CHAPTER 1: SELF-DIRECTION IN A CHANGING WORLD

1.1 Multiple Choice Questions

1.1-1 Which statement is NOT true about social changes?
   a. Social changes are changes in social patterns.
   b. Social changes are changes in institutions.
   c. Social changes may take place at any time.
   d. Social changes are always planned.
   Answer: D
   Diff: 1  Page Ref: 3–4
   Skill: Factual  APA SLO: 8.2

1.1-2 The world as we know it today is characterized by
   a. galloping technological changes
   b. slower social change than was witnessed in previous decades
   c. limited technological advances
   d. none of these
   Answer: A
   Diff: 1  Page Ref: 4
   Skill: Conceptual  APA SLO: 8.2

1.1-3 As seen in the organization of the demonstrations that led to the overthrow of Egyptian President Hosni Mubarak, Facebook and other social media can be help establish
   a. universal democracy
   b. social change
   c. ruling classes
   d. none of these
   Answer: B
   Diff: 1  Page Ref: 4
   Skill: Conceptual  APA SLO: 8.2

1.1-4 What percentage of the world’s internet users are in North America?
   a. 4
   b. 42
   c. 13
   d. 65
   Answer: C
   Diff: 1  Page Ref: 4
   Skill: Factual  APA SLO: 8.2
1.1-5 Technology makes relationships among people more
a. fluid and flexible
b. uncomfortable
c. long-lasting
d. confusing
Answer: A
Diff: 1     Page Ref: 5
Skill: Conceptual    APA SLO: 8.2

1.1-6 Going forward, the larger proportion of the US workforce will be made up of
a. educated, middle class workers
b. blue collar workers
c. agricultural workers
d. none of these
Answer: A
Diff: 1     Page Ref: 5
Skill: Conceptual    APA SLO: 8.2

1.1-7 The fear of technology is known as
a. computeritis
b. technophobia
c. electronosis
d. decidophobia
Answer: B
Diff: 1     Page Ref: 5
Skill: Factual    APA SLO: 1.3

1.1-8 Which is NOT a result of the information revolution?
a. increased opportunities for economic cooperation across borders
b. a decrease in censorship
c. the democratization of information
d. a lessening information gap between wealthy and poor individuals and nations
Answer: D
Diff: 1     Page Ref: 6
Skill: Conceptual    APA SLO: 1.3

1.1-9 Which is NOT related to population expansion?
a. Insufficient water and arable land
b. Decreased pollution
c. Increased poverty
d. Unemployment
Answer: B
Diff: 2     Page Ref: 6
Skill: Conceptual    APA SLO: 8.2

1.1-10 The fastest-growing segment of the U.S. population is
1. One of the dramatic changes in the United States today is the increase in
   a. the homogeneity of the population
   b. blue-collar workers
   c. manufacturing and heavy industry
   d. the diversity of the population
   Answer: D
   Diff: 2          Page Ref: 6
   Skill: Conceptual   APA SLO: 8.2

2. The need to learn more about ourselves and our world as a means of directing our lives
   more effectively is known as
   a. personal growth
   b. personal freedom
   c. self-direction
   d. individualism
   Answer: C
   Diff: 1          Page Ref: 7
   Skill: Factual    APA SLO: 1.2

3. A culture that promotes individualism is most likely to encourage
   a. collective gain
   b. security
   c. greater personal gain
   d. role expectations
   Answer: C
   Diff: 2          Page Ref: 8
   Skill: Conceptual   APA SLO: 5.5

4. The best example of an individualistic culture is
   a. China
   b. Kenya
   c. the United States
   d. Peru
   Answer: C
   Diff: 1          Page Ref: 8
   Skill: Conceptual   APA SLO: 8.1

5. Individualistic cultures emphasize ______ instead of ______, which is emphasized in
collective societies.
a. personal achievement; collective gain
b. dependence; independence
c. pride; jealousy
d. rationalism; emotionality
Answer: A
Diff: 1               Page Ref: 8
Skill: Conceptual      APA SLO: 5.5

