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College®

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Before You Choose This UExcel Exam

Uses for the Examination

• Excelsior College, the test developer, recommends granting three (3) semester hours of lower-level undergraduate credit to students who receive a letter grade of C or higher on this examination. The examination may be used to help fulfill a core requirement for the Communication Studies major, as a Humanities general education course, or as a free elective for all Excelsior College degree programs that allow for free electives.

• Other colleges and universities also recognize this exam as a basis for granting credit or advanced standing.

• Individual institutions set their own policies for the amount of credit awarded and the minimum acceptable grade.

Exam-takers who have applied to Excelsior College should ask their academic advisor where this exam fits within their degree program.

Exam-takers not enrolled in an Excelsior College degree program should check with the institution from which they wish to receive credit to determine whether credit will be granted and/or to find out the minimum grade required for credit. Those who intend to enroll at Excelsior College should ask an admissions counselor where this exam fits within their intended degree program.

Examination Length and Scoring

The examination consists of approximately 140 questions, most of which are multiple choice; for samples of all the item types on this exam, see the sample items in the back of this guide. Some items are unscored, pretest items. The pretest items are embedded throughout the exam and are indistinguishable from the scored items. You will have three (3) hours to complete the examination. Your score will be reported as a letter grade.

UExcel Exam Resources

Excelsior College Bookstore

The Excelsior College Bookstore offers recommended textbooks and other resources to help you prepare for UExcel exams.

The bookstore is available online at: www.excelsior.edu/bookstore

UExcel Practice Exams

The official UExcel practice exams are highly recommended as part of your study plan. Once you register for your UExcel exam, you are eligible to purchase the corresponding practice exam, which can be taken using any computer with a supported Web browser. Each practice exam includes two forms that you may take within a 180-day period.
Excelsior College Library

Enrolled Excelsior College students can access millions of authoritative resources online through the Excelsior College Library. Created through our partnership with the Sheridan Libraries of The Johns Hopkins University, the library provides access to journal articles, books, websites, databases, reference services, and many other resources. Special library pages relate to the nursing degree exams and other selected exams. To access it, visit www.excelsior.edu/library (login is required).

Our library provides:

- 24/7 availability
- The world’s most current authoritative resources
- Help and support from staff librarians

Online Tutoring

Excelsior College offers online tutoring through SMARTTHINKING™ to connect with tutors who have been trained in a variety of academic subjects. To access SMARTTHINKING, go to www.excelsior.edu/smartthinking. Once there, you may download a copy of the SMARTTHINKING Student Handbook as a PDF.

MyExcelsior Community

MyExcelsior Community enables Excelsior College students and alumni to interact with their peers online. As members, students can participate in real-time chat groups, join online study groups, buy and sell used textbooks, and share Internet resources. Enrolled students have automatic access from their MyExcelsior page. Visit www.excelsior.edu/myexcelsiorcommunity.

Preparing for UExcel Exams

How Long Will It Take Me to Study?

A UExcel exam enables you to show that you’ve learned material comparable to one or more 15-week college-level courses. As an independent learner, you should study and review as much as you would for a college course. For a 3-credit course in a subject they don’t know, most students would be expected to study nine hours per week for 15 weeks, for a total of 135 hours.

Study Tips

Become an active user of the resource materials. Aim for understanding rather than memorization. The more active you are when you study, the more likely you will be to retain, understand, and apply the information.

The following techniques are generally considered to be active learning:

- preview or survey each chapter
- highlight or underline text you believe is important
- write questions or comments in the margins
- practice re-stating content in your own words
- relate what you are reading to the chapter title, section headings, and other organizing elements of the textbook
- find ways to engage your eyes, your ears, and your muscles, as well as your brain, in your studies
- study with a partner or a small group (if you are an enrolled student, search for partners on MyExcelsior Community)
- prepare your review notes as flashcards or create recordings that you can use while commuting or exercising

When you feel confident that you understand a content area, review what you have learned. Take a second look at the material to evaluate your understanding. If you have a study partner, the two of you can review by explaining the content to each other or writing test questions for each other to answer. Review questions from textbook chapters may be helpful for partner or individual study, as well.
Using UExcel Practice Exams

We recommend taking the first form of the practice exam when you begin studying, to see how much you already know. After taking the first practice exam, check your performance on each question and find out why your answer was right or wrong. This feedback will help you improve your knowledge of the subject and identify areas of weakness that you should address before taking the exam. Take the second form of the practice exam after you have finished studying. Analyze your results to identify the areas that you still need to review.

