

## Chapter 2—Perception of Self and Others

---

### MULTIPLE CHOICE

- The three stages of the perception process are:
  - action and selection, expectation of stimuli, and impression
  - attention and selection, organization of stimuli, and impression
  - attention and selection, organization of stimuli, and interpretation
  - action and selection, expectation of stimuli, and interpretation
- Failure to recognize a misspelling in a word used in a newspaper illustrates perception that is limited because of:
  - interest
  - need
  - expectations
  - all of these
- Layla and Luke are twins. Even though they grew up in the same family at the same time, Layla grows up thinking that being successful depends a lot on being pretty and nice, while Luke believes being successful means making a lot of money and being independent. These differences are likely the result of \_\_\_\_
  - gendered cultural norms
  - Layla's low self-esteem
  - Luke's effective message filtering
  - different self-talk
- As they were walking to the corner store, Samantha and Meagan passed by a large bush. Suddenly, from out of nowhere, a large dog lunged at them. Meagan gasped and dropped her books, but Samantha laughed and said, "Oh, that dumb dog always hides behind that bush." Samantha's reaction is an example of which step of the perception process?
  - patterns
  - interpretation
  - organization
  - expectation
- When Niku went out to eat at a new restaurant, she waited patiently for the server to come take her drink order. Then, when the server came back, she had her dinner order ready. After dinner, when the server brought the bill, Niku slid her credit card into the black leather bill folder and set it at the edge of the table. Again, Niku waited patiently for the server to bring the credit card receipt back. Without thinking much about it, Niku used \_\_\_\_ to navigate a new interaction based on past experiences..
  - stereotypes
  - a self-fulfilling prophecy
  - heuristics
  - the halo effect
- According to your text, self-concept can best be defined as \_\_\_\_
  - a pattern of behavior that characterizes a person's place in a context
  - a perception of one's skills, abilities, and knowledge
  - a set of assumptions developed about physical characteristics and popularity
  - a combination of your original ideas and theories about life
- Amy was traumatized as a child when she had a bad experience jumping from a diving board. To this day, she considers herself a poor swimmer. That experience as a child has affected her \_\_\_\_
  - self-perception

- b. self-monitoring
  - c. self-esteem
  - d. impression formation
8. Deon and Janet, who do not know each other, are assigned to work on a project together at work. Deon suggests that the two have lunch together to get to know one another before beginning the official work. Deon's suggestion is an effort to \_\_\_\_
- a. evaluate an implicit personality theory
  - b. use stereotypes
  - c. make attributions
  - d. reduce uncertainty
9. According to the text, the "evaluation we make about our personal worthiness based on our self-concept" is the definition of \_\_\_\_
- a. self-esteem
  - b. self-monitoring
  - c. self-attribution
  - d. self-consideration
10. You find your roommate Marcus singing to himself in the kitchen, and you are impressed. "Man, Marcus, you've got a great voice!" Marcus looks embarrassed. "No way, you don't need to try to make me feel better. I know I'm terrible. I've never been able to sing." No matter how hard you try to convince him otherwise, Marcus continues to feel worse about his singing ability. This gap between your perceptions is known as \_\_\_\_
- a. implicit personality adjustment
  - b. incongruence
  - c. scripted differences
  - d. behavioral adjustment
11. Individuals with low self-esteem:
- a. are more attentive to situations than people with high self-esteem
  - b. tend to form relationships with people who reinforce their self-perception
  - c. cannot gain higher self-esteem, even with practice
  - d. are unlikely to have self-fulfilling prophecies
12. Lila and Sherin are sitting in their dorm room while Sherin flips through her notes. "I'm totally going to fail this math test tomorrow," Sherin says. The next day, Sherin takes her test and learns that she failed it. Her performance on the test is an example of \_\_\_\_
- a. incongruence
  - b. filtering messages
  - c. halo effect
  - d. self-fulfilling prophecy
13. After your first speech, four people tell you that you did a good job, and one tells you that you looked nervous. If you focus on the negative comment while ignoring the positive comments from others, this is called
- a. perceptual defense
  - b. filtering messages
  - c. halo effect
  - d. self-fulfilling prophecy
14. According to your text, what three things affect what we select to pay attention to?
- a. needs, interests, and expectations
  - b. interests, expectations, and values
  - c. values, beliefs, and stereotypes
  - d. needs, values, and expectations

