

1. The finding that people tend to evaluate other people positively, describe themselves as optimists, and rate themselves as **A better than average** supports the existence of:

- a. Self-fulfilling prophecy
- b. Pollyanna principle
- c. Self-serving bias
- d. Implicit personality theory
- e. Attribution theory

2. George never wants to work on a research project with Tiffany; he thinks her personality is annoying, but he still wants to go out on a date with her. What type of attraction must George have for Tiffany?

- a. Social
- b. Psychological
- c. Physical
- d. Task
- e. Historical

3. Minnie is attracted to the most handsome guy in her school, but decides to ask a guy who is less attractive to go to the prom. Minnie's choice is consistent with:

- a. the Romeo and Juliet effect
- b. the matching hypothesis
- c. Perceptual anesthesia
- d. the Pollyanna principle
- e. Social attraction theory

4. Aludi is attracted to Alex at work. She finds him ambitious, hard working, and super smart. What kind of attraction does Aludi have for Alex?

- a. Social
- b. Psychological
- c. Physical
- d. Task
- e. Historical

5. The norm of reciprocity refers to:

- a. Opposites attract
- b. Physically attractive people are typically attracted to physically attractive others.
- c. The failure to disclose appropriately
- d. The spiral of escalated conflict
- e. Self disclosure begets self disclosure

21. Women tend to be more playful in their love style preferences/orientation.
22. Proximity is a primary predictor of attraction.
23. Attractive couples are often judged to be more happily married than unattractive couples.
24. The overwhelming evidence indicates that opposites attract.
25. Physical attractiveness is more important to men's judgments of women than women's judgments of men.

12. Which style of loving is not all that typical of couples?
- Playful
 - Beauty
 - Companionate
 - Obsessive
 - Altruistic
13. Which of the following styles of loving is not likely to be associated with a lot of jealousy?
- Playful
 - Beauty
 - Obsessive
 - Companionate
 - Discrepant
14. Which of the following styles of loving is likely to be characterized as passionate and intense?
- Playful
 - Beauty
 - Realistic
 - Companionate
 - Altruistic
15. Which of the following participant orientations will lead to the MOST productive conflict?
- Recognizing that all conflicts can be resolved
 - Ignoring the feelings of the other
 - Arguing that conflict is not a natural part of all human relationships
 - Having a desire to solve the problem arising from wanting to preserve the relationship
 - Maintaining that when you're right, you're right.

True/False: Mark A for True and B for False.

16. After age of twenty, men tend to fall in love more easily than women do.
17. Secret tests offer an indirect way to find out the status of a relationship.
18. Trust is composed of three primary perceptions: predictability, dependability, and faith.
19. Attractive people are often judged to be less sociable than unattractive people.
20. Physically attractive people are often judged to be "happier" than physically unattractive people.

6. What is the most frequently cited "taboo" topic for most couples?
- Political views
 - Sex
 - Religious views
 - Their own relationship
 - In-laws
7. What type of communication strategy includes behaviors such as demonstrating one's control and visibility, encouraging mutual trust, displaying politeness, and showing concern?
- Phatic communication
 - Affinity-seeking
 - Intimate-affectionate
 - Close salutations
 - Formal-informal
8. When Bill is about to deliver some bad news to Jill, he first says, "Now hear me out before you get upset...." Which type of disclaimer does Bill use?
- Hedging
 - Credentialing
 - Sin license
 - Cognitive
 - Appeal for suspended judgment
9. Phatic communication is also called:
- Disclaiming
 - Formal address
 - Informal address
 - Ambiguous formality
 - Small talk
10. Jeff decides to confront Cyndi and just ask her what her religion is. This strategy for reducing uncertainty is called:
- Active
 - Feedback
 - Interactive
 - Dialective
 - Passive
1. Why do people's perceptions of others differ?
- Our own unique experiences often structure what we see or don't see.
 - Our anxieties often interfere with our ability to see the truth.
 - People come in all different shapes and sizes.
 - People are afraid of seeing or knowing the truth.
 - No one really knows or understands why they differ.