Although there is no guarantee, our research suggests that students who do well on the practice exams are more likely to pass the actual exam than those who do not do well (or do not take advantage of this opportunity).

Preparing for This Exam

Prior Knowledge

No prior knowledge in interpersonal communication is assumed.

Using the Content Outline

Each content area in the outline includes (1) the recommended minimum hours of study to devote to that content area and (2) the most important sections of the recommended resources for that area. These annotations are not intended to be comprehensive. You may need to refer to other chapters in the recommended textbooks. Chapter numbers and titles may differ in other editions.

This content outline contains examples of the types of information you should study. Although these examples are numerous, do not assume that everything on the exam will come from these examples. Conversely, do not expect that every detail you study will appear on the exam. Any exam is only a broad sample of all the questions that could be asked about the subject matter.

Using the Sample Questions and Rationales

Each content guide provides sample questions to illustrate those typically found on the exam. These questions are intended to give you an idea of the level of knowledge expected and the way questions are typically phrased. The sample questions do not sample the entire content of the exam and are not intended to serve as an entire practice test.

About Test Preparation Services

Preparation for UExcel® exams and Excelsior College® Examinations, though based on independent study, is supported by Excelsior College with a comprehensive set of exam learning resources and services designed to help you succeed. These learning resources are prepared by Excelsior College so you can be assured that they are current and cover the content you are expected to master for the exams. These resources, and your desire to learn, are usually all that you will need to succeed.

There are test-preparation companies that will offer to help you study for our examinations. Some may imply a relationship with Excelsior College and/or make claims that their products and services are all that you need to prepare for our examinations.

Excelsior College is not affiliated with any test preparation firm and does not endorse the products or services of these companies. No test preparation vendor is authorized to provide admissions counseling or academic advising services, or to collect any payments, on behalf of Excelsior College. Excelsior College does not send authorized representatives to a student’s home nor does it review the materials provided by test preparation companies for content or compatibility with Excelsior College examinations.

To help you become a well-informed consumer, we suggest that before you make any purchase decision regarding study materials provided by organizations other than Excelsior College, you consider the points outlined on our website at www.excelsior.edu/testprep.
**Recommended Resources for the UExcel Exam in Interpersonal Communication**

The study materials listed below are recommended by Excelsior College as the most appropriate resources to help you study for the examination. For information on ordering from the Excelsior College Bookstore, see page 1 of this guide. You may also find resource materials in college libraries. Public libraries may have some of the textbooks or may be able to obtain them through an interlibrary loan program.

You should allow sufficient time to obtain resources and to study before taking the exam.

**Textbooks**

This textbook was used by the examination development committee to verify all questions on the exam.


This textbook was identified by the examination development committee as a resource to help you gain a deeper understanding of the subject.


These study materials may be purchased from the Excelsior College Bookstore.

**Open Educational Resources**

Many colleges and universities have free versions of their courses available through iTunes U.

iTunes U: Interpersonal Communication SPCH 3350 2009 from East Tennessee State University

OER Commons, Connexions (free PDF download)
https://www.oercommons.org/courses/listening-the-heart-of-interpersonal-communication

**Reducing Textbook Costs**

Many students know it is less expensive to buy a used textbook, and buying a previous edition is also an option. The Excelsior College bookstore includes a buyback feature and a used book marketplace, as well as the ability to rent digital versions of textbooks for as long as students need them. Students are encouraged to explore these and the many other opportunities available online to help defray textbook costs.
General Description of the Examination

The UExcel Interpersonal Communication examination is based on material typically taught in a one-semester lower-level course in interpersonal communication. The content of the examination corresponds to course offerings such as Human Communication Dynamics, Relational Communication, Communication in Everyday Life, Principles of Interpersonal Communication, and Effective Communication.

The examination measures knowledge of facts and terminology, understanding of concepts and theories, including verbal and nonverbal communication, relationship theories, and challenges to effective interpersonal communication, and the ability to apply this knowledge and understanding in evaluating and improving aspects of interpersonal communication.

No prior knowledge of interpersonal communication theory is required before beginning study for this exam.

