

Chapter 2, Eastern and Western Perspectives on Positive Psychology

Test Bank

Multiple Choice

1. While Western cultures have traditionally placed more emphasis on qualities such as self-efficacy, Eastern cultures have focused on _____.

- a. expressing emotions
- b. living well
- c. hope
- d. optimism

Ans: B

Cognitive Domain: Comprehension

Answer Location: A Matter of Perspective

Difficulty Level: Medium

2. Which term is best described as our ability to go beyond desire and suffering and to see things clearly for what they are?

- a. Harmony
- b. Karma
- c. Enlightenment
- d. Chakra

Ans: C

Cognitive Domain: Knowledge

Answer Location: A Matter of Perspective

Difficulty Level: Easy

3. Which of these views would guide the behavior of someone from an Eastern background?

- a. Optimal functioning
- b. Wisdom
- c. Hedonism
- d. Independence

Ans: A

Cognitive Domain: Application

Answer Location: A Matter of Perspective

Difficulty Level: Medium

4. _____ is one of the influential Western traditions, along with the Judeo-Christian and Athenian traditions.

- a. Buddhism
- b. Islam
- c. Confucianism
- d. Taoism

Ans: B

Cognitive Domain: Comprehension

Answer Location: Historical and Philosophical Traditions

Difficulty Level: Medium

5. What contrast exists between Eastern and Western cultural views on optimal living?

- a. Western cultures view it as being righteous, while Eastern cultures perceive it as attaining higher wisdom.
- b. Eastern cultures interpret it as harmonious living, while Western cultures view it as living in an altruistic manner.

- c. Western cultures believe that it involves improving life, while Eastern cultures believe that it involves striving for higher achievements.
- d. Eastern cultures view optimal living as spiritual transcendence, while Western cultures view it as a hopeful pursuit for better life on Earth.

Ans: D

Cognitive Domain: Analysis

Answer Location: Historical and Philosophical Traditions

Difficulty Level: Hard

6. Which philosopher indicated that there are 11 moral virtues?

- a. Plato
- b. Nietzsche
- c. Aristotle
- d. Socrates

Ans: C

Cognitive Domain: Knowledge

Answer Location: Athenian Views

Difficulty Level: Easy

7. Aristotle claimed that _____ is required to reach enduring human excellence,

- a. strength of character
- b. altruism
- c. kindness to others
- d. duty and nobility

Ans: A

Cognitive Domain: Comprehension

Answer Location: Athenian Views

Difficulty Level: Medium

8. If you were following Aristotle's teachings, how would you manage to become self-actualized regarding virtue?

- a. Respecting the views of elders.
- b. Letting go of connections to others.
- c. Fulfilling other human needs.
- d. Living a life of sanction and order.

Ans: D

Cognitive Domain: Application

Answer Location: Athenian Views

Difficulty Level: Medium

9. According to Aristotle, which entity should be responsible for development of virtue?

- a. Parents or guardians.
- b. The government.
- c. Colleges and universities.
- d. Elder community leaders.

Ans: B

Cognitive Domain: Knowledge

Answer Location: Athenian Views

Difficulty Level: Easy

10. Thomas Aquinas referred to faith, hope, and charity as part of the _____.

- a. Ten Commandments
- b. Armor of God
- c. Seven Heavenly Virtues
- d. Shield of the Trinity

Ans: C

Cognitive Domain: Comprehension
Answer Location: Judeo-Christianity
Difficulty Level: Medium

11. In consideration of virtuous life, which of these describes a similarity that exists between the Seven Heavenly Virtues and The Talmud?

- a. Being active in the political community.
- b. Charitability and hospitality to others.
- c. Seeking enlightenment.
- d. Connecting to the earth.

