

Instructor's Manual and Test Bank

for

Engleberg/Wynn

THINK Communication

Second Edition

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CHAPTER 3

Adapting to Others

3.1 MULTIPLE CHOICE

Ans: e
Page: 44
Difficulty: 2

- 3.1-1. Which of the following groups of people is a co-culture?
- a. Navaho tribal member
 - b. African Americans
 - c. Irish Americans
 - d. Muslim Americans
 - e. all of the above

Ans: a
Page: 45
Difficulty: 2

- 3.1-2. People who believe that their culture is better than other cultures or that their culture should be the role model for other cultures would be classified as
- a. ethnocentric.
 - b. discriminatory.
 - c. prejudiced.
 - d. stereotypical.
 - e. racist.

Ans: e
Page: 46
Difficulty: 2

- 3.1-3. If you have biased beliefs about a group of people that are not based on direct experience and firsthand knowledge or have irrational feelings of dislike for certain groups, you would be classified as
- a. racist.
 - b. stereotypical.
 - c. ethnocentric.
 - d. discriminatory.
 - e. prejudiced.

Ans: b
Page: 46
Difficulty: 2

- 3.1-4. Numerous studies searching for scientific proof of biological differences among racial groups have reached the following conclusion:
- a. there are only three identifiable races: European, African, and Asian.
 - b. 99.9 percent of DNA sequences are common to all humans.
 - c. the human species, homo sapiens, had its origins in China.
 - d. there are only three pure races: European, African, and Asian.
 - e. all of the above are true.

Ans: e
Page: 49
Difficulty: 2

- 3.1-5. Which of the following religions is the oldest?
- a. Christianity
 - b. Islam
 - c. Judaism
 - d. Buddhism
 - e. Hinduism

Ans: a
Page: 49
Difficulty: 2

- 3.1-6. _____ is a monotheistic religion (belief in one God) just like Christianity.
- Islam
 - Hinduism
 - Buddhism
 - Daoism
 - Shinto's

Ans: d
Page: 49–51
Difficulty: 3

- 3.1-7. According to Hofstede's dimensions of culture, the United States can be classified as a(n) _____ nation.
- collectivist, low power distance, and feminine
 - individualistic, high power distance, and masculine
 - individualistic, low power distance, and feminine
 - individualistic, low power distance, and masculine
 - collectivist, low power distance, and masculine

Ans: a
Page: 50
Difficulty: 1

- 3.1-8. In a collectivist culture,
- there is greater readiness to cooperate with others.
 - individual uniqueness is an important value.
 - independence is worth pursuing.
 - personal achievement is rewarded.
 - none of the above is characteristic of a collectivist culture.

Ans: d
Page: 50
Difficulty: 1

- 3.1-9. Collectivist cultures place greater value on
- uncertainty.
 - esteem and self-actualization.
 - personal freedom.
 - collaboration and cooperation.
 - competition.

Ans: c
Page: 50
Difficulty: 2

- 3.1-10. _____ is the most individualistic country or region in the world.
- Guatemala
 - Indonesia
 - United States
 - Pakistan
 - West Africa

Ans: a
Page: 50
Difficulty: 2

- 3.1-11. Which of the following cultural dimensions is ranked very high in the United States?
- individualism
 - collectivism
 - high power distance
 - low power distance
 - high context

Test Bank

Ans: b
Page: 50–51
Difficulty: 3

- 3.1-12. According to Hofstede, the people of Malaysia, Guatemala, the Philippines, and Mexico live in a(n) _____ culture.
- individualistic
 - high power distance
 - low power distance
 - feminine
 - monochronic

Ans: b
Page: 50–51
Difficulty: 1

- 3.1-13. In low power distance cultures,
- people accept differences in power as normal.
 - people believe that all people are created equal.
 - people of privilege and wealth have much more power.
 - people accept and rarely challenge authority.
 - the government, corporations, and religious authorities may dictate rules of behavior and have the power to ensure compliance.

Ans: b
Page: 51
Difficulty: 2

- 3.1-14. Which of the following countries is the lowest power distance culture?
- Malaysia
 - Denmark
 - Guatemala
 - Philippines
 - Mexico

Ans: d
Page: 51
Difficulty: 2

- 3.1-15. Which cultural dimension would be characterized by the following components: (1) Subordinates should be consulted; (2) Privileges and status symbols are frowned upon, (3) Parents treat their children as equals, and (4) Teachers expect students to express their opinions in class?
- individualism
 - collectivism
 - polychronic
 - low power distance
 - high power distance

Ans: e
Page: 51
Difficulty: 1

- 3.1-16. In masculine societies,
- men are supposed to be assertive and tough.
 - men are supposed to focus on material success.
 - women are supposed to be modest and tender.
 - women are supposed to be more concerned with the quality of life.
 - all of the above are characteristics of a masculine society.