Learning Outcomes

After you have successfully worked your way through the recommended study materials, you should be able to demonstrate the following learning outcomes:

1. Explain and differentiate among the three models of interpersonal communication.
2. Explain self, perception, and listening as they relate to interpersonal communication.
3. Identify, distinguish, and apply verbal and nonverbal messages in interpersonal interactions.
4. Explain the role of interpersonal communication in relationship growth, maintenance, and deterioration.
5. Recognize and manage the challenges to effective interpersonal communication.
6. Apply the concepts, principles, and theories in a variety of interpersonal contexts.
Content Outline

The content outline describes the various areas of the test, similar to the way a syllabus outlines a course. To fully prepare requires self-direction and discipline. Study involves careful reading, reflection, and systematic review.

The major content areas on the Interpersonal Communication examination, the percent of the examination, and the hours to devote to each content area are listed below.

<table>
<thead>
<tr>
<th>Content Area</th>
<th>Percent of the Examination</th>
<th>Hours of Study</th>
</tr>
</thead>
<tbody>
<tr>
<td>I. Basics of Interpersonal Communication</td>
<td>20%</td>
<td>27</td>
</tr>
<tr>
<td>II. Verbal and Nonverbal Communication</td>
<td>20%</td>
<td>27</td>
</tr>
<tr>
<td>III. Relationship Theories, Development, Maintenance,</td>
<td>20%</td>
<td>27</td>
</tr>
<tr>
<td>Deterioration, Repair, and Dissolution</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IV. Challenges to Effective Interpersonal Communication</td>
<td>20%</td>
<td>27</td>
</tr>
<tr>
<td>V. Application Principles in Interpersonal Communication Contexts</td>
<td>20%</td>
<td>27</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
<td></td>
</tr>
</tbody>
</table>

NOTE: Occasionally, examples will be listed for a content topic to help clarify that topic. However, the content of the examination is not limited to the specific examples given.

I. Basics of Interpersonal Communication

DeVito (2013)

Ch. 1, Foundations of Interpersonal Communication
Ch. 3, Perception of the Self and Others in Interpersonal Communication
Ch. 4, Listening in Interpersonal Communication
Ch. 8, Conversational Messages (section on self-disclosure, only)

A. Characteristics of interpersonal communication

1. Interdependent individuals
2. Relational nature
3. Exists on a continuum (impersonal vs. interpersonal)
4. Verbal and nonverbal messages
5. Varied forms
6. Differences in effectiveness

B. Elements of interpersonal communication

1. Source-receiver
2. Encoding-decoding
3. Messages
   a. Feedback
   b. Feedforward
4. Channels
5. Noise
   a. Physical
   b. Physiological
   c. Psychological
d. Semantic

6. Contexts
   a. Physical
   b. Temporal
   c. Social-psychological
   d. Cultural

7. Ethics

8. Competence

C. Principles of interpersonal communication
   1. Transactional process
   2. Purposes
   3. Ambiguity
   4. Symmetrical/complementary relationships
   5. Content and relationship dimensions
   6. Punctuated events
   7. Inevitability, irreversibility, and unrepeatability

D. Self
   1. Self-awareness
      a. Johari Window model
      b. Increasing/growing self-awareness
   2. Self-esteem (suggestions for improvement)
   3. Self-affirmation and self-affirmation statements
   4. Self-disclosure
      a. Influences
      b. Dyadic effects
      c. Rewards and dangers
      d. Guidelines for self-disclosure

E. Perception
   1. Stages of perception
      a. Stimulation
         1) Selective attention
         2) Selective exposure
      b. Organization
         1) Rules
   2) Schemata
   3) Scripts
   c. Interpretation-evaluation
   d. Memory
   e. Recall

2. Impression formation
   a. Self-fulfilling prophecy
   b. Implicit personality theory and the halo effect
   c. Perceptual accentuation
   d. Primacy-recency
   e. Consistency
   f. Attribution of control
      1) Self-serving bias
      2) Overattribution
      3) Fundamental attribution error
   g. Increasing accuracy
      1) Analyzing impressions
      2) Perception checking
      3) Cultural sensitivity

3. Impression management strategies
   a. Immediacy
   b. Affinity-seeking
   c. Credibility
   d. Self-handicapping
   e. Self-deprecating
   f. Self-monitoring
   g. Influencing
   h. Image-confirming

F. Listening
   1. Stages of listening
      a. Receiving
      b. Understanding
      c. Remembering
      d. Evaluating
      e. Responding
   2. Barriers to effective listening
3. Culture, gender, and listening