Ans: B

Cognitive Domain: Analysis
Answer Location: Judeo-Christianity
Difficulty Level: Hard

12. Which of the following religions has been disputed by scholars as being a part of Eastern or Western cultures?

- a. Islam
- b. Judeo-Christianity
- c. Taoism
- d. Buddhism

Ans: A

Cognitive Domain: Knowledge
Answer Location: Islam
Difficulty Level: Easy

13. The Islamic virtue that emphasizes equality of all is known as _____.

- a. gratitude
- b. kindness
- c. courage
- d. justice

Ans: D

Cognitive Domain: Comprehension
Answer Location: Islam
Difficulty Level: Medium

14. If you were giving to the poor and are guided by Islamic principles, what guidelines would you have to follow?

- a. Ensuring that someone has witnessed you being charitable to verify the act.
- b. Setting aside and donating a certain percentage of your earnings, depending on your income.
- c. Doing it in secrecy to maintain your humility and spare the recipient from embarrassment.
- d. Providing options for the type of donation the recipient can accept, such as money or goods.

Ans: C

Cognitive Domain: Application
Answer Location: Islam
Difficulty Level: Medium

15. Teachings from the Anishinaabe implicate that there are seven values, each represented by different _____.

- a. gods
- b. weather patterns
- c. ancient ancestors
- d. animals

Ans: D

Cognitive Domain: Comprehension
Answer Location: Anishinaabe
Difficulty Level: Medium

16. To what story do the Anishinaabe attribute their value system?

- a. The Book of Matthew
- b. The Seven Grandfathers' Teachings
- c. The Book of Job
- d. The Stories of Spiritual Origin

Ans: B

Cognitive Domain: Knowledge
Answer Location: Anishinaabe
Difficulty Level: Easy

17. In what way is Confucianism like the teachings of Aristotle and Plato?

- a. They emphasize the responsibility of leaders to take charge of a group.
- b. Much of the focus is on etiquette and sensitivity for others.
- c. Their views came about during times of peace and civility and aimed to continue this.
- d. There exists the need for a sense of humility so that people are not overconfident.

Ans: A

Cognitive Domain: Analysis
Answer Location: Confucianism
Difficulty Level: Hard

18. What would a follower of Confucianism need to do in order to accomplish the virtue of *xin*?

- a. Treat others well.
- b. Be sensitive to the feelings of others.
- c. Be truthful.
- d. Develop wisdom.

Ans: C

Cognitive Domain: Application
Answer Location: Confucianism
Difficulty Level: Medium

19. According to Confucianism, what are the five virtues associated with a moral existence?

- a. Humanity, duty, etiquette, wisdom, truthfulness
- b. Courage, duty, etiquette, wisdom, empathy
- c. Etiquette, equality, humanity, wisdom, courage
- d. Honesty, duty, etiquette, wisdom, love

Ans: A

Cognitive Domain: Knowledge
Answer Location: Confucianism
Difficulty Level: Easy

20. The translation of Tao is _____ and refers to _____.

- a. The Way; the route to enlightenment
- b. The Path; the route to enlightenment
- c. The Tree; the roots of a good life
- d. The Way; the energy that surrounds everyone

Ans: D

Cognitive Domain: Comprehension
Answer Location: Taoism
Difficulty Level: Medium

21. By practicing humanity, justice, temperance, and propriety, and doing so without effort, what would a Taoist achieve?

- a. Being reincarnated into a higher being.
- b. Realizing naturalness and spontaneity in life.
- c. Finding joy in everyday living.
- d. Enjoying the journey over the destination.

Ans: B

Cognitive Domain: Application

Answer Location: Taoism

Difficulty Level: Medium

22. What is nirvana?

- a. A state in which a person desires meaningful relationships.
- b. A time often associated with the development of Eastern religious practices.
- c. A state in which the self is freed from desire for anything.
- d. A feeling achieved through common positive psychological practice.

Ans: C

Cognitive Domain: Knowledge

Answer Location: Buddhism

Difficulty Level: Easy

23. Which of the following best describes the difference between premortal and postmortal nirvana states, as detailed in Buddhism?

- a. Premortal involves suffering, and the postmortal state involves reaching the ultimate good.
- b. Premortal requires connections to others, and postmortal ceases those connections.
- c. Premortal is related to the ultimate good in life, and postmortal is similar to heaven.
- d. Premortal involves removal from suffering, and postmortal is akin to removal from desire.

