Chapter 3 Quiz  

“Self-Awareness and Self-Disclosure”

True or False:

1. Many people build walls such as secrecy, dishonesty, or other defenses around them to keep themselves safe from perceived catastrophes such as loneliness and rejection.
   True  False

2. Johari Window deals with two factors: people's understanding of themselves and the way they interact with others based on that level of understanding.
   True  False

3. The four panes of the Johari Window will always remain same in size for almost all the relationships.
   True  False

4. Usually most people's open pane is quite large when they meet strangers.
   True  False

5. The hidden pane of the Johari Window contains information about that you are aware of but hide from other people.
   True  False

6. The blind pane of the Johari Window can be very disturbing to those who believe that the personality traits that are hidden from them are invisible to others also.
   True  False

7. Most of the time people withhold information for reasons such as avoiding feelings of inadequacy or seeking safety from people who might challenge them.
   True  False

8. Personal growth is one of the positive byproducts of self-disclosure.
   True  False

   True  False
10. Author John Powell identified five general levels of self-disclosure: cliché conversation, reporting the facts about others, expressing ideas and judgments, the 'gut' level, and peak communication.
   True  False

11. At gut-level communication, you are beginning to apply genuine self-disclosure.
   True  False

12. When people communicate at gut level in work environments, it translates into greater efficiency and productivity throughout the organization.
   True  False

13. The first step in dealing with fear is to decide how to respond to it.
   True  False

14. One of the ways to deal with the fear of disclosure is to consider the worst case scenario as a possible outcome.
   True  False

15. Over-disclosing often happens when a person feels socially awkward and is trying to make conversation.
   True  False

**Multiple Choice:**

16. What is the Johari Window?
   A. It is a simple yet powerful model to support the information on managing the mentoring process.
   B. It is a tool for self-understanding that illustrates the ways of relating to others.
   C. It is a four dimensional questionnaire designed to measure emotional preferences in people.
   D. It is a management tool based on four behavioral dimensions and explains leadership styles.

17. What does the responses in Johari Window panes deal with?
   A. Issues of clinical nature in organizations.
   B. The alter ego states that people are made up of.
   C. People's understanding of themselves.
   D. The ulterior, crossed and parallel transactions between people.
18. How can the open pane in the Johari Window increase in size?
A. The pane becomes larger through uncovering of more and more of your forgotten, blocked, or repressed childhood memories.
B. The pane becomes larger by having cliché conversations with everyone you meet.
C. The pane size increases as your friendship develops and you desire to be known and understood.
D. The pane increases as you analyze your dreams, fantasies, and even slips of tongue.

19. John had never played a musical instrument in his life. His roommate is an expert guitarist. After hearing his roommate practice the guitar several times, John asked if he could try playing the instrument. His roommate was surprised at how easily John picked up the basic chords. He complimented John several times, which surprised John because he didn't think he played very well. This is an example of information contained in the:
A. open pane.
B. blind pane.
C. unknown pane.
D. hidden pane.

20. Why is the unknown pane more exciting than the blind pane?
A. Because most information in this pane is the crucial element in building trust in your relationships.
B. Because it can become larger by continuously showing more and more of inner feelings to people you meet.
C. Because this pane increases your desire to be known and understood by others.
D. Because increased awareness in this pane can help you open the avenues of self-knowledge and make changes in your life.

21. When people say that someone is ‘real’ or ‘seems real’, what are they referring to?
A. That the person is good at self-disclosure.
B. That the person has a strong ‘need’ to get along with people.
C. That the person is driven by strong sense of approval seeking from others.
D. That the person derives his purpose from pleasing others.
22. What is a legitimate reason for withholding personal information?
A. Withholding information in order to feel safe from people who might challenge you.
B. Withholding information in order to avoid the fear that you are not lovable.
C. Withholding information in order to avoid feelings of inadequacy.
D. Withholding information in order to protect other people's feelings.

23. Why do people pull back from self-disclosure?
A. Because it allows them to know themselves and others around them better.
B. Because they are trying to create high self-awareness which requires them to spend time in solitude.
C. Because they have learned very early to shut away large parts of themselves in the hidden pane.
D. Because it is very difficult to deal with the repressed childhood experiences.

24. Which psychologist wrote that the purpose of self-disclosure is to own one's own feelings, claiming one's own secrets in a way that allows people to be aware of them and content in them?
A. Carl Rogers
B. Alfred Adler
C. Frederick Perls
D. Robert E. Levasseur

25. In which level of communication do you begin to apply genuine self-disclosure?
A. Cliché conversation
B. Gut level communication
C. Expressing ideas and judgments
D. Reporting facts about others

26. Which of the following is a benefit of gut level communication?
A. A risk free and non-threatening conversation occurs.
B. People understand themselves better.
C. Almost perfect mutual empathy occurs.
D. Occurrence of peak communication on a regular basis.
27. How do assumptions and hunches we have about others affect us?
A. Keep us from operating in the real world.
B. We lose self respect.
C. They stop us from expressing our ideas and judgments.
D. We bring out honesty in others.

Fill in the Blank:

28. If you are shy or secretive, your _____ pane might be quite large.

29. Psychologist _____ wrote that the purpose of self-disclosure is to own one's own feelings, claiming one's own secrets in a way that allows people to be aware of them and content in them.

30. The first step in dealing with fear is to look at exactly _____.

Short Answer Question (3 points):

31. According to the text, summarize what does Dr. Susan Jeffers says about fear in her book *Feel the Fear and Do It Anyway*. 