4. Effective listening
   a. Empathy/objective
   b. Critical/nonjudgmental
   c. Surface/depth
   d. Active/inactive

II. Verbal and Nonverbal Communication

DeVito
Ch. 5, Verbal Messages
Ch. 6, Nonverbal Messages
Ch. 8, Conversational Messages

A. Verbal communication
   1. Principles of verbal messages
      a. Packaging
      b. Meanings created in people
      c. Denotative and connotative
      d. Levels of abstraction
      e. Politeness variations and netiquette
      f. Criticism/praise
      g. Assertiveness variations
      h. Confirmation
      i. Disconfirmation
         1) Ableism
         2) Racism
         3) Heterosexism
         4) geism
         5) Sexism
      j. Cultural identifiers and cultural sensitivity
         1) Race and nationality
         2) Affectional orientation
         3) Age
         4) Sex
   2. Guidelines for using verbal messages
      a. Use
         1) Extensional orientation
         2) Non-allness
         3) Distinction between facts and inferences
         4) Discrimination
         5) Discussion about middle ground
         6) Updated messages
      b. Avoid
         1) Intensional orientation
         2) Allness
         3) Fact-inference confusion
         4) Indiscrimination
         5) Polarization
         6) Static evaluation

B. Nonverbal communication
   1. Nonverbal definition
   2. Nonverbal channels
      a. Body communication/kinesics and appearance
      b. Facial communication
      c. Eye communication, avoidance, and pupil dilation
      d. Touch communication/haptics
      e. Paralanguage
      f. Silence
      g. Spatial messages and territoriality/proxemics
      h. Artifactual communication
      i. Temporal communication/chronemics
   3. Nonverbal functions
      a. Forming and managing impressions (including expressiveness)
      b. Forming and defining relationships
      c. Structuring conversation and social interaction
      d. Influencing and deceiving
      e. Expressing emotions
4. Nonverbal communication and culture
   a. Culture and gestures
   b. Culture and facial expressions
   c. Culture and eye communication
   d. Culture and touch
   e. Culture, paralanguage, and silence
   f. Culture and colors
   g. Culture and time

5. Nonverbal taboos

6. Theories about space
   a. Protection
   b. Equilibrium
   c. Expectancy violations
   d. Immediacy
   e. Territorality

C. Conversation process and turn taking cues
   1. The five stage model of conversation
      a. Opening
      b. Feedforward
      c. Substance/focus (business)
      d. Feedback
      e. Closing
   2. Conversational management
      a. Initiation of a conversation
      b. Principles of maintaining conversations
      c. Closing conversations
      d. How to deal with unsatisfying conversational partners
   3. Conversational disclosure
      a. Influences
      b. Rewards and dangers
      c. Guidelines
   4. Organizational Conversation
      a. Formal
         1) Upward
         2) Downward
         3) Lateral
      b. Informal/grapevine

5. Conversational problems
   a. Preventing: disclaimers
   b. Repairing: excuses and apologies

III. Relationship Theories, Development, Maintenance, Deterioration, Repair, and Dissolution

| 20 PERCENT OF EXAM | 27 HOURS OF STUDY |

DeVito

Ch. 9, Interpersonal Relationship Stages, Theories, and Communication

Ch. 10, Interpersonal Relationship Types

A. Theories
   1. Models of relationship development
      a. DeVito’s six stage model of relationships
      b. Knapp’s model of interaction stages
   2. Attraction
   3. Relationship rules
   4. Relationship dialetics
   5. Social penetration
   6. Social exchange
   7. Equity
   8. Uncertainty reduction

B. Relationship development
   1. Relationship license
   2. Theories of relationship development

C. Relationship maintenance
   1. Functions
   2. Maintenance strategies
   3. Reasons for maintaining

D. Deterioration
   1. Models of relationship deterioration
      a. Knapp’s model of interactive stages
b. DeVito’s six stage model of relationships

2. Causes of break-ups
3. Effects of deterioration
4. Communication patterns during break-ups

E. Relationship repair
1. Interpersonal
2. Intrapersonal

F. Relationship dissolution
1. Reasons
2. Strategies

G. Dealing with a breakup

IV. Challenges to Effective Interpersonal Communication

DeVito

Ch. 3, Perception of the Self and Others in Interpersonal Communication (section on self-talk, only)

