Test Bank for Social Psychology 11th Edition David Myers 0078035295 9780078035296

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Test Bank:

02

Student: _____

The belief that others are paying more attention to one's appearance and behavior than they actually are is referred to as the _____ effect.
   transparency
   audience
   spotlight
   headlight

Assuming that everyone else is staring at the pimple on your chin is an example of the
   transparency effect
   audience effect
   spotlight effect
   headlight effect

A study by Gilovich, Medvec, and Savitsky (2000) had undergraduate students enter a room wearing Barry Manilow T-shirts. This study explored which concept mentioned in the text?
   transparency effect
   audience effect
   spotlight effect
   headlight effect

A study by Gilovich, Medvec, and Savitsky (2000) had undergraduate students enter a room wearing Barry Manilow T-shirts. Those wearing the T-shirts
   thought no one would notice them.
   overestimated how many peers would notice them.
   underestimated how many peers would notice them.
   were correct about how many peers would notice them.

The illusion that our concealed emotions leak out and can be easily read by others is referred to as the illusion of
   transparency.
   an   audience.
   the   spotlight.
   the headlight.

Assuming that everyone thinks you are a jerk because you forgot to show up at a dinner party with a gift for the host can be considered an example of the _____ effect.
   transparency
   audience
   spotlight

headlight

The fact that we usually attribute more responsibility to our partners than to ourselves when problems arise in a relationship is an example of how

self-interest colors our social judgment.

social surroundings affect our self-awareness.

self-concerns motivate our social behavior.

social relationships help to define our self.

In Savitsky and Gilovich's study, public speakers who were informed about the illusion-of-transparency phenomenon felt

    more nervous while speaking.
    better about their speech and appearance.
    worse about their appearance while speaking.
    no different about their speech.

When you give a presentation in class and feel extremely nervous you will tend to _____ what others think about your nervousness.

    underestimate
    overestimate
    successfully predict
    have no idea

According to the author of the text, no topic in psychology today is more researched than

    relationships.
    social judgment.
    the self.
    social surroundings.

A person's answer to the question "Who am I?" comprises his or her

    personality.
    self-schema.
    self-esteem.
    self-concept.

_____ is defined as the beliefs about the self that organize and guide the processing of self-relevant information.

    Personality
    Self-schema
    Self-esteem
    Self-concept

_____ are mental templates by which we organize our worlds.

    Concepts
    Heuristics
    Schemas
    Perspectives

Images of what we dream of or dread becoming in the future are called our

    hoped-for selves.
    transparent selves.
    possible selves.
    eventual selves.

After seeing a billboard for the lottery, you imagine a life of the rich and famous for yourself. This future self-schema you imagine is an example of a/an

    hoped-for self.
    feared self.
    possible self.
    eventual self.

The extent to which we evaluate our abilities and opinions by comparing ourselves to others is called

    hoped-for possible self.
    feared possible self.
    social rank.
    social comparison.

High school students who finished near the top of their class are more likely to experience a threat to their academic self-esteem if they attend a
    small, selective university.
    small, non-competitive university.
    large, selective university.
    large, non-competitive university.

You prefer that professors post exam scores (by identification number), rather than returning them individually. It makes you feel better to see how you did in comparison to other students. This is an example of what social psychology phenomenon?
    social rank
    social comparison
    social ratings
    social contrast

According to Myers' discussion on social comparison, people typically _____ the standards by which they evaluate their own attainments when they experience a(n) _____ in affluence, status, or achievement.
    raise; decrease
    raise; increase
    lower; decrease
    lower; increase

An example of how social comparisons can actually breed misery, rather than satisfaction, is when we
    compare ourselves to close friends.
    compare ourselves to strangers.
    raise the standards by which we evaluate our own attainments.
    lower the standards by which we evaluate our own attainments.

When facing competition, we often protect our self-concept by perceiving
    ourselves as superior to the competitor.
    the competitor as superior to us.
    the competitor as disadvantaged in comparison to us.
    the competitor as advantaged in comparison to us.

Our self-concept is fed by our roles, our social identity, our comparisons, and by
    rare stressors, such as a family crisis.
    our surrounding culture.
    everyday hassles.
    genetics.

The habit of using how we imagine another person perceiving us, as a mirror for perceiving ourselves, is referred to as
    a self-fulfilling prophecy.
    low self-esteem.
    a social comparison.
    the looking-glass self.

Giving priority to one's own goals over group goals, and defining one's identity in terms of personal attributes rather than group identifications is the definition of
    high self-esteem.
    low self-esteem.
    individuality.
    individualism.

Which of the following maxims best represents the concept of individualism?
    Two heads are better than one.
    To thine own self be true.
    Father knows best.
    It takes a village to raise a child.

Giving priority to the goals of one's group, such as one's family or workplace, and defining one's identity accordingly is called
    cooperation.
    communality.
    collectivism.
    groupthink.

A person from a(n) _____ culture is more likely to say, "Went to the movie," and a person from a(n) _____ culture is more likely to say, "I went to the movie."
    individualistic; collectivistic
    collectivistic; individualistic
    self-centered; other-centered
    other-centered; self-centered

In the U.S., those living in Hawaii and the deep South exhibit more _____ than those living in the Mountain West states.
    individualism
    collectivism
    self-esteem
    self awareness

Political conservatives tend to be economic _____ and moral ••_____.
    individualists; collectivists
    collectivists; individualists
    progressives; traditionalists
    traditionalists; progressives

Political liberals tend to be economic ••••_____ and moral _____.
    individualists; collectivists
    collectivists; individualists
    progressives; traditionalists
    traditionalists; progressives

You overhear a neighbor say that she believes gay marriage should be illegal and she favors tax cuts for the wealthy. Knowing what you do about individualism and collectivism, you can conclude that your neighbor is likely to be a political
    liberal.
    conservative.
    independent.
    undecided.

You overhear a neighbor say that she believes gay marriage should be legal, and she opposes tax cuts for the wealthy. Knowing what you do about individualism and collectivism, you can conclude that your neighbor is likely to be a political
    liberal.
    conservative.
    independent.
    undecided.

Your self-esteem would correlate closely with what others think of you and your group if you were in a(n) _____ culture.
    individualistic
    collectivistic
    self-centered
    other-centered

Self-esteem is more personal and less relational in what type of culture?
    individualistic
    collectivistic
    self-centered
    other-centered

In what type of culture would a threat to our personal identity (such as having someone tell us we are dumb or weird) cause us to be more upset than a threat to our collective identity (such as having someone ridicule students)?
    individualistic
    collectivistic
    self-centered
    other-centered

Kitayama and Markus (2000) found that, for American students, happiness comes from feeling
    close, friendly, and respectful.
    effective, superior, and proud.
    like part of a successful group.
    included and wanted.

