

## Chapter 5: Self in Social Cognition

1. Isabella does not chit-chat at work—she develops innovative ideas and is one of the strongest, most serious members on the team. With her friends, Isabella tells hilarious stories that get everyone laughing. This difference demonstrates which concept?
  - a. Self-schemas
  - b. Person-situation interaction
  - c. Contingencies of self-worth
  - d. Amae
2. If you happen to bump into an old classmate and find yourself acting exactly the way you did when you were in high school, which of the following would best describe this occurrence?
  - a. Upward social comparison
  - b. Self-regulation
  - c. Transference
  - d. None of the above
3. Mr. Patel is involved in an effort to help his students see academic success as part of their \_\_\_\_\_. His students then exhibit greater academic achievement in their grades and behaviors.
  - a. Relational selves
  - b. Feared selves
  - c. Possible selves
  - d. Interdependent selves
4. Which of the following is a hypothetical neural module emerging from the functions of the left hemisphere that integrates diverse self-relevant processing to create that sense of self that most of us experience subjectively?
  - a. An interpreter
  - b. A behavioral activation system
  - c. A behavioral inhibition system
  - d. A working self-concept
5. When a doctor processes words related to the human anatomy, these words can be considered:
  - a. Norms
  - b. Self-guides

- c. Non-self-schematic information
  - d. Self-schematic information
6. Define a sociometer:
- a. How one selectively chooses the domains on which they base their self-esteem
  - b. A general indicator of how one is doing in the eyes of others
  - c. The evaluation we make of ourselves
  - d. How one controls and directs their own actions, emotions, and thoughts
7. One's implicit self-evaluations can result in which of the following:
- a. One preferring people, places, and things that resemble oneself
  - b. One living in a state that resembles one's own name
  - c. One preferring the letters in their own name
  - d. All of the above
8. Which of the following best describes what is meant by "implicit egotism"?
- a. People may not consciously realize the extent to which they unrealistically inflate their views of self-worth
  - b. Our desire to promote ourselves is implicit in almost everything we do
  - c. People prefer other people and things that resemble the self
  - a. Both B and C
9. Shelby is a terrible swimmer, and feels terrible about it. She comes from a family of Olympic swimmers so she pushes herself to try to get better. What could swimming be considered for Shelby?
- a. Non-self-schematic
  - b. A person-situation interaction
  - c. A contingency of self-worth
  - d. An amae
10. In practice, research on independent cultures and interdependent cultures has respectively compared \_\_\_\_\_ with \_\_\_\_\_.
- a. European Americans, East Asians
  - b. East Asians, European American
11. Which of the following is associated with the structure of the self as flexible and variable?

- a. Independent perception of self
- b. Interdependent perception of self

12. Which of the following is associated with a basis of self-esteem in one's ability to express oneself and to validate internal attributes?

- a. Independent perception of self
- b. Interdependent perception of self

13. One's self-regulation varies based on:

- a. The working self-concept
- b. The situation
- c. Social projection
- d. Both A and B

14. Which of the following people is likely to have the behavioral inhibition system (BIS) act as a predominating force?

- a. Sebastian just got into his top college choice and his family is throwing a party to celebrate
- b. Mia gets off at her train stop and realizes she left her keys on her seat in the train. She tries to find a way to retrieve them, but it seems hopeless. Heavy rain begins to fall, drenching all of the library books she is carrying
- c. At school, Alex tries his hardest to avoid trouble. He is punishment-oriented
- d. Either B or C

15. Which of the following is associated with a prevention focus?

- a. A drive to achieve the ideal
- b. A desire to be who one wants to be
- c. An effort to meet others' expectations
- d. Inciting behavioral activation

16. Seeing a discrepancy between oneself and one's ideal self leads to feelings of:

- a. Social anxiety
- b. Depression
- c. Both A and B

17. One's expectations about one's abilities to accomplish specific tasks is called:

- a. Self-esteem

- b. Self-schemas
- c. Personal control
- d. Self-efficacy

18. According to the cybernetic theory of self-attention and self-regulation, when Mateo attempts to conform to his standard of intellectual performance, he will initially:

- a. Assess whether he is confident in achieving the level of intellectual performance that he has in mind
- b. Assess any difficulties in the process
- c. Follow through with conforming to the standard successfully
- d. Withdraw behaviorally

19. Which of the following emotions characterizes a short-term perspective?

- a. Conscious emotions
- b. Hedonic emotions
- c. Amae
- d. Both A and B

20. Self-regulation implicates which of the following brain areas?

- a. The ventromedial prefrontal cortex (vmPFC)
- b. The dorsolateral prefrontal cortex (dlPFC)
- c. The orbitofrontal cortex (OFC)
- d. All of the above

21. A mediocre high school soccer player feels very confident about being recruited onto a top college team. This is an example of which of the following?

- a. Self-enhancement
- b. Regulatory fit
- c. Self-verification
- d. Affective forecasting

22. To get a sense of how to evaluate her free throw percentage, Roxanne asks her teammates what their percentages are. Roxanne is engaging in:

- a. Self-verification
- b. Self-efficacy
- c. Social comparison

d. Positive illusions

23. When Richard walks into work each morning, he sees the office smiling at him and greeting him excitedly, asking him intently about his morning, commending him on his excellent work, and so on. In reality, his co-workers are begrudgingly polite and make the same comments to him as they do everyone else. Richard demonstrated:

- a. Self-awareness
- b. Self-efficacy
- c. Social comparison
- d. Positive illusions

24. The chapter provided evidence for self-enhancement strategies that people naturally engage in to maintain or create a positive sense of self. As \_\_\_\_\_ increase(s), however, self-perceptions become more accurate in the absolute sense.

- a. Accountability
- b. Downward social comparisons
- c. Failure
- d. Positive illusions

25. Self-affirmation refers to:

- a. Being accepted for who we are
- b. Self-perceptions that are falsely positive and somewhat exaggerated with respect to one's actual abilities, talents, and social skills
- c. When people cope with threats to their self-worth by endorsing other, unrelated aspects of themselves
- d. People seeking other people, situations, and interpretations that confirm their preexisting self-conceptions

26. According to terror management theory, what measures do people take to manage the threat of death?

- a. Engaging in self-regulation
- b. Developing world-views that provide meaning and purpose
- c. Maintaining self-esteem
- d. All of the above

27. People engage in social projection because:

- a. We have a motivation to see our characteristics as good
- b. We are incapable of inferring the mental states of other people
- c. In ourselves, we find useful cognitive heuristics by which we can draw inferences rapidly and confidently
- d. Both A and C

28. Diana had a bad day at work, her boss yelling at her for not producing quality output. Leaving work, Diana sees a homeless man outside of the building, minding his own business. According to research on social projection, Diana would likely:

- a. Project her unfavorable qualities onto the homeless man
- b. Project her favorable qualities onto the homeless man
- c. Not project any of her qualities onto the homeless man
- d. Any of the above equally