Ch. 7, Emotional Messages

Ch. 12, Interpersonal Conflict and Conflict Management

Ch. 13, Interpersonal Power and Influence

A. Conflict management
1. Conflict principles
2. Positive and negative outcomes
3. Five styles of conflict
   a. Competing
   b. Avoiding
   c. Collaborative
   d. Accommodating
   e. Compromising
4. Conflict within cultures
5. Stages of conflict management
6. Conflict management strategies
7. Verbal aggression and argumentativeness

B. Power
1. Types of power
   a. Coercive
   b. Reward
   c. Legitimate
   d. Expert
   e. Referent
   f. Information/persuasion
2. Verbal and nonverbal displays of power
3. Compliance gaining and compliance resistance strategies
4. Misuses of power and influence
   a. Sexual harassment
   b. Power plays

C. Emotion
1. Emotional intelligence
2. Influences of emotions
   a. Bodily reactions
   b. Mental evaluations and interpretations
   c. Cultural contexts
3. Self-talk
4. Principles of emotions and emotional messages
5. Obstacles to communicating emotions
6. Expressing emotions
7. Effectively communicating empathy
V. Application Principles in Interpersonal Communication Contexts

20 percent of exam | 27 hours of study

DeVito

Ch. 1, Foundations of Interpersonal Communication (section on computer-mediated communication, only)

Ch. 2, Culture and Interpersonal Communication

Ch. 8, Conversational Messages (section on online relationship theories, only)

Ch. 9, Interpersonal Relationship Stages, Theories, and Communication

Ch. 10, Interpersonal Relationship Types

A. Computer-mediated communication (CMC)
   1. Definition of computer-mediated communication
   2. Face-to-face vs. computer mediated
   3. Theories
      a. Social presence
      b. Social information processing

B. Family
   1. Definition of family
   2. Characteristics of families
      a. Roles
      b. Responsibilities
      c. History and future
      d. Shared space
   3. Family or marital types
      a. Traditional
      b. Independent
      c. Separate
   4. Family communication patterns
      a. Equality
      b. Balanced split
      c. Unbalanced split
      d. Monopoly
   5. Influence of culture, gender, and technology

C. Friends
   1. Definitional components
      a. Interdependence
      b. Mutual productivity
      c. Mutual positive regard
   2. Friendship types
      a. Association
      b. Receptivity
      c. Reciprocity
   3. Friendship needs
      a. Utility
      b. Affirmation
      c. Ego support
      d. Stimulation
      e. Security
   4. Friendship stages
      a. Contact
      b. Involvement
      c. Close/intimate
   5. Influence of culture, gender, and technology

D. Culture in interpersonal communication
   1. Nature of culture
      a. Definition
      b. Enculturation vs. acculturation
      c. Ethnic identity
      d. Beliefs and values
      e. Evolution vs. relativism
   2. Relevance of culture
      a. Demographic changes
      b. Cultural sensitivity
      c. Economic and political interdependence
      d. Technology/globalization
   3. Cultural differences
      a. Power distance
      b. Masculine/feminine
      c. High/low ambiguity tolerance
d. Individual/collective orientation

5. Intercultural communication
   a. Definition
   b. Model
   c. Strategies for improving intercultural communication

5. Disability and communication

E. Love/romantic relationships
   1. Definition
   2. Love types (for example: eros, ludus, storge, etc.)
   3. Love and communication
   4. Jealousy
   5. Influence of culture, gender, and technology

F. Workplace relationships (for example: romantic, mentoring, networking)

G. Relationship violence
   1. Definition
   2. Effects
   3. Alternatives
   4. Dealing with violence
Sample Questions

The sample questions give you an idea of the level of knowledge expected in the exam and how questions are typically phrased. They are not representative of the entire content of the exam and are not intended to serve as a practice test.

Rationales for the questions can be found on pages 17–22 of this guide. In that section, the correct answer is identified and each answer is explained. The number in parentheses at the beginning of each rationale refers to the corresponding section of the content outline. For any questions you answer incorrectly, return to that section of the content outline for further study.

1. Which statement best describes the transactional view of interpersonal communication?
   1) Communication is static.
   2) Communication is sequential between communicators.
   3) Communication occurs simultaneously between communicators.
   4) Communication flows in one direction at a time between speaker and listener.