According to the text, self-esteem typically _____ in Japanese exchange students after they spend several months at a Canadian university. This suggests that self-concepts become more individualized after visiting Western countries.
    decreases
    increases
    peaks and then drops sharply
    remains constant

Since our self-concept seems to adjust to our situation, which is most correct?
    The interdependent self is not embedded in social membership.
    With an interdependent self, one has a lesser sense of belonging.
    With an interdependent self, one has a greater sense of belonging.
    There is no relationship between the interdependent self and belonging.

Which statement about predicting your own behaviors or relationships is TRUE?
    You are the best predictor of your own behaviors.
    You can predict the fate of your relationships but not your behaviors.
    The people who know you can probably predict your behaviors better than you.
    Neither you nor the people who know you can predict your behaviors or the fates of your relationships.

According to Wilson and Gilbert (2003), people have the greatest difficulty predicting _____ of their future emotions.
    the intensity
    the duration
    both the intensity and the duration
    neither the intensity nor the duration

According to Woodzicka and LaFrance (2001), women reported that they would feel angry if asked sexually harassing questions during a job interview. When actually asked such questions, women more often experienced
    anger.
    rage.
    fear.
    submission.

The planning fallacy is the tendency to
    overestimate how long a task will take.
    not make plans.
    predict accurately how long a task will take.
    underestimate how long a task will take.

When it comes to predicting the intensity and duration of our future emotions, research indicates that most people
    excel.
    experience great difficulty.
    perform moderately well.
    either excel or fail, depending on the situation.

Studies of "affective forecasting" required participants to predict their future
    school performance.
    family situation.
    thoughts.
    emotions.

You just broke up with someone you had been dating for a few months. You are surprised at how upset you are over the breakup, given that the relationship was not that serious. This is an example of how people have difficulty predicting the
    type of their future emotions.
    duration of their future emotions.
    frequency of their future emotions.
    intensity of their future emotions.

Learning about immune neglect, which statement applies to how most people respond to failing an exam?

    They don't care.
    They quit working in class because they feel so bad.
    They move on and try to do better.
    There is no immune neglect.

According to Myers, we are prone to "impact bias," or _____ the impact of emotion-causing events (such as finding out the results after being tested for HIV).
    failing to appreciate
    denying
    underestimating
    overestimating

When we accommodate and adjust to personal injuries, romantic breakups, and exam failures, we cope more readily than we would expect. Wilson and Gilbert (2003) referred to this phenomenon as
    immune neglect.
    our psychological immune system.
    our psychological denial system.
    rationalizing.

The state of a "dual attitude system" exists when we have differing _____ and _____ attitudes.
    conscious; unconscious
    internal; external
    explicit; implicit
    positive; negative

Practice that forms new habits, albeit slowly, tends to change what type of attitudes?
    internal
    external
    implicit
    explicit

Which statement is most accurate in relationship to our self-awareness?
    We really know ourselves well and accurately.
    Our account of our predicted intensity and duration of feelings is accurate.
    We know and can predict our behavior better than others can.
    We really don't know ourselves as well as we think we do.

Our sense of self-worth is also called our
    self-concept.
    self-efficacy.
    self-esteem.
    self-value.

The best way to improve your performance in class is to be _____ in the praise and _____ about your ability and performance.
    specific; truthful
    specific; inflated
    general; truthful
    general; inflated

According to Leary (2007), self-esteem feelings that are low
    motivate us to act with lesser sensitivity to others' expectations.
    motivate us to act with greater sensitivity to others' expectations.
    don't motivate us.
    have no affect on our behavior.

Baumeister (2003) reported that people who engaged in sexual activity at an early age, teen gang leaders, terrorists, and men in prison for committing violent crimes tend to possess
    high self-esteem.
    low self-esteem.
    high self-efficacy.
    low self-efficacy.

Most people with high self-esteem value individual achievement and relationships with others. Narcissists value
    individual achievement.
    individual achievement and relationships.
    relationships.
    neither individual achievement nor relationships.

People with low self-esteem are _____ to have clinical problems, including anxiety, loneliness, and eating disorders.
    less likely
    more likely
    not linked
    unrelated

People with high self-esteem and narcissism are _____.
   no different from those with low self-esteem
   no different from those that have only high self-esteem
   focused on having positive relationships
   more aggressive

A sense that one is competent and effective refers to one's
   self-esteem.
   self-aggrandizement.
   self-worth.
   self-efficacy.

Researchers reported a _____ correlation between persistence and self-efficacy.
   positive
   negative
   moderate
   zero

You notice that your niece is unusually persistent when working on her homework. She rarely claims that she is unable to complete an assignment and is academically successful. You would be correct in speculating that she likely has _____ feelings of self-efficacy.
   strong
   weak
   average
   variable (depending on if it is related to school or not)

Researchers reported that both anxiety and depression are _____ correlated with self-efficacy.
   positively
   negatively
   moderately
   slightly

The extent to which we perceive outcomes as a result of our own efforts or as a result of chance refers to
   self-esteem.
   self-efficacy.
   locus of control.
   social comparison.

Your best friend earned a grade of F on her latest physics exam, and believes it was because the professor wrote a very difficult exam. She therefore has a(n) _____ locus of control.
   internal
   external
   high
   low

You attend a self-help discussion group, where the leader is encouraging people to think of themselves as the writers, directors, and actors of their own lives. The group leader is hoping people will adopt a(n) _____ locus of control.
   internal
   external
   high
   low

People who successfully stop smoking and do well in school tend to have a(n) _____ locus of control.
    internal
    external
    high
    low

After much contemplation, you decide to decline an invitation to a really great party, as you need to study for an exam. Doing well on this exam will help you meet your long-term goal of graduating with a strong grade point average, which will help you obtain a desirable job. You likely have a(n) _____ locus of control.
    internal
    external
    high
    low

The sense of hopelessness and resignation learned when a human or animal perceives no control over repeated negative events is called
    depression.
    low self-esteem.
    learned hopelessness.
    learned helplessness.

You have tried to study for an exam with flashcards, with a friend, and with your notes - all to no avail. You begin to feel that you should give up, as whatever you do does not seem to help your exam scores. According to Myers, the best term for this symptom is
    low self-esteem.
    low self-control.
    learned helplessness.
    the looking-glass self.

