CHAPTER 5

1. An organized set of beliefs about one's personal qualities and typical behavior constitute one's
   a. self-ideal.
   b. public self.
   c. self-concept.
   d. self-actualization.

2. Which of the following is not one of the factors that help shape our vision of our possible selves?
   a. past experiences
   b. biology
   c. current behavior
   d. future expectations

3. Hazel Markus uses the term ______ selves to refer to one's conceptions about the kind of person one might become in the future.
   a. possible
   b. timeless
   c. potential
   d. expected

4. Social roles, abilities and values help to foster an individual's
   a. self-esteem.
   b. self-concept.
   c. coping ability.
   d. psychological adjustment.

5. A man who describes himself as “frank and honest” but who in fact lies frequently is manifesting his
   a. self-concept.
   b. self-conflict.
   c. self-discrepancy.
   d. self-ambivalence.

6. Substance use in response to feelings of self-discrepancy is an example of a type of coping technique known as
   a. social comparison.
   b. blunting self-awareness.
   c. changing one’s behavior.
   d. expanding the possible self.

7. The term "reference group" refers to
   a. your library study partners.
   b. behavioral qualities of your ideal self.
   c. a set of people against whom you compare yourself.
   d. the group to which your ideal self might belong.
8. According to social comparison theory, we tend to compare ourselves with a reference group comprised of people whom we perceive as
   a. better than us.
   b. inferior to us.
   c. similar to us.
   d. Any of these may apply depending on the situations.

9. Research has shown that children's self-perceptions are more strongly related to their ______ than to their parents' attitudes toward them.
   a. friends' attitudes toward them
   b. siblings' attitudes toward them
   c. perceptions of their physical appearance
   d. perceptions of their parents' attitudes toward them

10. ______ involves putting personal goals ahead of group goals and defining one's identity in terms of personal attributes rather than group memberships.
    a. Individualism
    b. Behaviorism
    c. Collectivism
    d. Humanism

11. Mainstream American culture would most accurately be described as
    a. Collectivist.
    b. Humanist.
    c. Individualistic.
    d. Behaviorist.

12. Individuals from a collectivistic culture are less likely that individuals from individualistic cultures to have which of the following traits?
    a. an interdependent view of self
    b. adjust themselves to needs of the group
    c. strive for self-satisfaction
    d. sense of shared responsibility

13. Which of the following is the best description of the way that men and women tend to get their social needs met?
    a. Both men and women display relational interdependence.
    b. Both men and women display collective interdependence.
    c. Men are more likely to display collective interdependence and women are more likely to display relational interdependence.
    d. Women are more likely to display collective interdependence and men are more likely to display relational interdependence.

14. Research suggests that increases in a culture’s affluence and social mobility tend to be accompanied by increases in
    a. collectivism.
    b. individualism.
    c. stereotyping.
    d. obedience.
15. The evaluative component of self-concept is
   a. authentic self.
   b. public self.
   c. self-esteem.
   d. self-ideal.

16. Which of the following is **not** true of self-esteem according to the research?
   a. Self-esteem is generally stable over time.
   b. People vary in the degree to which they experience self-esteem as stable.
   c. Self-esteem may fluctuate in the short term in response to situational factors.
   d. All of these are true according to the research.

17. Both low and high self-esteem may be maintained in part by the power of
   a. expectations.
   b. cultural norms.
   c. individualism.
   d. repression.

18. ________ is a sense of grandiose self-importance.
   a. Self-esteem
   b. Narcissism
   c. Individualism
   d. Self-efficacy

19. Maccoby and Martin’s research suggests that parental ________ and ________
   are major determinants of a child’s self esteem.
   a. income; employment
   b. health; happiness
   c. narcissism; self-esteem
   d. acceptance; control

20. Affectionate, accepting, involved, and democratic parents may well produce offspring
   who tend to be
   a. high in self-esteem.
   b. sensation seekers.
   c. high self-monitors.
   d. emotionally dependent.

21. The largest gender differences in self-esteem have been found for
   a. 10-12 year olds.
   b. 15-18 year olds.
   c. 20-25 year olds.
   d. 25-29 year olds.

22. ________ are the inferences that people make about what causes their
   behavior.
   a. Automatic processes
   b. Controlled processes
   c. Self-attributions
   d. Explanatory styles
23. Internal attributions ascribe causes of behavior to ______ factors.
   a. situational
   b. personal
   c. interpersonal
   d. environmental

24. Which of the following would be considered an example of an internal-stable factor in attribution?
   a. one's effort at the task
   b. one's feelings about one's boss
   c. one's health at the time of the task
   d. one's ability for the task in question

25. Which of the following is an example of an external-unstable factor in attribution?
   a. bad luck
   b. one's self-esteem
   c. lack of ability
   d. the nature of the task

26. People who attribute their setbacks to internal, stable, and global factors are exhibiting a(n) ______ explanatory style.
   a. irrational
   b. coherent
   c. pessimistic
   d. optimistic

27. Research indicates that people with negative self-views preferred partners who viewed them ____________.
   a. positively
   b. negatively
   c. realistically
   d. unrealistically

28. Self-serving bias is the tendency to take credit for our ______ and disavow responsibility for ______.
   a. failures; our successes
   b. successes; our failures
   c. own successes; our friends' successes
   d. own successes; the successes of those we don't like

29. The tendency to sabotage one's performance to provide an excuse for possible failure is called
   a. self-centered bias.
   b. self-serving bias.
   c. self-handicapping.
   d. basking in reflected failure.
30. Self-regulation refers to
   a. directing and controlling one’s behavior.
   b. maintaining a positive self-esteem in the face of adversity.
   c. consistently using internal attributions in an effort to take personal responsibility.
   d. using time saving devices that promote self-efficiency.