2. A man’s relationship with his significant other is falling apart. He decides not to attend a party because he knows his partner will be there and will become argumentative. Which stage of Knapp’s model of relationship does this situation represent?
   1) avoiding
   2) circumscribing
   3) differentiating
   4) stagnating

3. Which relationship theory supports the idea that some people tend to be attracted to others with opposite personality characteristics?
   1) proximity
   2) reinforcement
   3) complementarity
   4) socioeconomic

4. Which theory predicts that an individual will end a friendship if the costs of the relationship outweigh the rewards of the friendship?
   1) equity
   2) relational dialectics
   3) social exchange
   4) social penetration

5. Which disengagement strategy does this statement represent?
   “I’m tired of doing everything to hold this relationship together! Your lack of effort and disregard for our relationship can’t continue! This relationship must end.”
   1) justification
   2) negative identity management
   3) de-escalation to reduce exclusivity
   4) behavioral de-escalation to reduce intensity
6. A person displays an argumentative communication style geared towards winning at all costs. Which conflict management style is this person exhibiting?
   1) avoiding
   2) blaming
   3) competing
   4) compromising

7. During a conversation, a man yells at his brother, “Yeah, well I’m not nearly as stupid as you.” Which conflict management strategy is being shown in this statement?
   1) blaming
   2) argumentativeness
   3) verbal assertiveness
   4) verbal aggression

8. An employee admires her supervisor, wants to be like her, and alters her behavior to identify with that of the supervisor. Which type of power does the supervisor have over this employee?
   1) coercive
   2) legitimate
   3) referent
   4) reward

9. Which speech form is revealed in this statement?
   “I think this is a really good idea, don’t you?”
   1) slang
   2) intensifier
   3) tag question
   4) self-critical statement

10. During a dispute between two neighbors, one rejects a neighbor’s request and refuses to comply. Which compliance resistance strategy does this situation represent?
    1) justification
    2) negotiation
    3) nonnegotiation
    4) identity management

BASE YOUR ANSWERS TO QUESTIONS 11–15 ON THE FOLLOWING INFORMATION:

During Internet chat sessions dedicated to baseball, Max and Susan began to realize that they had a lot in common. Max was new to chatting on line, and at first didn’t see his interaction with Susan as being meaningful. Eventually, however, Max became comfortable communicating with Susan in this new way. He was pleasantly surprised to find that it was just as personal as communicating with his friends in the “real” world.

Over time, Max and Susan’s conversations branched out beyond baseball into a variety of intimate topics. But Max and Susan soon realized that talking on line was somewhat impersonal, so they began talking on the phone, which increased their feelings of closeness. Because they were able to hear each other’s voices, they gained a better understanding of who the other person using this communication channel was, which offered more variety in language and tone of voice. They further discovered that they had even more common interests, and began sharing many personal insights.

Before long, Max and Susan’s relationship became obsessive and possessive. Many of Max and Susan’s friends complained that they were always together and no longer had time for other relationships outside their own. Some of their friends began to think their relationship was too intense, but Max and Susan didn’t care because they were afraid of losing each other.

11. Which communication theory explains why Max and Susan shifted their communication from on line to the telephone?
    1) social exchange
    2) social penetration
    3) social presence
    4) social information processing

12. Which theory explains why Max’s online relationship with Susan is similar in closeness to his relationship with his friends in face-to-face communication?
    1) social exchange
    2) social penetration
    3) social presence
    4) social information processing
13. Which stage of Knapp’s model is represented in the second paragraph of the scenario?
   1) bonding
   2) circumscribing
   3) differentiating
   4) intensifying

14. Why are Max and Susan primarily attracted to each other?
   They are attracted to each other primarily because of
   1) proximity.
   2) similarity.
   3) educational status.
   4) physical appearance.

15. On which type of love is Max and Susan’s relationship primarily based?
   1) agape
   2) eros
   3) ludus
   4) mania

16. What term denotes the process of communicating back to a sender what the receiver thinks the sender meant?
   1) hearing
   2) evaluating
   3) active listening
   4) empathic listening

17. Which action is an example of how a nonverbal message accents a verbal message?
   1) winking to indicate one is telling a lie
   2) signaling “okay” with a hand gesture
   3) looking longingly into someone’s eyes when saying, “I love you”
   4) vocalizing “ums” to indicate that one has not yet finished speaking

18. A student and a teacher have different understandings of the term examination. What does this say about meanings?
   1) Meanings are packaged.
   2) