

Mid-Term Exam • COM 101 • Spring 2017
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IS TOTAL WRONG
FOR CLASS

- 1) Which term best describes the process by which signs, symbols, and behaviors are used to exchange information and create meaning? (3)
A. Interaction
B. Communication
C. Talking
D. Feedback
- 2) Which answer best describes the needs we look for in our interactions and relationships with others? (2)
A. Relational
B. Spiritual
C. Instrumental
D. Cultural
- 3) Kyle enjoys having philosophical discussions about the meaning of life in which he often touches upon his own sense of purpose. These discussions meet what needs for Kyle? (1)
A. Physical needs
B. Instrumental needs
C. Symbolic needs
D. Spiritual needs
- 4) Most of the communication we engage in daily is routine and not emotionally charged, thus helping us to achieve _____ needs. (12)
A. Connotative
B. Instrumental
C. Spiritual
D. Relational
- 5) Which of the following terms refers to the way we use time? (8)
A. Chronemics
B. Proxemics
C. Kinesics
D. Olfactics
- 6) When you put your idea in the form of language or a gesture that the receiver can understand, you are _____ the message. (11)
A. decoding
B. abstracting
C. encoding
D. interpreting
- 7) Which of the following is the study of spatial use? (13)
A. Olfactics
B. Haptics
C. Proxemics
D. C-PAP
- 8) Yani is on the phone with her mother, who is explaining how to prepare dinner for the family. Yani is distracted by a Twitter post. As dinner time nears, Yani realizes she has no idea how to cook the meal her mother instructed her to do. During the conversation with her mother Yani was experiencing what type of noise? (17)
A. Spiritual
B. Psychological
C. Collectivistic
D. Practical
- 9) Wayne and Lindsey go on a blind date, and they both enjoy themselves. At the end of the evening, Wayne tells Lindsey he will call her "soon." Lindsey expects to hear from Wayne by the next day, as that is what "soon" means to her, but he does not call for three weeks. Lindsey most likely made an error during which stage of the communication process? (4)
A. Noise
B. Decoding
C. Reloading
D. Channeling
- 10) Many deaf populations have certain values and customs that differ from those of hearing populations, including social customs, thus making them members of the same (3)
A. Culture or Co-Culture
B. Proxemic
C. Olfactic
D. Fragment
- 11) Which term best classifies the role of the U.S. flag and the bald eagle in United States culture? (1)
A. Norms
B. Low Context
C. Symbols
D. Gestures
- 12) Which best describes the standards by which a culture judges what is good, desirable, or beautiful? (2)
A. Olfactics
B. Values
C. Gestures
D. Language

- 13) Which of the following describes the rules or expectations that guide people's behavior within a culture?
 A. Norms
 B. Instrumental Needs
 C. Symbols
 D. Bismol
 (2)
- 14) Perry, a U.S. American student, and Sun Yi, his girlfriend from Taiwan, are arguing. While Perry expresses himself loudly, Sun Yi tries a less aggressive approach. They both grow more and more frustrated, as Perry thinks Sun Yi won't address the conflict directly and Sun Yi thinks Perry is behaving selfishly. What perceptual influence could be at work in this situation?
 A. Primacy
 B. Symbols
 C. Culture
 D. Ragtime
 (3)
- 15) Chin believes her primary responsibility is to her family, community and employer. She considers the needs of her family, friends, and co-workers more important than her own needs. This example illustrates what type of culture?
 A. Collectivistic
 B. Irresponsible
 C. Low power-distance
 D. Monochronic
 (6)
- 16) Research shows that the U.S., Canada, Great Britain, and Australia are the most highly
 A. Abstract Cultures
 B. Collectivistic Cultures
 C. Stereotypical
 D. Individualistic Cultures
 (8)
- 17) The only reason English speakers use the word *dog* when it doesn't actually look or sound like one is because they have agreed to give the word *dog* that particular meaning, thus showing the _____ nature of language.
 A. Static
 B. Fixed
 C. Rule-Governed
 D. Arbitrary
 (11)
- 18) Patrick indicates size with his hands while describing the fish he caught. His body motions are
 A. taking the place of words or phrases
 B. expressing control
 C. displaying ambiguity
 D. regulating communication
 (4)
- 19) Much of what we learn about what someone is thinking or how they are feeling comes not through listening to their words but through observing their body language and other behaviors. Body language is an example of what kind of communication?
 A. Verbal
 B. Filler Words
 C. Denotative
 D. Non-verbal
 (2)
- 20) When you learn a new language, you must also learn new _____ rules, so you know the correct pronunciation of words.
 A. Pragmatic
 B. Recency
 C. Phonological
 D. A and B above
 (16)
- 21) Ross and Emma have been dating for a few months. One evening, Ross tells Emma he loves her, by which he means he likes spending time with her and enjoys her company. Emma understands this word to mean Ross is going to stay with her forever and she can plan on a long-term commitment. Which term refers to a difference in meaning, like that of the word *love*?
 A. Definition
 B. Literal
 C. Denotative
 D. Connotative
 (15)
- 22) Researchers identify symmetry and proportionality as primary contributors to facial
 A. Ambiguity
 B. Expressions
 C. Attractiveness
 D. Selective Planning
 (11)
- 23) If Marissa thinks about the events of last evening while she is listening to a classroom lecture, these thoughts would be considered
 A. Noise
 B. Feedback
 C. Music
 D. Channels
 (5)
- 24) The saying "opposites attract" might seem true because we are often attracted by
 A. Noise
 B. Money
 C. Complementarity
 D. Similarity
 (2)

