**Chapter 15: Behaviour and Cognition**

1. Name and describe the two mindsets of planning behavior. Be sure to include the focus, process, and approach of each one.
2. How does the salience of a significant other impact one’s goals? Provide an example to illustrate this impact.
3. Explain why the multiple-act criterion is useful in demonstrating attitude-behavior consistency. Provide at least 2 reasons.
4. The chapter describes several characteristics of attitudes that contribute to high attitude-behavior consistency. Describe at least 4 such characteristics.
5. What is self-handicapping? What are the two strategies of self-handicapping and why can it end badly?
6. Describe some instances when targets might attempt to dispel perceivers’ false impressions of them. When might they not?