

**Test**  
**Reading Exam on April 4th,**  
**2018.**

*This is a reading exam. The use of multiple sources, including your notes, the textbook, your classmates, and any other sources is permitted and encouraged.*

**Question 1** Which Form of Mediated Interaction Is Closest To Face-to-face Interaction?

- A talking on the phone
- B email
- C text
- D voice mail
- E video or skype

**Question 2** What Uses Language Primarily To Express Thoughts, Feelings, And Ideas As Directly As Possible?

- A high-context culture
- B individualistic culture
- C low-context culture
- D collectivistic culture
- E uncertainty avoidance

**Question 3** What Is The Process That Occurs When Members From Two Or More Cultures Or Co-cultures Exchange Messages?

- A interpersonal communication
- B intercultural communication
- C multicultural communication
- D high-context communication
- E interracial communication

**Question 4** What Is An Unfairly Biased And Intolerant Attitude Toward Other Who Belong To An Out-group?

- A passive observation
- B prejudice
- C racism
- D culture shock
- E none of the above

**Question 5** What Is One Thing You Do When You Identify Yourself As Part Of A Culture?

- A you don't have to do anything
- B ask people if you can be apart of their culture
- C make sure they have the same skin color as you
- D recognize yourself and others as sharing certain characteristics
- E see what other people have the same eye color as you

**Question 6** What Reflects A Relatively Stable, Shared Set Of Rules About How To Behave And Set Of Values About What Is Important?

- A non verbal codes
- B active strategies
- C ethnocentrism
- D verbal codes
- E organizational culture

**Question 7** What Is Reflected Appraisal?

- A sidebar of reflections
- B reflection of yourself
- C mirroring of judgments
- D significant reflection
- E mirrioring someone's image

**Question 8** How Do We Form Our Self Image?

- A looking in a mirror
- B referance groups
- C born with it
- D social comparison
- E social media

**Question 9** What Is The Communication Strategies People Use To Influence How Others View Them?

- A presenting self
- B first impression
- C perceived self
- D self examination
- E impression management

**Question 10** In Contrast To The Perceived Self, The Presenting Self Is What?

- A the way we see ourselves
- B the way we are dressed
- C a public image
- D the way others see us
- E our face

**Question 11** What Is Self-fulfilling Prophecy?

- A something we look forward to in the future
- B the next big video game
- C a firmly-held religious belief
- D when your expectations change your behavior, causing what you expected
- E it's just a popular term, there is no meaning from a communication perspective

**Question 12** What 3 Ways Can A Communicator Manage Their Front?

- A setting
- B fashion
- C manner, appearance, setting
- D impression
- E communication

**Question 13** In Face To Face Interaction, Communicators Can Manage Their Front In Three Ways: Manner, Appearance, And What?

- A conversation
- B personality
- C setting
- D attitude
- E behavior

**Question 14** What Is The Johari Window?

- A a self reflection model
- B a communications window
- C a type of glass window
- D a self-disclosure model
- E not a real thing

**Question 15** Philip Zimbardo's Experiment...

- A had children watch adults take their anger out on a doll in order to see if the children would reproduce the same behavior when angered
- B was to test whether baby monkeys were more attached to either a false mother made of wire with food, or a false mother made of cloth
- C tested dogs with a bell and food to elicit salivation
- D had college students enter the roles of guards and prisoners in order to gauge the perception of occupational roles
- E tested the different effects fertilizer had on different breeds of tomatoes

**Question 16** What Is The Horns Effect?

- A tendency to seek evidence to prove a judgement made during a first impression
- B when someone has a negative opinion of you but treats you positively
- C tendency to pay more attention to events that happen first in a sequence
- D when a negative appraisal directly influences the perceptions that follow
- E tendency for form an overall positive view of someone based on a single characteristic

**Question 17** Which Theory Describes How A Person's Positions In A Society Shapes Her Or His View Of Society In General And Of Specific Individuals?