- 25) If you can trace the progression of an idea from living creatures, to animals, to mammals, to canines, to cocker spaniels, to your pet named Lucy, what are you following?
 A. Semantics
 B. Ambiguity
 C. The Sapir-Whorf Hypothesis
 D. The Ladder of Abstraction (12)
- 26) Shaking hands with someone upon meeting them is an example of _____ touch in North America.
 A. Selective
 B. Affectionate
 C. Ritualistic (6)
 D. Material
- 27) Which of the following strategies encourages you to identify as many ideas as possible without stopping to evaluate them?
 A. Brainstorming (0)
 B. Creating
 C. Interpreting
 D. Listening
- 28) _____ sensitive speakers recognize that many minorities have histories of social, economic, or political oppression.
 A. Rhetorically
 B. Culturally (6)
 C. Monochronic
 D. Connotative
- 29) Certified public accountants can influence their client's financial decisions because they are perceived as having
 A. Expert power
 B. Legitimate power (4)
 C. Flower power
 D. Coercive power
- 30) Believing that your culture is better than another is known as
 A. Egocentrism
 B. Ethnocentrism (11)
 C. Patriotism
 D. Altruism
- 31) What term describes the scenario in which each group member influences, and is influenced, by every other group member?
 A. Abstraction
 B. Interdependence (8)
 C. Expert power
 D. All of the above
- 32) Language whose technical meaning is understood by people within a given culture or co-culture but not necessarily by those outside it is what type of communication code?
 A. Jargon (9)
 B. Symbols
 C. Abstraction
 D. Norms
- 33) In individualistic cultures, the _____ is valued more than the _____. (Choose a word pair from below that completes both blanks.)
 A. Individual/Group (2)
 B. Individual/Regulators
 C. Social World/Familial World
 D. Concept/Image
- 34) Idioms are
 A. Words that describe something that can be sensed
 B. Our personal symbolic system (5)
 C. People with a low IQ
 D. Expressions whose meaning differs from the literal meanings
- 35) Low power distance cultures are characterized by
 A. leaders who are feared and respected
 B. great differences in power distribution
 C. an equal distribution of power (10)
 D. polite forms of language and address
- 36) A string quartet and the cast of *Saturday Night Live* are both examples of how small groups can effectively work together to do which of the following?
 A. Promote social networking
 B. Create art and expression (9)
 C. Help us learn
 D. Compete
- 37) Some small groups communicate _____ because their members are located in different cities or countries and face-to-face communication is difficult or impossible.
 A. artistically
 B. patriotically
 C. online (0)
 D. coercively
- 38) We join study groups because small groups can
 A. help us learn
 B. exercise coercive power (3)
 C. promote social networking
 D. none of the above

- 39) Alcoholics Anonymous is an example of a _____ group.
 A. support (1)
 B. task
 C. relational
 D. maintenance
- 40) In which phase of socialization does a group acquire its own identity, where members think of themselves not as "you and me" but as "we"?
 A. Anticipatory
 B. Antecedent
 C. Assimilation (9)
 D. Encounter
- 41) Which word best describes the belief that each member in a group brings a different set of ideas, experiences, insights, and values to bear on a discussion?
 A. Synergy
 B. Personalities
 C. Diversity (7)
 D. Authority rule
- 42) Which of the following is NOT an example of a group decision?
 A. A faculty committee choosing what textbook to use
 B. A jury deciding if a defendant is guilty
 C. A shouting match at a Donald Trump rally (4)
 D. Cardinals in the Catholic Church choosing a new pope
- 43) The major advantage of _____ over brainstorming is that it can encourage participation from members who might be uncomfortable contributing their ideas aloud.
 A. consensus
 B. nominal group technique (11)
 C. expert power
 D. all of the above
- 44) When a group reaches _____, there is general agreement of support for a decision.
 A. ambiguity
 B. voting
 C. stalemate
 D. consensus (10)
- 45) If someone says "Let's take a vote" when a group decision is looming, he or she is probably recommending what type of decision making by the group?
 A. Stalemate
 B. Expert opinion
 C. Majority rule (2)
 D. Authority Rule
- 46) _____ works on the principle that some people have better judgment or more informed opinions on specific topics or matters than others.
 A. Minority rule
 B. Consensus
 C. Authority rule
 D. Expert opinion (5)
- 47) Some researchers have suggested that people who are high _____ are able to perceive the needs of others in a group and adapt their own behavior to meet those needs, which can lead to leadership emergence.
 A. on drugs
 B. self-monitors (4)
 C. idiom speakers
 D. paid employees
- 48) Which type of power is most likely to become abusive if misused?
 A. Expert
 B. Solar
 C. Referent
 D. Coercive (14)
- 49) _____ power stems from having expertise in a particular area.
 A. Coercive
 B. Legitimate
 C. Expert (3)
 D. Referent
- 50) Regardless of what forms of power we possess, each of us exercises power that is limited to particular people in particular situations, because power
 A. requires brainstorming
 B. is coercive
 C. is relative (15)
 D. requires followers