**Study Guide**

**Social Psychology**

**Chapter 5: The Self**

**Terms**

**Auto-motive theory Better-then-average effect**

**Gender identity Generalized other**

**Ideal self (ought & wish) Looking-glass self**

**Possible self Real self**

**Reflected appraisals Self**

**Self-awareness Self-concept**

**Self-discrepancy theory Self-esteem movement**

**Self-perception Self-regulation**

**Social comparison Social role theory**

**Questions**

1. How is gender defined?

 2. What is the difference between self and self-concept?

 3. Are gender differences exaggerated or discounted by feminists?

 4. Are all gender differences biological?

 5. Describe the dot-of-rouge experiment. What is it a test for? How does the toddler let us know that he or she has attained self-awareness? At about what age do they do this?

 6. How do preschoolers describe themselves when asked?

 7. When during development does the self-description shift to internal traits and abilities?

 8. What is the most self-conscious time of life?

 9. How does our view of self change in adulthood as we get older?

10. What was the goal of the self-esteem movement? Primarily, where was it propagated?

11. What attitudes were taught in the SE movement?

12. What attitudes were ignored in the SE movement?

13. Did the self-esteem movement deliver the behavioral changes that it promised?

14. What negative attitude changes did it create?

15. What are the three ways that we come to know the self?

16. What is one factor causing the gap between actual and reflected appraisals?

17. What is “ignorance of ignorance”?

18. What happens as we become more self-aware?

19. What happens if self-awareness leads to a positive outcome? What happens if it leads to a negative outcome?

20. How do you deal with a negative outcome (2 ways)?

21. What is one way of starting to adjust your behavior?

22. What do you objectively assess about a goal before pursuing it?

23. What activates a goal?