Ans: a
Page: 51–52
Difficulty: 3

- 3.1-17. In high context cultures, messages are
- implicit.
 - explicit.
 - objective.
 - factual.
 - direct.

- | | |
|---|--|
| <p>Ans: b
Page: 51–52
Difficulty: 2</p> | <p>3.1-18. People who share beliefs such as “The duck that squawks gets shot,” or “Seeing is better than hearing,” would be characterized as members of a(n) _____ culture.</p> <ul style="list-style-type: none"> a. individualistic b. high context c. polychronic d. low uncertainty e. high power |
| <p>Ans: d
Page: 51–52
Difficulty: 2</p> | <p>3.1-19. Which of the following statements would be made by someone from a low context culture?</p> <ul style="list-style-type: none"> a. I rely on facial expressions to interpret what others mean. b. Feelings are a valuable source of information. c. I try to maintain harmony in my communication with others. d. I like to be accurate, clear, and direct when I talk to others. e. I communicate in an indirect fashion. |
| <p>Ans: b
Page: 52
Difficulty: 2</p> | <p>3.1-20. According to Hofstede’s dimensions of culture, which country is ranked number one in terms of masculine values?</p> <ul style="list-style-type: none"> a. U.S.A. b. Japan c. Italy d. Mexico e. Israel |
| <p>Ans: b
Page: 52
Difficulty: 2</p> | <p>3.1-21. All of the following are high-context cultures <i>except</i></p> <ul style="list-style-type: none"> a. Chinese. b. German. c. Mexican American/Latino. d. African American. e. South Korean. |
| <p>Ans: e
Page: 53
Difficulty: 2</p> | <p>3.1-22. Which of the following assumptions forms the basis for Muted Group Theory?</p> <ul style="list-style-type: none"> a. Powerful, wealthy groups at the top of a society determine who will communicate and be listened to. b. Women perceive the world differently than men because of traditional divisions of labor. c. Women’s freedom of expression is limited by men’s dominance. d. Women must transform their behavior in order to participate fully in society. e. All of the above. |
| <p>Ans: d
Page: 53
Difficulty: 2</p> | <p>3.1-23. There are more monochronic cultures in</p> <ul style="list-style-type: none"> a. Central and South America. b. Asia. c. Southern Africa. d. Northern Europe and North America. e. Northern Africa. |

Test Bank

Ans: e
Page: 54
Difficulty: 2

- 3.1-24. Mindfulness requires
- paying attention to how you and another person communicate.
 - observing what is happening as it happens, without forming opinions or taking sides.
 - recognizing stereotypical thinking and prejudice.
 - understanding what you are experiencing inside yourself (body, mind, heart, spirit).
 - all of the above.

Ans: d
Page: 56
Difficulty: 2

- 3.1-25. Howard Giles' Communication Accommodation Theory
- advocates mindfulness.
 - contrasts Western and Asian ways of thinking.
 - explains why collectivist and individualistic cultures have difficulty reaching agreement.
 - claims that when another group is attractive and powerful, we adapt our communication style to their speech behaviors and norms.
 - contends that ethnocentrism and stereotyping leads to racism.

3.2 TRUE/FALSE

Ans: true
Page: 44
Difficulty: 1

- 3.2-1. A co-culture exists within mainstream society.

Ans: false
Page: 44
Difficulty: 2

- 3.2-2. The term *culture* is limited to a person's country of origin, skin color, or ancestral heritage.

Ans: true
Page: 44
Difficulty: 1

- 3.2-3. A culture is a learned set of shared interpretations about beliefs, values, and norms which affect the behaviors of a relatively large group of people.

Ans: false
Page: 45
Difficulty: 2

- 3.2-4. Ethnocentrism is a belief based on generalizations about a group of people that oversimplify their characteristics.

Ans: true
Page: 45
Difficulty: 2

- 3.2-5. A study of college students found that in the mid-1990s, African Americans were stereotyped as lazy and loud; Jews were described as shrewd and intelligent.

Ans: true
Page: 46
Difficulty: 2

- 3.2-6. Prejudices are positive or negative attitudes about an individual or cultural group based on little or no direct experience with that person or group.

Ans: true
Page: 46
Difficulty: 1

- 3.2-7. Most prejudices are negative.