1.1-16 “Everyone older than you will tell you what to do, and you never defy their orders” is a
typical statement made in a __________ society.
a. technological
b. post-industrial
c. democratic
d. collective
Answer: D
Diff: 2               Page Ref: 9
Skill: Applied        APA SLO: 5.5

1.1-17 Which does NOT describe a society where societal gain is cherished over individual
advancement?
a. independent
b. collectivist
c. consensual-level
d. embedded
Answer: A
Diff: 2               Page Ref: 9
Skill: Conceptual      APA SLO: 8.1

1.1-18 Positive psychology focuses on
a. the vices that hold people back
b. the characteristics people most want to change in themselves
c. the best of human behavior
d. the actions that limit people in thriving
Answer: C
Diff: 1               Page Ref: 9
Skill: Conceptual      APA SLO: 1.4

1.1-19 The two main ideas in the humanistic perspective are
a. positive psychology and the phenomenal self
b. the phenomenal self and self-actualization
c. self-actualization and altruism
d. altruism and personal freedom
Answer: B
Diff: 1               Page Ref: 9
Skill: Conceptual      APA SLO: 1.4
1.1-20 One leading humanistic psychologist, who assumed the existence of an actualizing tendency at the biological level, is
a. Freud
d. Erikson
c. Fromm
d. Rogers
Answer: D
Diff: 2 Page Ref: 9
Skill: Factual APA SLO: 1.2, 1.4

1.1-21 The term self-actualization is usually associated with
a. Freud
b. Erikson
c. Fromm
d. Maslow
Answer: D
Diff: 2 Page Ref: 10
Skill: Factual APA SLO: 1.2

1.1-22 Truly autonomous people who are unafraid to make important decisions and who accept responsibility for their lives and their decisions are
a. self-actualized
b. decidoteric
c. collectivistic
d. normalistic
Answer: A
Diff: 1 Page Ref: 10
Skill: Conceptual APA SLO: 1.3

1.1-23 People who are highly self-actualized are likely to strongly agree with which of the following statements?
a. I remember that self-actualization is a lifelong process
b. I don’t like new experiences
c. I regularly let others influence me
d. I keep my needs to myself
Answer: A
Diff: 2 Page Ref: 10–11
Skill: Applied APA SLO: 1.3

1.1-24 Which psychoanalyst is known for his writings on the ambiguity of human freedom?
a. Freud
b. Rogers
c. Erikson
d. Fromm
Answer: D
1.1-25 Which is a way some people cope with the ambiguity of human freedom?
   a. drifting
   b. shared decision making
   c. appealing to some type of authority
   d. all of the above
   Answer: D

1.1-26 Those who take charge of their lives would disagree with which of the following?
   a. I enjoy being interconnected to others.
   b. I strongly feel that a promise is a promise and should not be broken.
   c. If I have a choice, I much prefer to do the safe rather than the risky thing.
   d. When I borrow money, I make sure to pay it back.
   Answer: C

1.1-27 Which of the following indicate someone who has taken charge of their life?
   a. I have many options from which to select in terms of my education, career, social circle, etc.
   b. My friends are better than I am at making efficient and sound decision.
   c. Sometimes I call in sick when I am healthy because I do not want to work or study.
   d. During times of stress, I feel as if my life is out of control.
   Answer: A

1.1-28 Which of these types of individuals tend to be the least healthy?
   a. extrinsically motivated
   b. autonomous
   c. self-actualized
   d. internally inspired
   Answer: A

1.1-29 Altruism means
   a. helping someone else at a cost to yourself
   b. possessing a sense of personal freedom
   c. having a sense of control over others’ lives
   d. fearing making decisions
   Answer: A
1.1-30 Self-actualization correlates with
a. perception of lack of control over one's life
b. altruism toward others
c. decidophobia about life change
d. a desire to control people around you
Answer: B
Diff: 2 Page Ref: 14

1.1-31 People who habitually say, "Naturally, I act this way because of the way I grew up" fail to realize, as the text suggests, that
a. their choices are limited
b. free choice and responsibility go hand in hand
c. they cannot take calculated risks
d. they have fewer options than their parents
Answer: B
Diff: 2 Page Ref: 14