Ans: C

Cognitive Domain: Analysis

Answer Location: Buddhism

Difficulty Level: Hard

24. The Eastern religious tradition that lacks an identifiable founder is _____.

- a. Buddhism
- b. Confucianism
- c. Taoism
- d. Hinduism

Ans: D

Cognitive Domain: Comprehension

Answer Location: Hinduism

Difficulty Level: Medium

25. Which of these Eastern religious traditions has a central focus on personal betterment that is similar to Western cultures?

- a. Confucianism
- b. Hinduism
- c. Shamanism
- d. Taoism

Ans: B

Cognitive Domain: Analysis

Answer Location: Hinduism

Difficulty Level: Hard

26. The belief that one unifying concept interconnects all people is crucial to Hinduism. Considering this, which human strength may be highly valued?

- a. Competition
- b. Achievement
- c. Harmony
- d. Gratitude

Ans: C

Cognitive Domain: Application

Answer Location: Hinduism

Difficulty Level: Medium

27. In Hinduism, what does karma refer to?

- a. Attaining a better placement in the world in the next life.
- b. The ability to achieve the ultimate self-knowledge in one's life.
- c. Receiving good luck by being kind to others.
- d. Avoiding returning to Earth via reincarnation.

Ans: A

Cognitive Domain: Knowledge

Answer Location: Hinduism

Difficulty Level: Easy

28. Which of these virtues do the authors discuss as being defined differently across religions?

- a. Wisdom
- b. Karma
- c. Courage
- d. Nirvana

Ans: A

Cognitive Domain: Knowledge

Answer Location: Summary of Eastern and Western Philosophies

Difficulty Level: Easy

29. Individualism is best described as containing constructs for _____.

- a. achievement of one's goals
- b. acting without consideration of others
- c. attaining happiness without others
- d. hope and the need for uniqueness

Ans: D

Cognitive Domain: Comprehension

Answer Location: Individualism: The Psychology of ME

Difficulty Level: Medium

30. Which of the following is the best example of individualism?

- a. Staying with one's parents after graduating high school or college.
- b. Striving to attain an executive position at a company.
- c. Attending a community or church event.
- d. Working with fellow students to fill out a study guide to get a good grade.

Ans: B

Cognitive Domain: Application

Answer Location: Emphases in Individualism: Core Emphases

Difficulty Level: Medium

31. Considering that citizens in individualist countries strive to stand out from others, which of these qualities is a high need?

- a. Conformity
- b. Dependence
- c. Uniqueness

d. Cohesiveness

Ans: C

Cognitive Domain: Knowledge

Answer Location: Emphases in Individualism: Core Emphases

Difficulty Level: Easy

32. People in collectivistic societies tend to be more _____ in their interactions with others.

- a. formal
- b. polite
- c. discreet
- d. informal

Ans: A

Cognitive Domain: Comprehension

Answer Location: Emphases in Individualism: Secondary Emphases

Difficulty Level: Medium

33. In what way did hunter-gatherers begin to reflect the ideals of collectivism?

- a. They fought with one another to keep the population at a manageable number.
- b. They shared emotional bonds and resources to foster a sense of belongingness.
- c. They ensured that each member had a unique identity despite working together.
- d. They encouraged members to enhance their survival skills to create a sense of competition.

Ans: B

Cognitive Domain: Analysis

Answer Location: A Historical Comment on Collectivism: We Came Together Out of Necessity

Difficulty Level: Hard

34. How would people from a collectivist culture view their role in a large company?

- a. They would look to improve their position in the company and receive promotions.
- b. They would consider how their role helps the company perform.
- c. They would assume that others are trying to take their position and work harder.
- d. They would think that its importance is tied to their salary and duties.

Ans: B

Cognitive Domain: Application

Answer Location:

Difficulty Level: Medium

35. What desire do people from collectivistic societies tend to hold?

- a. A desire for uniqueness.
- b. A desire to seeking relationships.
- c. A desire for harmony.
- d. A desire to be around others.