Research has found that when prisoners are given some control over their environments, such as being able to move chairs and operate the lights, they tend to
    attempt to control other aspects of their lives, such as how often they go outside.
    experience more stress.
    exhibit more health problems.
    commit less vandalism.

You are more likely to be satisfied with your selection of soda, purchased from the vending machine, if you are presented with _____ options rather than if you are presented with _____ options.
    a few; many
    many; a few
    some; no
    no; some

According to Schwartz (2000; 2004), individualistic modern cultures have "an excess of freedom," which is positively correlated with
    life satisfaction.
    clinical depression.
    self-efficacy.
    an external locus of control.

If your initial efforts to lose weight, stop smoking, or improve your grades are successful, it is likely that your self-efficacy will
    increase.
    decrease.
    stay the same.
    eventually become stable.

The tendency to perceive oneself favorably is referred to as
    self-esteem.
    self-efficacy.
    the self-deprecating bias.
    the self-serving bias.

According to the self-serving bias, we tend to attribute our successes to _____ and our losses to _____.
    chance; skill
    skill; chance
    hoped-for possible selves; feared possible selves
    feared possible selves; hoped-for possible selves

Blaming the tree for getting in your way after you crashed the car is an example of
    poor self-control.
    poor self-efficacy.
    poor self-esteem.
    self-serving bias.

Saying "I earned an A on my psychology test" versus "My instructor gave me a C on my psychology test" exemplifies how we associate ourselves with
    failure and distance ourselves from success.
    success and distance ourselves from failure.
    rewards and distance ourselves from punishment.
    punishment and distance ourselves from rewards.

When we compare ourselves with others, most of us tend to
    view others as superior.
    view everyone as relatively average.
    ignore our strengths and focus on their strengths.
    see ourselves as better than the average person.

Most people perceive themselves as
    less intelligent than others.
    less attractive than others.
    much less prejudiced than others.
    knowing others better than we know ourselves.

Which of the following is an example of unrealistic optimism?
    If I study enough, I'll do well on this exam.
    I'm sure I'll get a great job when I graduate.
    The stock market is a very risky place.
    If I quit smoking, I'll lower my risk of cancer.

Many people don't quit smoking despite all the negative health information available. This is an example of
    false consensus.
    unrealistic optimism.
    positive self-esteem.
    self-serving bias.

Barbara was really shocked when her candidate was not elected. She had assumed that everyone felt as she did and supported her candidate's ideas. This is an example of the
    false consensus effect.
    self-serving bias.
    unrealistic optimism.
    defensive pessimism.

Which saying reflects the false consensus effect?
    The devil made me do it.
    We're all in this together.
    Everyone does it!
    No one is better than me.

The false uniqueness effect is
    the anticipation of problems to motive effective action.
    the unrealistic optimism about future life events.
    the tendency to see our talents and moral behaviors as relatively unusual.
    the tendency to see oneself as superior to others.

Which of the following is NOT one of the ways that the self-serving bias is adaptive?
    It helps protect from depression.
    It makes us feel less vulnerable to risks such as AIDS.
    It can motivate us to achieve.
    It helps to buffer stress.

Assuming that other people are as prejudiced against a certain group as we are can easily be explained
by
    unrealistic optimism.
    the self-serving bias.
    the false uniqueness effect.
    the false consensus effect.

John is nervous about his tennis match, but he still stays out late instead of getting a good night's sleep
the night before the match. This could be an example of
    self-handicapping.
    self-serving bias.
    impression management.
    self-presentation.

Self-monitoring is
    protecting one's self-image by creating an excuse for later failure.
    disparaging oneself (false modesty) to elicit reassurance.
    attempting to present a favorable image to an external audience.
    adjusting one's behavior in response to external situations to create the desired impression.

The truth concerning self-efficacy encourages us not to resign ourselves to bad situations. If we persist
despite initial failures
    effort and fewer self-doubts will help us succeed.
    we are more vulnerable to depression.
    we can overcome anything.
    we can't explain that bad things happen to good people.

John is about to become a father. He wants to be the "cool dad" but fears that he will be a harsh
disciplinarian like his father was. These two types of fathers represent John's
    self-schemas.
    loci of control.
    possible selves.
    social roles.

Which of the following is false?
    8% of girls born in the United States in 2010 received one of the 10 most common names
    compared to 20 years ago, fewer love songs today are considered "sappy love songs"
    U.S. children today report more positive self-feelings than those growing up in the 1960s and 1970s
    popular song lyrics today are more likely to use "we" and "us" than 20 years ago

Which of the following is true?
    Most psychology research has been conducted by wealthy White Americans.
    Most psychology research has used middle-class White American respondents.
    Most psychology research has been conducted on children from middle-income families.
    Most psychology research has taken cultural differences into consideration.

Jill just began a new relationship with Pete. Her last relationship ended after 6 months and she is strongly motivated to make this relationship last longer. Who will make the best prediction of how long her new relationship will last?
    Jill
    Pete
    Jill's roommate
    Pete's roommate

According to Bushman and colleagues (2011) college students are most likely to prefer
    eating their favorite food.
    receiving a paycheck.
    engaging in their favorite sexual activity.
    receiving a self-esteem boost.

Greenberg (2008) argues that, to manage their fear of death and feel that their lives are not in vain, people seek to pursue self-esteem by meeting the standards of their society. This is known as
    collective narcissism.
    terror management theory.
    self-efficacy.
    an internal locus of control.

Which part of the brain seems to be involved in maintaining our sense of self?
    the left hemisphere
    the corpus collosum
    the right hemisphere
    the brain stem

When asked "Who are you?" Juanita answers, "I am friendly, a student, and very religious." Juanita's answer describes her
    self-reference.
    self-concept.
    possible self.
    self-schema.

Persons from western cultures (e.g., America, England), relative to persons from eastern cultures (e.g., China, Korea), tend to
    have more interdependent selves.
    be more collectivistic.
    be happier when the members of their group succeed.
    stress their individual accomplishments and uniqueness.

Cathy has forgotten to do her laundry this week. Since she is running late for class she throws on the only clean shirt she has, a "New Kids on the Block" T-shirt leftover from 1988. As she wanders around campus she is convinced that everyone is staring at her. Cathy is experiencing
    the spotlight effect.
    the illusion of transparency.
    the self-reference effect.
    a comparative self.

