

Name: _____ Date: _____

1. You overhear a neighbor say that she believes that gay marriage should be illegal, and that she favors tax cuts for the wealthy. Knowing what you do about individualism and collectivism, you can conclude your neighbor is likely to be a political
A) liberal.
B) conservative.
C) independent.
D) cannot be determined given the information available.

2. According to Dawes (1994, 1998), teen gang leaders, extreme ethnocentrists, and terrorists have
A) high self-esteem.
B) low self-esteem.
C) high self-efficacy.
D) low self-efficacy.

3. 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.
A) internal
B) external
C) high
D) low

4. Assuming everyone else is staring at the pimple on your chin that you were horrified to discover this morning is an example of the _____ effect.
A) transparency
B) audience
C) spotlight
D) headlight

5. MacDonald and Ross (1999) found that the less optimistic predictions of parents and roommates regarding the romantic fate of a university student's romantic relationship tend to be _____ than the student's predictions of the relationship.
A) less realistic
B) more realistic
C) less focused on the age differences between the couple
D) more focused on the age differences between the couple

6. According to the self-serving bias, we tend to attribute our success to ___ and our losses to ___.
- A) chance; skill
 - B) skill; chance
 - C) hoped-for possible selves; feared possible selves
 - D) feared possible selves; hoped-for possible selves
7. Myers' discussion of the relationship between self-esteem and academic success suggests that
- A) academic success likely feeds self-esteem.
 - B) self-esteem likely feeds academic success.
 - C) a third variable likely causes both.
 - D) none of the above.
8. A sense that one is competent and effective refers to one's
- A) self-esteem.
 - B) self-aggrandizement.
 - C) self-worth.
 - D) self-efficacy.
9. Assuming other people are as prejudiced against a certain group as we are can easily be explained by
- A) unrealistic optimism.
 - B) the self-serving bias.
 - C) the false uniqueness effect.
 - D) the false consensus effect.
10. According to Schwartz (2000, 2004), individualistic modern cultures have “an excess of freedom,” which is positively correlated with
- A) life satisfaction.
 - B) self-efficacy.
 - C) clinical depression.
 - D) an external locus of control.

Answer Key

1. B
2. A
3. A
4. C
5. B
6. B
7. A
8. D
9. D
10. C