Ans: C

Cognitive Domain: Knowledge

Answer Location: Emphases in Collectivism: Secondary Emphases

Difficulty Level: Easy

36. Which of the following best describes the contrast between advertisements in the United States and Korea, as it relates to Individualism and Collectivism?

- a. Ads on television are louder in the United States and quieter in Korea.
- b. Ads in the United States are more concrete, and Korean ads are more abstract.
- c. Ads in Korea are more conservative, and ads in the United States are more liberal.
- d. Ads in Korea cater to conformity, and ads in the United States cater to uniqueness.

Ans: D

Cognitive Domain: Analysis

Answer Location: Emphases in Collectivism: Secondary Emphases

Difficulty Level: Hard

37. What does research indicate tends to occur as people get older?

- a. People become more individualistic.
- b. People become more altruistic.
- c. People become more collectivistic.
- d. People become more materialistic.

Ans: C

Cognitive Domain: Knowledge

Answer Location: Demographics Related to Collectivism

Difficulty Level: Easy

38. The Japanese story of Momotaro, the adopted child, exemplifies many cultural themes which includes _____.

- a. helping in exchange for certain benefits
- b. acting for the good of the group
- c. the benefits of acting independently
- d. seeking out personal fortune

Ans: B

Cognitive Domain: Comprehension

Answer Location: The Stories We Tell

Difficulty Level: Medium

39. What would a fairytale that originates from a Western culture, such as the United States, feature as a theme?

- a. Acting independently or not relying on others to solve a problem.
- b. Working together with others to reach a common goal.
- c. Promoting harmony among all characters throughout the story.
- d. Sharing rewards with other members of the group.

Ans: A

Cognitive Domain: Application

Answer Location: The Stories We Tell

Difficulty Level: Medium

40. In traditional Eastern culture, what orientation to time is most common?

- a. Valuing a future orientation over the present and the past.
- b. Valuing a future orientation over the past.
- c. Valuing a past orientation over the future.
- d. Valuing a simultaneous appreciation on past, present, and future.

Ans: C

Cognitive Domain: Knowledge

Answer Location: Orientation to Time

Difficulty Level: Easy

41. The Taoist yin and yang symbol represent _____.

- a. The connection of the past to the future
- b. The transcendence of time and place
- c. The balance of the old and the new
- d. The balance between opposing forces and desires.

Ans: D

Cognitive Domain: Comprehension

Answer Location: Thought Processes

Difficulty Level: Medium

42. Which of the following best distinguishes Eastern and Western philosophical approaches to life?
- a. Easterners seek out happiness, while Westerners avoid obstacles and hazards.
 - b. Easterners attempt to find balance, but Westerners strive for happiness.
 - c. Easterners try to endure all obstacles, and Westerners search for the ultimate good.
 - d. Easterners pursue emotional detachment, and Westerners seek freedom.

Ans: B

Cognitive Domain: Analysis

Answer Location: Thought Processes

Difficulty Level: Hard

43. The authors indicate that a powerful underlying force throughout Western civilization has been _____.

- a. faithfulness
- b. trustworthiness
- c. hope
- d. independence

Ans: C

Cognitive Domain: Comprehension

Answer Location: The "Rugged Individualist," the Construct of Hope, and the Need for Uniqueness

Difficulty Level: Medium

Commented [JR1]: Seems like this could be an answer as well?

44. Which period marked the beginning of hope being viewed as more prevalent in present life?

- a. The Renaissance
- b. The Middle Ages
- c. The Age of Enlightenment
- d. The Industrial Revolution

Ans: A

Cognitive Domain: Knowledge

Answer Location: The "Rugged Individualist," the Construct of Hope, and the Need for Uniqueness

Difficulty Level: Easy

45. While some scholars refer to the desire to be special in comparison to others as the *need for uniqueness*, a similar term used for this desire is _____.

- a. the need for specialization
- b. the motive for distinctiveness
- c. the individuality motive
- d. the independence factor

Ans: B

Cognitive Domain: Comprehension

Answer Location: The Need for Uniqueness

Difficulty Level: Medium

46. What level of similarity is rated as being the most comfortable for people?

- a. Extremely low levels of similarity
- b. Moderate to low levels of similarity
- c. Moderate to high levels of similarity
- d. Extremely high levels of similarity

Ans: C

Cognitive Domain: Knowledge

Answer Location: Encoding of Similarity Information

Difficulty Level: Easy

47. How would you expect someone to react upon realizing that they have a high degree of similarity to you?

- a. They will react with positive emotions.
- b. They will not react much or at all.

- c. They will react negatively.
- d. They will react upon noticing your reaction.

Ans: A

Cognitive Domain: Application

Answer Location: Emotional and Behavioral Reactions to Similarity Information

Difficulty Level: Medium

Commented [JR2]: Convolved.

48. Compared to someone who has very high similarity to you and changes to be less similar, how would someone with very slight similarity change their behavior?

- a. The person would not have to change their behavior.
- b. The person would wait for you to behave more similarly.
- c. The person would
- d. The person would behavior more similarly to you.

Ans: D

Cognitive Domain: Analysis

Answer Location: Emotional and Behavioral Reactions to Similarity Information

Difficulty Level: Hard

Commented [JR3]: Not sure if this is a clear question

49. Snyder and Fromkin developed _____, a scale that identifies the individual differences within the need to behave distinctively.

- a. the Need for Distinction Scale
- b. the Autonomous Values Scale
- c. the Need for Uniqueness Scale
- d. the Individualism Scale

Ans: C

Cognitive Domain: Comprehension

Answer Location: Emotional and Behavioral Reactions to Similarity Information

Difficulty Level: Medium

50. What is the term for the attributes that provide an acceptable method for citizens to show their differences?

- a. Individualism
- b. Strangeness
- c. Uniqueness
- d. Mannerisms

Ans: C

Cognitive Domain: Knowledge

Answer Location: Uniqueness Attributes

Difficulty Level: Easy

51. If someone abides by the four universal virtues, which of the following would be the most significant to attain?

- a. High emotional intelligence.
- b. Transcendental compassion.
- c. Unconditional positive regard.
- d. An indomitable will.

Ans: B

Cognitive Domain: Application

Answer Location: Eastern Values: Compassion and Harmony

Difficulty Level: Medium

52. Which of the following accurately distinguishes Confucian teachings of happiness from Greek views on happiness?

- a. Happiness is centered upon achieving harmony in one's life.
- b. Happiness is dependent on living a dutiful life.
- c. Happiness is finding joy amid one's constraints.

d. Happiness is a combination of harmony and freedom from duty.

Ans: A

Cognitive Domain: Analysis

Answer Location: Eastern Values: Compassion and Harmony

Difficulty Level: Hard

53. Although it is highly valued in Eastern cultures, _____ has received minimal attention by positive psychology.

- a. compassion
- b. honor
- c. uniqueness
- d. harmony

Ans: D

Cognitive Domain: Comprehension

Answer Location: Eastern Values: Compassion and Harmony

Difficulty Level: Medium

54. What phenomenon do reports indicate is responsible for the individualistic culture of the United States?

- a. The capitalistic economy.
- b. Having ancestors who were originally Europeans.
- c. Isolationist foreign policy throughout early history.
- d. A rise in nationalism throughout the 1900s.

Ans: B

Cognitive Domain: Comprehension

Answer Location: Both the Individualistic and the Collectivistic Perspectives Are Viable

Difficulty Level: Medium

55. What might be the result of holding both the ME and WE perspectives?

- a. Someone can find out which perspective is better.
- b. People can choose the most suitable perspective for their family to abide by.
- c. There can be more meaningful interactions with those who hold different views.
- d. People can come together to create a new view.

Ans: C

Cognitive Domain: Application

Answer Location: Both the Individualistic and the Collectivistic Perspectives Are Viable

Difficulty Level: Medium

56. Which of the following should individualists consider when conducting business?

- a. Getting down to business.
- b. How to negotiate deals one-on-one.
- c. Moving through the process efficiently.
- d. Understanding collectivist norms.

Ans: D

Cognitive Domain: Knowledge

Answer Location: Suggestions for ME People (Individualists)

Difficulty Level: Easy

57. What might an individualist need to notice while engaging in conflict with a collectivist?

- a. The collectivist also desires to move on to other matters quickly.
- b. The collectivist prioritizes saving face during confrontations.
- c. The collectivist pushes the individualist to defend their position.
- d. The collectivist will explore the emotional reactions that arise during the conflict.

Ans: B

Cognitive Domain: Application

Answer Location: Suggestions for ME People (Individualists)
Difficulty Level:

58. During interactions with individualists, a collectivist might find it suitable to discuss _____ to attain status with the individualists.

- a. recent accomplishments
- b. harmonious relationships
- c. the achievements of their peers
- d. rewards earned throughout their life

Ans: A

Cognitive Domain: Comprehension

Answer Location: Suggestions for WE People (Collectivists)

Difficulty Level: Medium

59. In contrast to Western students learning about and understanding different cultures in the classroom, what method(s) would a traditional Easterner use?

- a. Reading and reflecting on the lessons learned.
- b. Reaching out to others from a different culture.
- c. Self-exploration and hands-on experience.
- d. Combining the cultural elements together.

Ans: C

Cognitive Domain: Analysis

Answer Location: Final Thoughts

Difficulty Level: Hard

60. What percentage of people on earth are estimated to be collectivistic?

- a. 90%
- b. 30%
- c. 50%
- d. 70%

Ans: D

Cognitive Domain: Knowledge

Answer Location: Final Thoughts

Difficulty Level: Easy

True/False

1. Both Eastern and Western cultures contain the concept of the "good life."

Ans: T

Cognitive Domain: Knowledge

Answer Location: Historical and Philosophical Traditions

Difficulty Level: Easy

2. Group harmony is prevalent throughout the philosophies that influence Western societies.

Ans: F

Cognitive Domain: Comprehension

Answer Location: Western Influences: Athenian, Judeo-Christian, and Islamic Traditions

Difficulty Level: Medium

3. Scholars declared that one of Confucius' most famous sayings is a precursor to the "Golden Rule."

Ans: T

Cognitive Domain: Comprehension

Answer Location: Confucianism

Difficulty Level: Medium

4. When seeking relationships, people in individualistic societies tend to look at disadvantages in starting the relationship.

Ans: F

Cognitive Domain: Knowledge

Answer Location: Emphases in Individualism: Core Emphases

Difficulty Level: Easy

5. A "rugged individualist" in America pursues personal goals through hard work.

Ans: T

Cognitive Domain: Knowledge

Answer Location: A Brief History of American Individualism

Difficulty Level: Easy

6. Research indicates that people in lower social classes are more likely to be collectivist in their views.

Ans: T

Cognitive Domain: Comprehension

Answer Location: Demographics Related to Collectivism

Difficulty Level: Medium

7. Eastern stories tend to feature the value of attaining personal gain while potentially losing something else.

Ans: F

Cognitive Domain: Comprehension

Answer Location: The Stories We Tell

Difficulty Level: Medium

8. Westerners, such as United States citizens, tend to have a focus on the future.

Ans: T

Cognitive Domain: Knowledge

Answer Location: Orientation to Time

Difficulty Level: Easy

9. People are accepted when they deviate from expected behaviors in an individualistic society.

Ans: F

Cognitive Domain: Knowledge

Answer Location:

Difficulty Level: Easy

10. Studies show that as someone becomes more sensitized to money, their need for uniqueness grows accordingly.

Ans: T

Cognitive Domain: Comprehension

Answer Location: The Need for Uniqueness: Uniqueness Attributes

Difficulty Level: Medium

11. Eastern cultures are taught that compassion is a key virtue to have in the search for the "good life."

Ans: T

Cognitive Domain: Knowledge

Answer Location: Eastern Values: Compassion and Harmony

Difficulty Level: Easy

12. Within individualistic societies, such as the United States, the form of individualism remains roughly the same in different regions.