100. Kevin is hanging out with some friends at the mall when he bumps into his ex-girlfriend and her new boyfriend. He is devastated. He feels like his heart has been torn open, and he is on the verge of tears. Although he has only said "hi" to her, he believes that his friends, his ex-girlfriend, and her new boyfriend can all see his heartache. This phenomenon is known as
    the spotlight effect.
    the illusion of transparency.
    the self-reference effect.
    a personal fable.

101. Our sense of self is often influenced by how we imagine important people in our lives perceive us. This is referred to as our
    self-role.
    looking-glass self.
    mirror-self.
    social identity.

102. Joe was delighted when his favorite team won the Super Bowl. After the winning touchdown was scored he said "This has made my month and nothing is going to bring me down from this!" The next morning, however, his mood returned to normal. This is an example of
    a confederate.
    an interdependent-self.
    immune neglect.
    impact bias.

103. Paul commutes to and from work each day. Although he drives by himself he often speeds along in the carpool lane on the highway. When confronted with his behavior he argues "Well, half the drivers in that lane are alone too." Paul's response demonstrates
    the false uniqueness effect.
    the self-serving bias.
    the false consensus effect.
    the defensive pessimism.

104. Jack is very nervous about meeting his future in-laws for the first time. On the day they arrive at his home to meet him, he greets them in ripped sweat pants and a stained T-shirt. Later, his fiancé tells him that her parents were unimpressed with him. Which of the following best describes Jack's behavior?
    He is self-handicapping.
    He is demonstrating false modesty.
    He is demonstrating false pride.
    He is self-monitoring.

105. Benjamin is able to adopt his behaviors so that he can fit in with any group of people. Benjamin would likely receive a high score on a scale measuring
    self-handicapping.
    self-monitoring.
    false modesty.
    self-presentation.

106. Josh wishes to be passionately loved, rich, and muscular. He's afraid of being unemployed and alone. Josh's wishes and fears constitute his
    independent self.
    possible selves.
    self-schema.
    social comparison.

107. Who is MOST likely to have an independent sense of self?
    Joel who lives in Hawaii
    Angela who lives in Alabama
    Keith who lives in Oregon
    Jill who lives in Malaysia

108. In comparison to young people in the 1960s and 1970s, how do young people in the United States today view themselves?

about the same

more negatively

more positively

it depends on what state they live in

109. Which of the following is FALSE?

People in individualistic countries persist more when they are succeeding.

For Japanese college students, happiness comes with positive social engagement.

Individualists make comparisons with others to boost their self-esteem.

Collectivists are more likely to make downward social comparisons than individualists.

110. Carmen was assigned a term paper at the start of her Social Psychology class. She figured it would only take two days to write the paper so she did not start it until two days before it was due. Halfway through the second day Carmen was devastated; she wasn't even halfway done yet! Carmen's underestimation of how long it would take her to complete her paper is an example of

planning fallacy. self-

handicapping.

defensive pessimism.

learned helplessness.

111. How can you change an implicit attitude?

strong persuasion

education

practice

you can't change implicit attitudes once they are formed

112. What differentiates a narcissist from someone high in self-esteem?

narcissists have higher IQs

narcissists lack an interest in others

narcissists are more outgoing than those high in self-esteem

nothing, these terms are synonymous

113. Mark knows that he is an excellent liar but he doesn't feel very good about himself in general. Mark is likely to score _____ on measures of self-esteem and _____ on measures of self-efficacy.

high; high

low; low

low; high

high; low

114. Andrew believes that he did well on his Social Psychology test because he studied a lot and is a good student. Andrew's belief demonstrates

an external locus of control.

an internal locus of control.

low self-monitoring.

high self-monitoring.

115. Kim was disappointed after she received a 50% on her first psychology exam but knew she hadn't studied much. After studying for weeks for her second test, she was even more disappointed to receive another 50%. When asked if she would study even more for the next test she said, "Why bother? It doesn't matter if I study or not; I still fail." Kim's attitude demonstrates

self-monitoring. self-

handicapping.

learned helplessness.

an internal locus of control.

116. Doug explained his "A" in biology as being the result of hard work and intelligence. He explained his "D" in chemistry as being the result of "bad teaching." This is an example of
    self-handicapping.
    self-monitoring.
    self-serving bias.
    an external locus of control.

117. Amelia is highly embarrassed because she passed gas in class today. She is convinced that everyone knows it was her. This is an example of
    self-handicapping.
    self-monitoring.
    internal locus of control.
    illusion of transparency.

118. One's _____ makes up his/her _____.
    self-concept; self-schema
    self-schema; self-concept
    illusion of transparency; self-reference
    internal locus of control; self-concept

119. In a recent study, Gentile et al. (2010) found that U.S. college students' most common score on a self-esteem measure was
    lower than in the 1990s.
    almost 0.
    the maximum value on the questionnaire.
    higher than in the 1990s but lower than in the 1980s.

120. Goel et al. (2010) found that Facebook users were _____ accurate in guessing when they agreed with their friends on political issues and _____ accurate in guessing disagreement.
    90%; 41%
    41%; 90%
    50%; 50%
    80%; 60%

121. What is the spotlight effect? Provide an example.

122. How is the spotlight effect related to the illusion of transparency?

123. Discuss the differences between individualism and collectivism as they relate to Eastern and Western political relations.

124. Compare and contrast the concepts of self-efficacy and locus of control.

125. Review the evidence that supports the "dark side of high self-esteem."

126. Give an example of false consensus and an example of false uniqueness. Clearly label which is which.

127. What is self-handicapping? Why do people engage in it?

128. Give an example of self-monitoring and the effects of being high or low in self-monitoring.

129.Describe how self-presentation is linked with self-esteem and self-monitoring.

130.Explain the self-serving bias and its effects.

Key

(p. 34) The belief that others are paying more attention to one's appearance and behavior than they actually are is referred to as the _____ effect.

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audience
spotlight
headlight

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were correct about how many peers would notice them.

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spotlight
headlight

(p. 36) The fact that we usually attribute more responsibility to our partners than to ourselves when problems arise in a relationship is an example of how

self-interest colors our social judgment.
social surroundings affect our self-awareness.
self-concerns motivate our social behavior.
social relationships help to define our self.

(p. 35) In Savitsky and Gilovich's study, public speakers who were informed about the illusion-of-transparency phenomenon felt

more nervous while speaking.
__ better about their speech and appearance.
worse about their appearance while speaking.
no different about their speech.

