

1. "A cognitive process through which we interpret our experiences and form our own unique understandings" defines which of the following terms?
  - A) perception
  - B) information selection
  - C) mindfulness
  - D) communication
  
2. *Communication processing* means
  - A) the encoding and decoding of messages between two or more communicators.
  - B) the use of technology such as cell phones or Internet chat programs to process and transmit information.
  - C) the means by which we gather, organize, and evaluate information.
  - D) the formation of chunks of information into patterns to create meaning at a more complex level.
  
3. People sometimes feel uncertain in new situations when they do not know what to expect. This uncertainty develops when people do not have a(n) \_\_\_\_\_ to guide their perception of the new event.
  - A) stereotype
  - B) schema
  - C) attribution
  - D) context
  
4. Which theory helps explain how people change their attributions of someone's physical appearance as they communicate with them more?
  - A) interaction appearance theory
  - B) fundamental attribution theory
  - C) communication processing theory
  - D) cultural myopia theory
  
5. Reduced cognitive activity, inaccurate recall, and uncritical evaluation are all signs that a state of \_\_\_\_\_ is challenging one's perception.
  - A) selective attention
  - B) undue influence
  - C) narrow perspective
  - D) mindlessness

6. Edgar, who is a communication major, finds himself frustrated by the number of times his professors say “umm,” mispronounce words, and use awkward gestures—so much so that he often misses the point of their lectures. Edgar's perceptions are best attributed to which of the following?
- A) interaction appearance theory
  - B) selective perception
  - C) mindlessness
  - D) fundamental attribution theory
7. Brianna is planning a vacation, and even though she really wants to go some place quiet and relaxing, she has settled on a trip to Miami because her older sister told her she should go some place with a great night life. Which of the following seems to be challenging Brianna's perception?
- A) interaction appearance
  - B) narrow perspective
  - C) undue influence
  - D) selective perception
8. When Joe shows up late to meet his friends for dinner, he explains that he is late because he was held up in traffic. His friend Maggie reminds him, though, that they all drove in the same traffic but that everyone else left early to accommodate the rush hour. Maggie's dismissal of Joe's situational excuse for being late may be the result of which common perceptual error?
- A) mindlessness
  - B) interaction appearance theory
  - C) mindfulness
  - D) fundamental attribution error
9. What three recommendations have been made for improving perception?
- A) Be thoughtful when you seek explanations, look beyond first impressions, and question your assumptions.
  - B) Narrow your perspective, verify your perceptions, and be careful of stereotyping.
  - C) Remove barriers to your perception, be mindful of others' feelings, and consider your first impressions.
  - D) Stick to the facts, ask questions, and adjust your perspective when needed.

10. Failing to consider other cultural perspectives because of a belief that one's own culture is appropriate and relevant in all situations and to all people is associated with which term?
- A) stereotyping
  - B) prejudice
  - C) cultural myopia
  - D) undue influence
11. Assuming that individuals, because they belong to certain groups, have a particular set of attitudes, behaviors, skills, morals, or beliefs is called
- A) prejudice.
  - B) cultural myopia.
  - C) ignorance.
  - D) stereotyping.
12. “Politicians lie” and “young people are lazy” are both examples of
- A) mindless assumptions.
  - B) stereotypes.
  - C) narrow perspectives.
  - D) deconstructed schemas.
13. Which barrier to intercultural communication competence is considered to be the most severe because it involves deep-seated feelings of unkindness and ill will toward particular groups?
- A) stereotyping
  - B) prejudice
  - C) narrow perspective
  - D) cultural myopia
14. Homophobia is an example of \_\_\_\_\_ based on negative \_\_\_\_\_ about gay and lesbian people.
- A) selective perception, stereotypes
  - B) stereotypes, interactions
  - C) prejudice, stereotypes
  - D) racism, schemas

15. Your awareness and understanding of who you are, as interpreted and influenced by your thoughts, actions, abilities, values, goals, and ideals, is referred to as your
- A) self-esteem.
  - B) self-concept.
  - C) self-actualization.
  - D) self-efficacy.
16. While getting ready to go out for a night on the town, your roommate says, “You have a really great sense of style; you make any outfit look great.” This compliment serves as \_\_\_\_\_, which you may choose to incorporate into your self-concept.
- A) self-actualization
  - B) self-esteem
  - C) direct evidence
  - D) indirect evidence
17. Our tendency to internalize our admiration for film and TV stars, models, famous athletes, and political figures by comparing what we like about them to our own self-concept is addressed by which of the following theories?
- A) social comparison theory
  - B) self-efficacy theory
  - C) media interaction theory
  - D) social penetration theory
18. Which of the following terms refers to the way a person feels about himself or herself?
- A) self-concept
  - B) self-esteem
  - C) self-efficacy
  - D) self-actualization
19. Jim chooses to invite two people he met in his English class over to watch a movie instead of going to a larger party with his fraternity brothers. He says, “I feel like I'm better one-on-one than I am in big groups.” Jim's decision is based on his sense of
- A) self-esteem.
  - B) self-actualization.
  - C) self-worth.
  - D) self-efficacy.

20. Because she believes she is no good at speaking in public, Deanna puts off choosing and researching her topic and doesn't have adequate time to prepare and practice for her presentation. Ultimately, she earns a failing grade on her speech and walks away with her perception confirmed: she's just not a good speaker. Unfortunately, Deanna's \_\_\_\_\_ set her up for failure.
- A) self-esteem
  - B) self-concept
  - C) self-fulfilling prophecy
  - D) self-denigration
21. When you feel as though you have negotiated a communication situation as well as you possibly could, you experience
- A) self-presentation.
  - B) self-denigration.
  - C) self-adequacy.
  - D) self-actualization.
22. Joe watches other people's nonverbal behavior carefully for cues to what topics they find interesting and what personality traits they consider desirable, and he modifies his behavior in order to create a positive impression on them. We would refer to Joe as a person who
- A) has low self-esteem.
  - B) is a high self-monitor.
  - C) has low self-efficacy.
  - D) has low self-monitoring skills.
23. Intentional communication designed to show elements of our self for strategic purposes is referred to as
- A) self-monitoring.
  - B) self-fulfilling prophecy.
  - C) self-presentation.
  - D) self-disclosure.
24. What, according to your text, is true of low self-monitors?
- A) They lack self-esteem.
  - B) They have positive self-esteem.
  - C) They think that controlling their communication style would be false.
  - D) They implement situation-appropriate communication.

25. The act of revealing information about ourselves to others is called
- A) self-monitoring.
  - B) self-fulfilling prophecy.
  - C) self-presentation.
  - D) self-disclosure.

## Answer Key

1. A
2. C
3. B
4. A
5. D
6. B
7. C
8. D
9. A
10. C
11. D
12. B
13. B
14. C
15. B
16. C
17. A
18. B
19. D
20. C
21. D
22. B
23. C
24. C
25. D