- A standpoint theory
- B self-concept
- C functionalism
- D social theory
- E sociology

**Question 18** What Is The Halo Effect?

- A when a negative characteristic of someone influences the way you treat that person in the future
- B the tendency to form an overall positive impression of a person based off of one positive characteristic
- C tendency to pay attention to things that happens first in a sequence
- D the process of finding evidence to support the judgement made about a person during a snap judgement
- E when a positive characteristic of someone makes you jealous, so you treat them negatively in the future

**Question 19** The Correct Order Of The Steps In The Perception Process Is...

- A negotiation, interpretation, organization, selection
- B selection, organization, interpretation, negotiation
- C organization, selection, negotiation, interpretation
- D interpretation, selection, organization, negotiation
- E selection, negotiation, organization, interpretation

**Question 20** The Following Are Disorders Which Can Affect Perception, Excluding...

- A adhd
- B add
- C bipolar disorder
- D anxiety
- E hunger

**Question 21** When Do We Begin Making Snap Judgements?

- the first time we meet someone
- the second time interacting with someone
- before you meet someone
- the third time interacting with someone
- the fourth time interacting with someone

**Question 22** Seeking Out Information About A Person To Support A Negative Or Positive First Impression Is Called...

- halo effect
- prejudice
- stereotyping
- confirmation bias
- primacy effect

**Question 23** What Is Confirmation Bias?

- relational tensions that arise from two opposing forces
- an expressed struggle
- tendency to seek out and organize data that supports already existing opinions
- treating someone in a positive way, no matter how you feel about them
- repeating pattern of interlocking behaviors

**Question 24** Which Is An Example Of A Pragmatic Rule?

- ignoring someone because they don't share common characteristics with you
- talking to someone because they are in the same group as you
- when communicating with someone superior to you, you must not look them in the eyes
- the relationship between communicators plays a large role in determining the meaning of the statement
- the relationship between communicators does not play a large role in determining the meaning of the statement

**Question 25** What Is Relative Language?

- sharing the same language with the people around you
- language that is remembered for the rest of someone's life
- speaking the same language as your family members
- language that gains meaning by comparison
- language that is only understood when given a visual

**Question 26** What Is Linguistic Relativity?

- concept that a language both reflects and shapes the worldview of those who use it
- concept that nouns are assigned a gender in certain countries
- type of powerless speech that attempts to distance a speaker from from remarks that might be unwelcome
- language that includes words that discriminates between males and females
- adopting speech patterns from people around you

**Question 27** Which Of The Following Statements Are Considered A Euphemism?

- "She died yesterday."
- "She died."
- "She died in a crash."
- "She's no longer with us."
- "My neighbor told me she died yesterday."

**Question 28** Which Of The Following Describes Ambiguous Language?

- words and phrases that have more than one commonly accepted definition
- the mistaken assumption that people are normally consistent or unchanging
- adopting ones speech patterns due to spending an excess amount of time with them
- language that gains meaning by comparison
- language use that classifies a certain members of one racial group as superior and others inferior

**Question 29** Cues That Help Control Verbal Interaction Are Called...

- regulators
- complementary behavior
- communication caps
- observative lapse
- culture

**Question 30** What Is A Form Of Nonverbal Communication That Can Be Sent Digitally?

- songs
- text messages
- video conferences
- voice messages
- emoticons

**Question 31** Nonverbal Communication Is Not...

- rooted in biology
- inherently ambiguous
- usually relational
- continuous
- primarily shaped by culture

**Question 32** Which Element of Texting Is A Form of Non-verbal Communication?

- A "txt spek, dood"
- B autocorrect
- C using long, complicated words
- D cell phone bill
- E how long it takes to respond

**Question 33** What Are Non-verbal Regulators?

- A voices
- B falling in pitch
- C vocal intonation
- D a stressed syllable
- E cues that help control verbal interactions

**Question 34** Which One Is Non-verbal?

- A applying cologne
- B talking to friends
- C taking pictures
- D texting
- E sign language

**Question 35** Which Element of Texting Is A Form of Non-verbal Communication?

- A smiley face
- B writing a note
- C talking on the phone
- D email
- E the way they look

**Question 36** Which Of The Following Best Describes Non-verbal Communication?

- A culture
- B conscious
- C usually content oriented
- D clear
- E often unconscious

**Question 37** Messages Expressed By Nonlinguistic Communication are...

- A mandarin
- B verbal communication
- C nonverbal communication
- D morse code
- E aversion

**Question 38** All Of The Following Can Influence Compliance, Except...

- A proximity
- B touch
- C career
- D gaze
- E apparel

**Question 39** What Kind Of Questions Allow A Limited Range Of Answers?

- A cere questions
- B open questions
- C random questions
- D closed questions
- E counterfeit questions

**Question 40** What Occurs When We React To Others Messages Automatically And Routinely, Without Much Mental Investment?