(p. 35) When you give a presentation in class and feel extremely nervous you will tend to _____ what others think about your nervousness.

underestimate
__ overestimate
successfully predict
have no idea

(p. 36) According to the author of the text, no topic in psychology today is more researched than

A. relationships.
social judgment.
the self.
social surroundings.

(p. 37) A person's answer to the question "Who am I?" comprises his or her

A. personality.
self-schema.
self-esteem.
self-concept.

(p. 37) _____ is defined as the beliefs about the self that organize and guide the processing of self-relevant information.

Personality
— Self-schema
Self-esteem
Self-concept

_____ are mental templates by which we organize our worlds.

Heuristics
Schemas
Perspectives

(p. 37) Images of what we dream of or dread becoming in the future are called our

A. hoped-for selves.
transparent selves.
possible selves.
eventual selves.

(p. 37) After seeing a billboard for the lottery, you imagine a life of the rich and famous for yourself. This future self-schema you imagine is an example of a/an

hoped-for self.
feared self.
possible self.
eventual self.

(p. 38) The extent to which we evaluate our abilities and opinions by comparing ourselves to others is called

hoped-for possible self.
feared possible self.
social rank.
social comparison.

(p. 38) High school students who finished near the top of their class are more likely to experience a threat to their academic self-esteem if they attend a

small, selective university.
small, non-competitive university.
large, selective university.
large, non-competitive university.

(p. 38) You prefer that professors post exam scores (by identification number), rather than returning them individually. It makes you feel better to see how you did in comparison to other students. This is an example of what social psychology phenomenon?

    social rank
__ social comparison
    social ratings
    social contrast

(p. 39) According to Myers' discussion on social comparison, people typically _____ the standards by which they evaluate their own attainments when they experience a(n) _____ in affluence, status, or achievement.

    raise; decrease
__ raise; increase
    lower; decrease
    lower; increase

(p. 39) An example of how social comparisons can actually breed misery, rather than satisfaction, is when we

    compare ourselves to close friends.
    compare ourselves to strangers.
    raise the standards by which we evaluate our own attainments.
    lower the standards by which we evaluate our own attainments.

(p. 38) When facing competition, we often protect our self-concept by perceiving

A. ourselves as superior to the competitor.
    the competitor as superior to us.
    the competitor as disadvantaged in comparison to us.
    the competitor as advantaged in comparison to us.

(p. 38) Our self-concept is fed by our roles, our social identity, our comparisons, and by

A. rare stressors, such as a family crisis.
__ our surrounding culture.
    everyday hassles.
    genetics.

(p. 39) The habit of using how we imagine another person perceiving us, as a mirror for perceiving ourselves, is referred to as

    a self-fulfilling prophecy.
    low self-esteem.
    a social comparison.
    the looking-glass self.

(p. 40) Giving priority to one's own goals over group goals, and defining one's identity in terms of personal attributes rather than group identifications is the definition of

    high self-esteem.
    low self-esteem.
    individuality.
    individualism.

(p. 40) Which of the following maxims best represents the concept of individualism?

    A. Two heads are better than one.
    __ To thine own self be true.
    Father knows best.
    It takes a village to raise a child.

(p. 40) Giving priority to the goals of one's group, such as one's family or workplace, and defining one's identity accordingly is called

    cooperation.
    communality.
    collectivism.
    groupthink.

(p. 40) A person from a(n) _____ culture is more likely to say, "Went to the movie," and a person from a(n) _____ culture is more likely to say, "I went to the movie."

    individualistic; collectivistic
    __ collectivistic; individualistic
    self-centered; other-centered
    other-centered; self-centered

(p. 40) In the U.S., those living in Hawaii and the deep South exhibit more _____ than those living in the Mountain West states.

    individualism
    __ collectivism
    self-esteem
    self awareness

(p. 40) Political conservatives tend to be economic _____ and moral ••_____.

    individualists; collectivists
    collectivists; individualists
    progressives; traditionalists
    traditionalists; progressives

Political liberals tend to be economic •••• _____ and moral _____.

___ individualists; collectivists
collectivists; individualists
progressives; traditionalists
traditionalists; progressives

You overhear a neighbor say that she believes gay marriage should be illegal and she favors tax cuts
for the wealthy. Knowing what you do about individualism and collectivism, you can conclude that your neighbor is likely to be a political
liberal.
___ conservative.
independent.
undecided.

You overhear a neighbor say that she believes gay marriage should be legal, and she opposes tax cuts
for the wealthy. Knowing what you do about individualism and collectivism, you can conclude that your neighbor is likely to be a political
liberal.
conservative.
independent.
undecided.

Your self-esteem would correlate closely with what others think of you and your group if you were in
a(n) _____ culture.
individualistic
___ collectivistic
self-centered
other-centered

Self-esteem is more personal and less relational in what type of culture?
A. individualistic
collectivistic
self-centered
other-centered

In what type of culture would a threat to our personal identity (such as having someone tell us we
are dumb or weird) cause us to be more upset than a threat to our collective identity (such as having someone ridicule students)?
individualistic
collectivistic
self-centered
other-centered

Kitayama and Markus (2000) found that, for American students, happiness comes from feeling

(p. 44)   A. close, friendly, and respectful.
     __ effective, superior, and proud.
       like part of a successful group.
       included and wanted.

According to the text, self-esteem typically _____ in Japanese exchange students after they spend

(p. 43-44) several months at a Canadian university. This suggests that self-concepts become more
     individualized after visiting Western countries.
       decreases
     __ increases
       peaks and then drops sharply
       remains constant

Since our self-concept seems to adjust to our situation, which is most correct?

(p. 42)   A. The interdependent self is not embedded in social membership.
       With an interdependent self, one has a lesser sense of belonging.
       With an interdependent self, one has a greater sense of belonging.
       There is no relationship between the interdependent self and belonging.

Which statement about predicting your own behaviors or relationships is TRUE?

(p. 46)   A. You are the best predictor of your own behaviors.
       You can predict the fate of your relationships but not your behaviors.
       The people who know you can probably predict your behaviors better than you.
       Neither you nor the people who know you can predict your behaviors or the fates of your
       relationships.

According to Wilson and Gilbert (2003), people have the greatest difficulty predicting _____ of

(p. 47) their future emotions.
       the intensity
       the duration
       both the intensity and the duration
       neither the intensity nor the duration

According to Woodzicka and LaFrance (2001), women reported that they would feel angry if asked

(p. 47) sexually harassing questions during a job interview. When actually asked such questions, women
     more often experienced
       anger.
       rage.
       fear.
       submission.