Ans: F

Cognitive Domain: Comprehension

Commented [JR4]: Not sure I'm getting the question?

Answer Location: Both the Individualistic and the Collectivistic Perspectives Are Viable
Difficulty Level: Medium

13. African-Americans tend to show more competitiveness despite being a disadvantaged ethnic group.

Ans: F

Cognitive Domain: Comprehension

Answer Location: Both the Individualistic and the Collectivistic Perspectives Are Viable

Difficulty Level: Medium

14. When dealing with conflict, individualists should be aware that collectivists seek to avoid conflict.

Ans: T

Cognitive Domain: Comprehension

Answer Location: Suggestions for ME People (Individualists)

Difficulty Level: Medium

15. During the 21st century, many countries have become less interdependent.

Ans: F

Cognitive Domain: Knowledge

Answer Location: Final Thoughts

Difficulty Level: Easy

Essay

1. What are the similarities and differences that the Buddhist concept of nirvana and the Hindu concept of karma share?

Ans: Nirvana and karma share a central feature about the idea of the good life and how to attain it. Nirvana is a state in which the self is freed from desire for anything. It has two separate distinctions, premortal and postmortal nirvana, which refer to the ideas of the ultimate good life and heaven, respectively. Karma is an ongoing process in which someone's good and bad actions determine their placement in the world upon being reincarnated.

Cognitive Domain: Analysis

Answer Location: Buddhism; Hinduism

Difficulty Level: Hard

2. When forming relationships with others, what are the differences in the approaches of people from individualistic and collectivistic societies?

Ans: Individualists focus on pleasure and their own self-esteem in interpersonal relationships. They consider the advantages and disadvantages before pursuing relationships and are more informal in their interactions with others. Collectivists may pursue relationships even when there is no benefit to them and give their unconditional support to a group while considering what duties they must serve to the group. Collectivists are typically more formal in their interactions to abide by expected behaviors.

Cognitive Domain: Analysis

Answer Location: Emphases in Individualism: Secondary Emphases; Emphases in Collectivism:

Secondary Emphases

Difficulty Level: Hard

3. Suppose that you have a friend who wants to meet an acquaintance of yours. You realize that your friend and acquaintance are both very similar in their interests and behaviors. Describe how would you explain to your friend how to go about approaching your acquaintance, and the reason why.

Ans: The friend should change some of their behaviors to be less similar if they desire to receive a positive emotional reaction from the acquaintance. Although there is a lot of similarity, the acquaintance may not feel as though their need for uniqueness is being satisfied.

Cognitive Domain: Application

Answer Location: Emotional and Behavioral Reactions to Similarity Information

Difficulty Level: Medium

4. How do the facets of compassion play a role in the search for the good life in Eastern cultures?

Ans: Compassion is an emotion that is directed toward others and involves feeling, caring, and thinking about others and acting on their behalf, while also directing those emotions away from oneself. Eastern traditions tend to direct people to use compassion when seeking out transcendence, which is on the path to the good life, and someone who attains compassion will not be motivated by self-directed desires. Instead, they will be enlightened by their experiences of connecting with others, which allows them to transcend the human plane of existence.

Cognitive Domain: Analysis

Answer Location: Eastern Values: Compassion and Harmony

Difficulty Level: Hard

5. A mediator must handle an argument between two people, one from an individualist culture and one from a collectivist culture. The person from the individualist culture has remained engaged in the argument, while the person from the collectivist culture seems to have withdrawn from their position.

What can the mediator explain to each of these people about the cultural misunderstanding taking place when it comes to handling conflict?

Ans: The mediator should explain to the individualist that the collectivist would prefer to save face and attempt to solve the problem at hand as soon as possible, so that both parties can maintain their pride and find a harmonious solution. The mediator should explain to the collectivist that the individualist does not view the argument as a harmful interaction or as an attempt to break the collectivist's pride, but rather to convey their personal ideas.

Cognitive Domain: Application

Answer Location: Suggestions for ME People (Individualists); Suggestions for WE People (Collectivists)

Difficulty Level: Medium