1.1-32 According to Maslow, which disorder does not result from the failure to grow?
a. stunted person
b. amoral person
c. apathetic person
d. adjusted person
Answer: D
Diff: 1 Page Ref: 14–15

1.1-33 Which of these aspects of our personality is most susceptible to change?
a. warmth
b. assertiveness
c. self-esteem
d. impulsiveness
Answer: C
Diff: 2 Page Ref: 16

1.1-34 Which of these aspects of our personality is least susceptible to change?
a. sociability
b. values
c. sense of personal mastery
d. control over environment
Answer: A
Diff: 2 Page Ref: 16
1.1-35 Individuals who do not believe that they can change are
a. more open to learning
b. less willing to confront challenges
c. better able to bounce back from failure
d. better able to face challenges
*Answer: B*

1.1-36 The experience of personal growth usually begins with
a. reorganizing our experience
b. acknowledging change
c. feeling anxiety and discomfort
d. changing our attitudes
*Answer: B*

1.1-37 Which stage of personal growth is accompanied by a certain degree of anxiety and discomfort?
- a. acknowledging change
- b. sensing dissonance
- c. reorganizing our experience
- d. altering our attitudes
*Answer: B*

1.1-38 How does personal growth usually proceed?
- a. dissatisfaction, reorganization, acknowledgment
- b. acknowledgment, dissatisfaction, reorganization
- c. dissonance, consonance, neutrality
- d. dissonance, neutrality, consonance
*Answer: B*

1.1-39 The experience of personal growth usually ends with the stage of
- a. reorganizing our experience
- b. acknowledging change
- c. feeling anxiety and discomfort
- d. understanding the source of fear
*Answer: A*
Personal fulfillment can only be achieved
a. by oneself
b. by reading self-help books
c. in relation to others
d. though self-denial
Answer: C
Diff: 1  Page Ref: 18
Skill: Applied  APA SLO: 1.3

1.2 True/False Questions

1.2-1 Social change is always planned and engineered by humans.
Answer: False
Diff: 1  Page Ref: 3–4
Skill: Conceptual  APA SLO: 8.2

1.2-2 Social media played a significant role in the overthrow of the Egyptian President Hosni Mubarak.
Answer: True
Diff: 1  Page Ref: 4
Skill: Applied  APA SLO: 8.6

1.2-3 New technological advances, especially those related to media, are always welcome influences on society.
Answer: False
Diff: 2  Page Ref: 5
Skill: Factual  APA SLO: 8.2

1.2-4 There is a growing information gap between wealthy and poor individuals and nations.
Answer: True
Diff: 1  Page Ref: 6
Skill: Conceptual  APA SLO: 8.4

1.2-5 African Americans are the fastest growing segment of the population.
Answer: False
Diff: 1  Page Ref: 6
Skill: Factual  APA SLO: 8.2

1.2-6 Social forecasters project a fairly optimistic future.
Answer: True
Diff: 1  Page Ref: 7
Skill: Factual  APA SLO: 8.6

1.2-7 SPAM sent in Korea is more likely to contain an apology for the unsolicited email than
SPAM sent in the U.S.

Answer: True

Diff: 1 Page Ref: 8
Skill: Factual APA SLO: 8.2

1.2-8 Pressure to conform to cultural pressures in collectivist societies is far greater than in individualistic societies.

Answer: True

Diff: 2 Page Ref: 8
Skill: Conceptual APA SLO: 5.5

1.2-9 Positive psychology and the humanistic perspectives focus on individuals’ vulnerabilities and maladjustments.

Answer: False

Diff: 1 Page Ref: 9
Skill: Factual APA SLO: 1.4

1.2-10 The phenomenal self refers to reality as perceived by the individual.

Answer: True

Diff: 1 Page Ref: 9
Skill: Conceptual APA SLO: 1.2

1.2-11 Actualized individuals have the courage to admit when they are wrong and need change.

Answer: True

Diff: 1 Page Ref: 10
Skill: Conceptual APA SLO: 1.3