The planning fallacy is the tendency to

(p. 46)   A. overestimate how long a task will take.
　　　not make plans.
　　　predict accurately how long a task will take.
　　　underestimate how long a task will take.

When it comes to predicting the intensity and duration of our future emotions, research indicates that

(p. 47)   most people
　　　excel.
　—　experience great difficulty.
　　　perform moderately well.
　　　either excel or fail, depending on the situation.

Studies of "affective forecasting" required participants to predict their future

(p. 47)   A. school performance.
　　　family situation.
　　　thoughts.
　　　emotions.

You just broke up with someone you had been dating for a few months. You are surprised at how

(p. 47)   upset you are over the breakup, given that the relationship was not that serious. This is an example of
　　how people have difficulty predicting the
　　　type of their future emotions.
　　　duration of their future emotions.
　　　frequency of their future emotions.
　　　intensity of their future emotions.

Learning about immune neglect, which statement applies to how most people respond to failing an

(p. 49)   exam?
　　　They don't care.
　　　They quit working in class because they feel so bad.
　　　They move on and try to do better.
　　　There is no immune neglect.

According to Myers, we are prone to "impact bias," or ＿＿＿＿ the impact of emotion-causing events

(p. 48)   (such as finding out the results after being tested for HIV).
　　　failing to appreciate
　　　denying
　　　underestimating
　　　overestimating

(p. 49) When we accommodate and adjust to personal injuries, romantic breakups, and exam failures, we cope more readily than we would expect. Wilson and Gilbert (2003) referred to this phenomenon as

immune neglect.
our psychological immune system.
our psychological denial system.
rationalizing.

(p. 49) The state of a "dual attitude system" exists when we have differing _____ and _____ attitudes.

conscious; unconscious
internal; external
explicit; implicit
positive; negative

(p. 49) Practice that forms new habits, albeit slowly, tends to change what type of attitudes?

A. internal
external
implicit
explicit

(p. 44-46) Which statement is most accurate in relationship to our self-awareness?

A. We really know ourselves well and accurately.
Our account of our predicted intensity and duration of feelings is accurate.
We know and can predict our behavior better than others can.
We really don't know ourselves as well as we think we do.

(p. 50) Our sense of self-worth is also called our

A. self-concept.
self-efficacy.
self-esteem.
self-value.

(p. 50) The best way to improve your performance in class is to be _____ in the praise and _____ about your ability and performance.

specific; truthful
specific; inflated
general; truthful
general; inflated

According to Leary (2007), self-esteem feelings that are low

(p. 51) A. motivate us to act with lesser sensitivity to others' expectations.
  __ motivate us to act with greater sensitivity to others' expectations.
    don't motivate us.
    have no affect on our behavior.

Baumeister (2003) reported that people who engaged in sexual activity at an early age, teen gang

(p. 52) leaders, terrorists, and men in prison for committing violent crimes tend to possess
    high self-esteem.
    low self-esteem.
    high self-efficacy.
    low self-efficacy.

Most people with high self-esteem value individual achievement and relationships with others.

(p. 52) Narcissists value
    individual achievement.
    individual achievement and relationships.
    relationships.
    neither individual achievement nor relationships.

People with low self-esteem are _____ to have clinical problems, including anxiety, loneliness, and

(p. 54) eating disorders.
    less likely
  __ more likely
    not linked
    unrelated

People with high self-esteem and narcissism are _____.

(p. 52) A. no different from those with low self-esteem
    no different from those that have only high self-esteem
    focused on having positive relationships
    more aggressive

A sense that one is competent and effective refers to one's

(p. 56) A. self-esteem.
    self-aggrandizement.
    self-worth.
    self-efficacy.

(p. 56) Researchers reported a _____ correlation between persistence and self-efficacy.

A. positive
negative
moderate
zero

(p. 56) You notice that your niece is unusually persistent when working on her homework. She rarely claims that she is unable to complete an assignment and is academically successful. You would be correct in speculating that she likely has _____ feelings of self-efficacy.

strong
weak
average
variable (depending on if it is related to school or not)

(p. 56) Researchers reported that both anxiety and depression are _____ correlated with self-efficacy.

A. positively
__ negatively
moderately
slightly

(p. 57) The extent to which we perceive outcomes as a result of our own efforts or as a result of chance refers to

self-esteem.
self-efficacy.
locus of control.
social comparison.

(p. 57) Your best friend earned a grade of F on her latest physics exam, and believes it was because the professor wrote a very difficult exam. She therefore has a(n) _____ locus of control.

internal
__ external
high

(p. 57) You attend a self-help discussion group, where the leader is encouraging people to think of themselves as the writers, directors, and actors of their own lives. The group leader is hoping people will adopt a(n) _____ locus of control.

internal
external
high

People who successfully stop smoking and do well in school tend to have a(n) _____ locus of
(p. 57) control.

     internal
     external
     high
     low

After much contemplation, you decide to decline an invitation to a really great party, as you need to
(p. 57) study for an exam. Doing well on this exam will help you meet your long-term goal of graduating
with a strong grade point average, which will help you obtain a desirable job. You likely have a(n) _____
locus of control.

     internal
     external
     high
     low

The sense of hopelessness and resignation learned when a human or animal perceives no control over
(p. 58) repeated negative events is called

     depression.
     low self-esteem.
     learned hopelessness.
     learned helplessness.

You have tried to study for an exam with flashcards, with a friend, and with your notes - all to no
(p. 58) avail. You begin to feel that you should give up, as whatever you do does not seem to help your exam
scores. According to Myers, the best term for this symptom is

     low self-esteem.
     low self-control.
     learned helplessness.
     the looking-glass self.

Research has found that when prisoners are given some control over their environments, such as being
(p. 59) able to move chairs and operate the lights, they tend to

     attempt to control other aspects of their lives, such as how often they go outside.
     experience more stress.
     exhibit more health problems.
     commit less vandalism.

(p. 59) You are more likely to be satisfied with your selection of soda, purchased from the vending machine, if you are presented with _____ options rather than if you are presented with _____ options.

    a few; many
    many; a few
    some; no
    no; some

(p. 59) According to Schwartz (2000; 2004), individualistic modern cultures have "an excess of freedom," which is positively correlated with

    life satisfaction.
    clinical depression.
    self-efficacy.
    an external locus of control.

(p. 60) If your initial efforts to lose weight, stop smoking, or improve your grades are successful, it is likely that your self-efficacy will

    increase.
    decrease.
    stay the same.
    eventually become stable.