- A critical listening
- B mindful listening
- C mindless listening
- D hearing
- E listening

**Question 41** Does Questioning Benefit The Speaker? Explain.

- A no, the speaker does not want to be asked questions
- B yes, it reassures him/her that their solution is always right every time
- C yes, he/she receives feedback that can be applied to their situation
- D no, a listener should never interrupt a speaker by asking nonsense questions
- E no, if a listener does not understand a part of what the speaker says, seek answers from the internet

**Question 42** What Is It Called When Someone Offers An Interpretation Of A Speaker's Message?

- A encouraging
- B supporting
- C evaluating
- D analyzing
- E advising



**Question 43** Is Paraphrasing A Speaker's Words And Repeating Them Back To Them An Effective Way Of Communicating?

- A no, the speaker does not want to hear his or her own words again
- B yes, it makes the speaker realize how dumb their problem is
- C no, it confuses the situation
- D yes, it gives a clear context of the situation at hand
- E no, it will only make the speaker frustrated

**Question 44** What Is It Called When You 'Fake Listen' To Someone When They Are Talking?

- A ambushing
- B pseudolistening
- C filling in gaps
- D stage hogging
- E selective listening

**Question 45** What Can Someone Be Doing If They Are Staying Attentive And Being Non Verbally Responsive Without Offering Any Verbal Feedback?

- A questioning
- B understanding
- C silent listening
- D remembering
- E responding

**Question 46** Which Of The Following Is The Most Judgemental Method For Listening?

- A task-oriented listening
- B hearing
- C analytical listening
- D relational listening
- E critical listening

**Question 47** Empathize With This Scenario: Your Roommate Has Just Been Dumped By Her Boyfriend Of Two Years. She Does Not Know What To Do Because He Had Been An Important Factor In Her Future Plans. She Begins Explaining How Mad She Is, Rather Than Sad. You Console Her And Attempt To Diffuse Her Anger By Saying:

- A "You are being irrational."
- B "I know you're hurt, but it's actually a good thing he left you. He was a total jerk."
- C "He wasn't even that important to you anyways."
- D "I see where you are coming from, but he did nothing wrong."
- E "I have been in your situation and I understand why you feel angry."

CORRECTED

**Question 48** Which Of The Following Is Not A Poor Listening Habit?

- silent listening
- ambushing
- selective listening
- pseudolistening
- stage hogging

Answer sheet:

Firstname and lastname:

.....

*Answers must be given exclusively on this sheet: answers given on the other sheets will be ignored. Ensure that you clearly mark your answer sheet to receive credit.*

- QUESTION 1:  A  B  C  D  E
- QUESTION 2:  A  B  C  D  E
- QUESTION 3:  A  B  C  D  E
- QUESTION 4:  A  B  C  D  E
- QUESTION 5:  A  B  C  D  E
- QUESTION 6:  A  B  C  D  E
- QUESTION 7:  A  B  C  D  E
- QUESTION 8:  A  B  C  D  E
- QUESTION 9:  A  B  C  D  E
- QUESTION 10:  A  B  C  D  E
- QUESTION 11:  A  B  C  D  E
- QUESTION 12:  A  B  C  D  E
- QUESTION 13:  A  B  C  D  E
- QUESTION 14:  A  B  C  D  E
- QUESTION 15:  A  B  C  D  E
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- QUESTION 25:  A  B  C  D  E
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- QUESTION 40:  A  B  C  D  E
- QUESTION 41:  A  B  C  D  E
- QUESTION 42:  A  B  C  D  E
- QUESTION 43:  A  B  C  D  E
- QUESTION 44:  A  B  C  D  E
- QUESTION 45:  A  B  C  D  E
- QUESTION 46:  A  B  C  D  E
- QUESTION 47:  A  B  C  D  E
- QUESTION 48:  A  B  C  D  E