15. Caridee knows that she is not talented enough to be a professional dancer, but she still majors in dance, spends all of her extra time teaching and taking dance classes, and goes to dance camp every summer. Caridee is making choices based upon her \_\_\_\_
  - a. self-concept
  - b. self-esteem
  - c. ideal self-concept
  - d. self-fulfilling prophecy
16. Imagine that you are saying these messages to yourself: "Oh, I have that interpersonal test in the morning. I really haven't studied, so maybe I'll skip it. But maybe I won't be able to take a make-up test. I'd better go after all and take my chances." This is an example of which aspect of self-perception?
  - a. self-monitoring
  - b. self-talk
  - c. impression formation
  - d. situational attribution
17. Bullying and cyberbullying \_\_\_\_
  - a. do not have long-lasting effects on self-esteem
  - b. often lead to more accurate self-perceptions
  - c. are aggressive behaviors that damage self-esteem
  - d. are intended to help and encourage others
18. People from collectivist cultures tend to have higher self-esteem when they view themselves as being \_\_\_\_
  - a. interdependent
  - b. unique
  - c. independent
  - d. self-sufficient
19. When we encounter people for the first time, we often try to gain more information about them to help make ourselves feel more comfortable. This process is called \_\_\_\_
  - a. implicit personality theories
  - b. halo effects
  - c. discrimination
  - d. uncertainty reduction
20. Because Dawson is a muscular, attractive male, Emily perceives him as being popular, an average student, and a superb athlete. This best exemplifies the idea of \_\_\_\_
  - a. uncertainty reduction
  - b. implicit personality theory
  - c. self-esteem
  - d. self-monitoring
21. Which of the following is not a good way to improve your perception of others?
  - a. Realize that your perceptions will change over time
  - b. Question the accuracy of your perceptions
  - c. Use conscious processing
  - d. Trust your first impressions
  - e. Seek clarification
22. How does self-concept affect communication?
  - a. Self-concept affects who we become friends with.
  - b. Self-concept affects how we interact with others.
  - c. Self-concept affects how comfortable we are in communication interactions.
  - d. All of these

23. Moussa has preconceived beliefs about people who belong to fraternities and sororities. When he finds out that Mike belongs to a fraternity, he believes he understands Mike because he has a pretty good idea of what frat guys tend to be like. His "understanding" is best explained by \_\_\_\_
- selective perception
  - stereotyping
  - self-fulfilling prophecy
  - assumed similarity
24. When Paul, who is Jewish, finds out that his new friend Tariq is Muslim, he develops a negative attitude toward his friend. This behavior is best labeled as \_\_\_\_
- halo effect
  - selective perception
  - stereotyping
  - prejudice
25. Which of these statements accurately reflects stereotypes?
- Stereotypes are always negative.
  - Stereotypes are generalizations based on ideas about a group, not specific aspects of an individual.
  - Stereotypes are negative actions towards others.
  - Stereotypes are usually not harmful.
26. When something is a negative action toward a social group, not just a rigid or negative attitude, then it this is \_\_\_\_
- prejudice
  - stereotype
  - racism
  - discrimination
27. Chet asked Drew if he could borrow a book. Drew agrees and says that he will bring it to Chet's room by 7 p.m. that night. When Drew has not arrived by 7:30, Chet says, "I knew I couldn't count on him to follow through on a promise—he's so irresponsible." Chet's comment about Drew's behavior is \_\_\_\_
- prejudice
  - an attribution
  - a stereotype
  - halo effect
28. To improve perception, we should \_\_\_\_
- seek out more information
  - realize that we'll be stuck with the same perception for a while
  - trust first impressions
  - keep your perceptions to yourself
29. A perception check is a skill that is used to \_\_\_\_
- see whether your hearing is normal
  - check to make sure that you really understand who someone is
  - test the accuracy of your understanding of a person's behavior
  - test the accuracy of your understanding of a person's wording

**TRUE/FALSE**

1. The perception process involves attention and selection, organization of stimuli, and interpretation of stimuli.
2. A person's culture has very little influence on the perception process.
3. The terms *prejudice* and *discrimination* both involve action and can be used interchangeably.
4. We are more apt to self-monitor when we are familiar with the situation.
5. Our brains attempt to simplify complex information so that we can process it quicker and easier.

ANS: T

PTS: 1

REF: p. 21