(p. 61) The tendency to perceive oneself favorably is referred to as

    A. self-esteem.
    self-efficacy.
    the self-deprecating bias.
    the self-serving bias.

(p. 61) According to the self-serving bias, we tend to attribute our successes to _____ and our losses to _____.

    chance; skill
    skill; chance
    hoped-for possible selves; feared possible selves
    feared possible selves; hoped-for possible selves

(p. 61) Blaming the tree for getting in your way after you crashed the car is an example of

    A. poor self-control.
    poor self-efficacy.
    poor self-esteem.
    self-serving bias.

Saying "I earned an A on my psychology test" versus "My instructor gave me a C on my psychology

(p. 62) test" exemplifies how we associate ourselves with

    failure and distance ourselves from success.
  __ success and distance ourselves from failure.
    rewards and distance ourselves from punishment.
    punishment and distance ourselves from rewards.

When we compare ourselves with others, most of us tend to

(p. 62) A. view others as superior.
    view everyone as relatively average.
    ignore our strengths and focus on their strengths.
    see ourselves as better than the average person.

Most people perceive themselves as

(p. 63) A. less intelligent than others.
    less attractive than others.
    much less prejudiced than others.

    knowing others better than we know ourselves.

Which of the following is an example of unrealistic optimism?

(p. 64) A. If I study enough, I'll do well on this exam.
  __ I'm sure I'll get a great job when I graduate.
    The stock market is a very risky place.
    If I quit smoking, I'll lower my risk of cancer.

Many people don't quit smoking despite all the negative health information available.

(p. 65) This is an example of
    false consensus.
  __ unrealistic optimism.
    positive self-esteem.
    self-serving bias.

Barbara was really shocked when her candidate was not elected. She had assumed that everyone felt

(p. 66) as she did and supported her candidate's ideas. This is an example of the
    false consensus effect.
    self-serving bias.
    unrealistic optimism.
    defensive pessimism.

Which saying reflects the false consensus effect?

A. The devil made me do it.
We're all in this together.
Everyone does it!
No one is better than me.

The false uniqueness effect is

A. the anticipation of problems to motive effective action.
the unrealistic optimism about future life events.
the tendency to see our talents and moral behaviors as relatively unusual.
the tendency to see oneself as superior to others.

Which of the following is NOT one of the ways that the self-serving bias is adaptive? A. It helps protect from depression.
__ It makes us feel less vulnerable to risks such as AIDS.
It can motivate us to achieve.
It helps to buffer stress.

Assuming that other people are as prejudiced against a certain group as we are can easily be explained by

unrealistic optimism.
the self-serving bias.
the false uniqueness effect.
the false consensus effect.

John is nervous about his tennis match, but he still stays out late instead of getting a good night's sleep the night before the match. This could be an example of

self-handicapping.
self-serving bias.
impression management.
self-presentation.

Self-monitoring is

A. protecting one's self-image by creating an excuse for later failure.
disparaging oneself (false modesty) to elicit reassurance.
attempting to present a favorable image to an external audience.
adjusting one's behavior in response to external situations to create the desired impression.

(p. 74) The truth concerning self-efficacy encourages us not to resign ourselves to bad situations. If we persist despite initial failures

effort and fewer self-doubts will help us succeed.
we are more vulnerable to depression.
we can overcome anything.
we can't explain that bad things happen to good people.

(p. 37) John is about to become a father. He wants to be the "cool dad" but fears that he will be a harsh disciplinarian like his father was. These two types of fathers represent John's

self-schemas.
loci of control.
possible selves.
social roles.

(p. 41) Which of the following is false?

A. 8% of girls born in the United States in 2010 received one of the 10 most common names
compared to 20 years ago, fewer love songs today are considered "sappy love songs"
U.S. children today report more positive self-feelings than those growing up in the 1960s and 1970s
popular song lyrics today are more likely to use "we" and "us" than 20 years ago

(p. 45) Which of the following is true?

A. Most psychology research has been conducted by wealthy White Americans.
Most psychology research has used middle-class White American respondents.
Most psychology research has been conducted on children from middle-income families.
Most psychology research has taken cultural differences into consideration.

(p. 46) Jill just began a new relationship with Pete. Her last relationship ended after 6 months and she is strongly motivated to make this relationship last longer. Who will make the best prediction of how long her new relationship will last?

Jill
Pete
Jill's roommate
Pete's roommate

(p. 51) According to Bushman and colleagues (2011) college students are most likely to prefer

A. eating their favorite food.
receiving a paycheck.
engaging in their favorite sexual activity.
receiving a self-esteem boost.

(p. 52) Greenberg (2008) argues that, to manage their fear of death and feel that their lives are not in vain, people seek to pursue self-esteem by meeting the standards of their society. This is known as

collective narcissism.

__ terror management theory.

self-efficacy.

an internal locus of control.

(p. 37) Which part of the brain seems to be involved in maintaining our sense of self?

A. the left hemisphere

the corpus collosum

the right hemisphere

the brain stem

(p. 37) When asked "Who are you?" Juanita answers, "I am friendly, a student, and very religious." Juanita's answer describes her

self-reference.

__ self-concept.

possible self.

self-schema.

(p. 40) Persons from western cultures (e.g., America, England), relative to persons from eastern cultures (e.g., China, Korea), tend to

have more interdependent selves.

be more collectivistic.

be happier when the members of their group succeed.

stress their individual accomplishments and uniqueness.

(p. 34) Cathy has forgotten to do her laundry this week. Since she is running late for class she throws on the only clean shirt she has, a "New Kids on the Block" T-shirt leftover from 1988. As she wanders around campus she is convinced that everyone is staring at her. Cathy is experiencing

the spotlight effect.

the illusion of transparency.

the self-reference effect.

a comparative self.

(p. 34) Kevin is hanging out with some friends at the mall when he bumps into his ex-girlfriend and her new boyfriend. He is devastated. He feels like his heart has been torn open, and he is on the verge of tears. Although he has only said "hi" to her, he believes that his friends, his ex-girlfriend, and her new boyfriend can all see his heartache. This phenomenon is known as

  the spotlight effect.
__ the illusion of transparency.
  the self-reference effect.
  a personal fable.

(p. 39) Our sense of self is often influenced by how we imagine important people in our lives perceive us. This is referred to as our

  self-role.
__ looking-glass self.
  mirror-self.
  social identity.

