1. Cultural heritage is often a part of establishing personal identity.
   A) True
   B) False

2. Identity is exclusively self-determined.
   A) True
   B) False

3. Self-disclosure involves revealing details about yourself that are public and easily visible to others.
   A) True
   B) False

4. In discussing early family influences on identity, it is important to realize:
   A) These early interactions do not shape your view of yourself
   B) These early interactions do shape your view of yourself
   C) These early interactions destroy your view of yourself
   D) These early interactions completely determine your view of yourself

5. Receiving self-disclosures from another person might cause a listener to:
   A) Feel honored and valued
   B) Feel uncomfortable
   C) Both of the above
   D) None of the above

6. The norm of reciprocity affects self-disclosure in relationships because:
   A) We expect to get more information from others than we reveal to them
   B) We expect to get less information from others than we reveal to them
   C) We expect not to reveal information to others
   D) We expect to get the same level of information from others that we reveal to them

7. According to the Johari Window model, there are aspects of our self that are:
   A) Known but then rejected by others
   B) Known to others but not to us
   C) Known only by authority figures
   D) Known only by mentors
8. Cultures are universally future-oriented rather than being focused on the past or present.
   A) True
   B) False

9. Co-cultural groups and 'social communities' often exist within the framework of a larger culture.
   A) True
   B) False

10. Individualism involves placing more emphasis on the needs of the group over the needs of the individual.
    A) True
    B) False

11. Giving up your own positions on a regular basis to satisfy others in a conflict, even when no one else compromises anything, is typical of this style of conflict management:
    A) Dominating
    B) Integrating
    C) Obliging
    D) Avoiding

12. In terms of access to speech codes, the following is thought by researchers to be true:
    A) No one has access to restricted codes
    B) Everyone has access to restricted codes
    C) No one has access to elaborated codes
    D) Everyone has access to elaborated codes

13. The cultural approach to conflict that views it as opportunity would likely assume:
    A) Conflict is a destructive disturbance of the peace
    B) Members should adapt to established social values
    C) Confrontation is ineffective
    D) Confrontation releases tensions

14. In an organizational setting, a low-context culture would emphasize:
    A) Commitment to people
    B) Adhering to set plans
    C) Concern for relationships
    D) Open friendliness over privacy
15. Media producers are becoming more likely to focus their products on smaller, specific audiences rather than mass audiences.
   A) True
   B) False

16. Media audiences rarely use the media for personal and individual reasons.
   A) True
   B) False

17. The majority of people overestimate the actual amount of time they spend using the media.
   A) True
   B) False

18. According to uses and gratifications theory, if you watch a TV program on the Discovery Channel to gain more insight into and knowledge about Mayan ruins in Guatemala, you are using media for the following reason:
   A) Escapism
   B) Reality exploration
   C) Character reference
   D) Incidental reasons

19. The most recent research on television viewing with family members, according to your authors, has discovered:
   A) Family television viewing is detrimental to family life
   B) Family television viewing decreases social contact
   C) Family television viewing increases budget costs
   D) Family television viewing enhances family communication

20. Modeling your relationships after those you see in the media can be problematic because:
   A) Relationships in the media are usually realistic
   B) Relationships in the media are usually diverse
   C) Relationships in the media are usually unrealistic
   D) Relationships in the media are usually challenging
21. The concept of selective exposure explains:
   A) People usually seek out media that oppose their own existing beliefs, values, and attitudes
   B) People are indifferent to media that oppose their own existing beliefs, values, and attitudes
   C) People are not aware of media that support their own existing beliefs, values, and attitudes
   D) People usually seek out media that support their own existing beliefs, values, and attitudes

22. Communication in a group must always be formal in nature and must always involve all group members.
   A) True
   B) False

23. Networking groups always utilize face-to-face communication.
   A) True
   B) False

24. Small groups have little impact on our everyday lives.
   A) True
   B) False

25. A leader who ensures that the team can survive even if a new leader takes over is identified as:
   A) A socioemotional leader
   B) A team leader/steward
   C) A task leader
   D) A motivational leader

26. Group communication that returns the group to its task or purpose after the group has gotten off track is referred to as:
   A) Counteractive communication
   B) Disruptive communication
   C) Promotive communication
   D) Analytic communication
27. A creative group is distinguished from other types of groups because it:
   A) Focuses on advising, comforting, raising consciousness on issues
   B) Evaluates or creates new concepts or products
   C) Produces a best solution for a problem
   D) Builds or sustains relationships

28. A group's culture is reflected in its members':
   A) Intrapsychic communication
   B) Language and special terms
   C) Individual values
   D) Task

29. The concept of 'media literacy' implies:
   A) We learn less about the media by talking about it
   B) We learn less about ourselves by talking about the media
   C) We learn more about ourselves by talking about the media
   D) We learn more about the media by talking about it

30. A networking group is distinguished from other types of groups in Chapter 7 because:
   A) Membership is restricted
   B) Membership is invited
   C) Membership is specific
   D) Membership is not defined

31. The purpose of a persuasive presentation is to avoid having an impact on the attitudes, belief, or behavior of the audience.
   A) True
   B) False

32. Identify the difference between a persuasive speech to convince and a persuasive speech to actuate.

33. In applying social judgment theory to a persuasive presentation, a speaker must:
   A) Be extremely vague about his/her goals
   B) Be extremely vague about his/her position
   C) Be very specific about his/her goals and position
   D) Be very specific about the audience
34. An appropriate guideline to follow in planning an informative presentation would be:
   A) Discuss all information available on the topic
   B) Explain the topic at the level of complexity comfortable for you
   C) Explain the topic at the level of complexity comfortable for the audience
   D) Assume the audience understands the significance of the topic

35. When seeking to change an audience's way of thinking, a speaker must:
   A) Point out that he/she has the audience's best interests in mind
   B) Point out that he/she will benefit from the audience's change of perspective
   C) Point out that he/she has more knowledge than the audience
   D) Point out that he/she has less knowledge than the audience

36. Social judgment theory claims that audiences have an anchor position, their preferred or acceptable position on a topic or issue, within:
   A) The latitude of acceptance
   B) The latitude of rejection
   C) The latitude of noncommitment
   D) The latitude of indifference

37. Diagram and label the JOHARI Window and provide specific personal examples to illustrate its components.

38. What would you tell an incoming Freshman about when they should take Comm 104 in his or her College curriculum and why?

39. Is it possible to NOT communicate?

40. Name and define the three things that must be present in any definition of human communication. Relate to Kenneth Burke's definition of communication.