

CHAPTER 6 THE SELF

EXERCISE 6.1 Self-Assessment: Self-Monitoring Scale

INSTRUCTIONS

The statements below concern your personal reactions to a number of situations. No two statements are exactly alike, so consider each statement carefully before answering. If a statement is true or mostly true as applied to you, mark T as your answer. If a statement is false or not usually true as applied to you, mark F as your answer. It is important that you answer as frankly and as honestly as you can. Record your responses in the spaces provided on the left.

The Scale

- F 1. I find it hard to imitate the behavior of other people.
- F 2. My behavior is usually an expression of my true inner feelings, attitudes, and beliefs.
- T 3. At parties and social gatherings, I do not attempt to do or say things that others will like.
- F 4. I can only argue for ideas I already believe.
- F 5. I can make impromptu speeches even on topics about which I have almost no information.
- F 6. I guess I put on a show to impress or entertain people.
- T 7. When I am uncertain how to act in a social situation, I look to the behavior of others for cues.
- T 8. I would probably make a good actor.
- T 9. I rarely need the advice of my friends to choose movies, books, or music.
- F 10. I sometimes appear to others to be experiencing deeper emotions than I actually am.
- F 11. I laugh more when I watch a comedy with others than when alone.
- T 12. In a group of people I am rarely the center of attention.
- T 13. In different situations and with different people, I often act like very different persons.
- F 14. I am not particularly good at making other people like me.
- F 15. Even if I am not enjoying myself, I often pretend to be having a good time.
- F 16. I'm not always the person I appear to be.
- T 17. I would not change my opinions (or the way I do things) in order to please someone else or win their favor.
- F 18. I have considered being an entertainer.
- F 19. In order to get along and be liked, I tend to be what people expect me to be rather than anything else.
- F 20. I have never been good at games like charades or improvisational acting.
- F 21. I have trouble changing my behavior to suit different people and different situations.
- T 22. At a party, I let others keep the jokes and stories going.
- F 23. I feel a bit awkward in company and do not show up quite so well as I should.
- T 24. I can look anyone in the eye and tell a lie with a straight face (if for a right end).
- F 25. I may deceive people by being friendly when I really dislike them.

Scoring the Scale

The scoring key is reproduced below. You should circle your response of true or false each time it corresponds to the keyed response below. Add up the number of responses you circle. This total is your score on the Self-Monitoring Scale. Record your score below.

1. False	6. True	11. True	16. True	21. False
2. False	7. True	12. False	17. False	22. False
3. False	8. True	13. True	18. True	23. False
4. False	9. False	14. False	19. True	24. True
5. True	10. True	15. True	20. False	25. True

My Score 11

What the Scale Measures

Developed by Mark Snyder (1974), the Self-Monitoring (SM) Scale measures the extent to which you consciously use impression management strategies in social interactions. Basically, the scale assesses the degree to which you manipulate the nonverbal signals that you send to others and the degree to which you adjust your behavior to situational demands. Research shows that some people work harder at managing their public images than others do.

In his original study, Snyder (1974) reported very reasonable test-retest reliability (.83 for one month) and, for an initial study, provided ample evidence regarding the scale's validity. In assessing the validity of the scale, he found that in comparison to low SM subjects, high SM subjects were rated by peers as being better at emotional self-control and better at figuring out how to behave appropriately in new social situations. Furthermore, Snyder found that stage actors tended to score higher on the scale than undergraduates, as one would expect. Additionally, Ickes and Barnes (1977) summarize evidence that high SM people are (1) very sensitive to situational cues, (2) particularly skilled at detecting deception on the part of others, and (3) especially insightful about how to influence the emotions of others.

Interpreting Your Score

Our norms are based on guidelines provided by Ickes and Barnes (1977). The divisions are based on data from 207 undergraduate subjects.

Norms	
High score:	15-22
Intermediate score:	9-14
Low score:	0-8

Source: From Snyder, M. (1974). Self-monitoring of expressive behavior. *Journal of Personality and Social Psychology*, 330, 526-537. Table 1, p. 531 (adapted). Copyright © 1974 by the American Psychological Association. Adapted with permission of the publisher and Mark Snyder. No further reproduction or distribution is permitted without written permission from the American Psychological Association.

CHAPTER 16 POSITIVE PSYCHOLOGY

EXERCISE 16.1 Self-Assessment: What Is Your Happiness Profile?

INSTRUCTIONS

All of the questions below reflect statements that many people would find desirable, but answer only in terms of whether the statement describes how you actually live your life. Please be honest and accurate. Use the following scale to answer the questions:

- 5 = Very much like me
- 4 = Mostly like me
- 3 = Somewhat like me
- 2 = A little like me
- 1 = Not like me at all

The Scale

- 4 1. My life serves a higher purpose.
- 4 2. Life is too short to postpone the pleasures it can provide.
- 2 3. I seek out situations that challenge my skills and abilities.
- 1 4. I keep score at life.
- 3 5. Whether at work or play, I am usually "in a zone" and not conscious of myself.
- 5 6. I am always very absorbed in what I do.
- 3 7. I am rarely distracted by what is going on around me.
- 1 8. I have a responsibility to make the world a better place.
- 4 9. My life has a lasting meaning.
- 5 10. No matter what I am doing, it is important for me to win.
- 4 11. In choosing what to do, I always take into account whether it will be pleasurable.
- 1 12. What I do matters to society.
- 4 13. I want to accomplish more than other people.
- 3 14. I agree with this statement: "Life is short—eat dessert first."
- 3 15. I love to do things that excite my senses.
- 1 16. I love to compete.

Scoring the Scale

Your Orientation to Pleasure score is the sum of points for questions 2, 11, 14, and 15; your Orientation to Engagement score is the sum of points for questions 3, 5, 6, and 7; your Orientation to Meaning score is the sum of points for questions 1, 8, 9, and 12; your Orientation to Victory score is the sum of points for questions 4, 10, 13, and 16.

My Orientation to Pleasure Score

14

My Orientation to Engagement Score

13

My Orientation to Meaning Score

10

My Orientation to Victory Score

11

Interpreting Your Scores

The questionnaire measures four possible routes to happiness: through pleasure, engagement, meaning, and victory. What is your highest score of the four? This is your dominant orientation. And what is the configuration of your scores? That is, are you "high" (> 15) on all four orientations? If so, you are oriented toward a full life and are likely to be highly satisfied. Or are you "low" (< 9) on all four orientations? If so, you may have a more empty life and are likely to be dissatisfied. You might consider doing something different—anything!—in your life. And if you are high on one or two orientations, chances are that you are satisfied with life, although you might seek further opportunities for pursuing your signature way of being happy.

Source: Based on Peterson, C. (2006). *A primer in positive psychology*. New York: Oxford University Press; and Peterson, C., Park, N., & Seligman, M. E. P. (2005). Orientations to happiness and life satisfaction: The full life versus the empty life. *Journal of Happiness Studies*, 6, 25–41.