(p. 48) Joe was delighted when his favorite team won the Super Bowl. After the winning touchdown was scored he said "This has made my month and nothing is going to bring me down from this!" The next morning, however, his mood returned to normal. This is an example of

  a confederate.
  an interdependent-self.
  immune neglect.
  impact bias.

(p. 66) Paul commutes to and from work each day. Although he drives by himself he often speeds along in the carpool lane on the highway. When confronted with his behavior he argues "Well, half the drivers in that lane are alone too." Paul's response demonstrates

  the false uniqueness effect.
  the self-serving bias.
  the false consensus effect.
  the defensive pessimism.

(p. 71) Jack is very nervous about meeting his future in-laws for the first time. On the day they arrive at his home to meet him, he greets them in ripped sweat pants and a stained T-shirt. Later, his fiancé tells him that her parents were unimpressed with him. Which of the following best describes Jack's behavior?

  He is self-handicapping.
  He is demonstrating false modesty.
  He is demonstrating false pride.
  He is self-monitoring.

(p. 73) Benjamin is able to adopt his behaviors so that he can fit in with any group of people. Benjamin would likely receive a high score on a scale measuring

- self-handicapping.
- **—** self-monitoring.
- false modesty.
- self-presentation.

(p. 37) Josh wishes to be passionately loved, rich, and muscular. He's afraid of being unemployed and alone. Josh's wishes and fears constitute his

- independent self.
- **—** possible selves.
- self-schema.
- social comparison.

(p. 40) Who is MOST likely to have an independent sense of self?

- A. Joel who lives in Hawaii
- Angela who lives in Alabama
- Keith who lives in Oregon
- Jill who lives in Malaysia

(p. 41) In comparison to young people in the 1960s and 1970s, how do young people in the United States today view themselves?

- about the same
- more negatively
- more positively
- it depends on what state they live in

(p. 43-44) Which of the following is FALSE?

- A. People in individualistic countries persist more when they are succeeding.
- For Japanese college students, happiness comes with positive social engagement.
- Individualists make comparisons with others to boost their self-esteem.
- Collectivists are more likely to make downward social comparisons than individualists.

(p. 46) Carmen was assigned a term paper at the start of her Social Psychology class. She figured it would only take two days to write the paper so she did not start it until two days before it was due. Halfway through the second day Carmen was devastated; she wasn't even halfway done yet! Carmen's underestimation of how long it would take her to complete her paper is an example of

- planning fallacy.
- self-handicapping.
- defensive pessimism.
- learned helplessness.

How can you change an implicit attitude?

(p. 49) A. strong persuasion
education
practice
you can't change implicit attitudes once they are formed

What differentiates a narcissist from someone high in self-esteem?

(p. 52) A. narcissists have higher IQs
__ narcissists lack an interest in others
narcissists are more outgoing than those high in self-esteem
nothing, these terms are synonymous

Mark knows that he is an excellent liar but he doesn't feel very good about himself in general. Mark is

(p. 53) likely to score _____ on measures of self-esteem and _____ on measures of self-efficacy.
high; high
low; low
low; high
high; low

Andrew believes that he did well on his Social Psychology test because he studied a lot and is a good

(p. 57) student. Andrew's belief demonstrates
an external locus of control.
__ an internal locus of control.
low self-monitoring.
high self-monitoring.

Kim was disappointed after she received a 50% on her first psychology exam but knew she hadn't

(p. 58) studied much. After studying for weeks for her second test, she was even more disappointed to receive
another 50%. When asked if she would study even more for the next test she said, "Why bother? It
doesn't matter if I study or not; I still fail." Kim's attitude demonstrates
self-monitoring.
self-handicapping.
learned helplessness.
an internal locus of control.

Doug explained his "A" in biology as being the result of hard work and intelligence. He explained

(p. 61) his "D" in chemistry as being the result of "bad teaching." This is an example of
self-handicapping.
self-monitoring.
self-serving bias.
an external locus of control.

(p. 34) Amelia is highly embarrassed because she passed gas in class today. She is convinced that everyone knows it was her. This is an example of

self-handicapping.
self-monitoring.
internal locus of control.
illusion of transparency.

(p. 37) One's _____ makes up his/her _____.

A. self-concept; self-schema
__ self-schema; self-concept

illusion of transparency; self-reference
internal locus of control; self-concept

(p. 61) In a recent study, Gentile et al. (2010) found that U.S. college students' most common score on a self-esteem measure was

lower than in the 1990s.
almost 0.
the maximum value on the questionnaire.
higher than in the 1990s but lower than in the 1980s.

(p. 66) Goel et al. (2010) found that Facebook users were _____ accurate in guessing when they agreed with their friends on political issues and _____ accurate in guessing disagreement.

90%; 41%
41%; 90%
50%; 50%
80%; 60%

(p. 34) What is the spotlight effect? Provide an example.

Answers will vary

(p. 34) How is the spotlight effect related to the illusion of transparency?

Answers will vary

(p. 40) Discuss the differences between individualism and collectivism as they relate to Eastern and Western political relations.

Answers will vary

Compare and contrast the concepts of self-efficacy and locus of control.
(p. 56-57)

Answers will vary

Review the evidence that supports the "dark side of high self-esteem."
(p. 52)

Answers will vary

Give an example of false consensus and an example of false uniqueness. Clearly label which is
(p. 66-67) which.

Answers will vary

What is self-handicapping? Why do people engage in it?
(p. 71)

Answers will vary

Give an example of self-monitoring and the effects of being high or low in self-monitoring.
(p. 73-74)

Answers will vary

Describe how self-presentation is linked with self-esteem and self-monitoring.
(p. 72-74)

Answers will vary

Explain the self-serving bias and its effects.
(p. 61-62)

Answers will vary

02 Summary

Category	# of Questions
Blooms Taxonomy: Application	49
Blooms Taxonomy: Comprehension	17
Blooms Taxonomy: Knowledge	74
Difficulty Level: Basic	53
Difficulty Level: Difficult	26
Difficulty Level: Moderate	61
Learning Goals: Describe the spotlight effect and its relation to the illusion of transparency.	13
Learning Goals: Explain self-serving bias and its adaptive and maladaptive aspects.	17
Learning Goals: Identify self-presentation and understand how impression management can explain behavior.	5
Learning Goals: Understand how, and how accurately, we know ourselves and what determines our self-concept.	57
Learning Goals: Understand self-concept through examination of the self in action.	17
Learning Goals: Understand self-esteem and its implications for behavior and cognition.	11
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