answers will vary

PTS: 1

15. Your text described several reasons people tell lies. Provide examples of lies you have told or have been told to you that illustrate three of the different reasons for lying. Discuss whether or not each of these lies was a “benevolent lie” or not and why.

ANS:

Answers will vary

PTS: 1

16. Discuss the various benefits and risks of self-disclosure. Provide examples from your own life where you have experienced both the benefits and risks.

ANS:

Answers will vary

PTS: 1

17. Explain how the tendency of disinhibition (from Chapter 1) relates to the risks of self-disclosure. Discuss how disinhibition may impact opportunities for impression management.

ANS:

Answers will vary

PTS: 1

18. For each of the four examples under the heading “Alternatives to Self-Disclosure” on pp. 66-67, describe how you would choose to respond. Identify your interpersonal goal for each situation, and then explain why your choice is appropriate.

ANS:

Answers will vary

PTS: 1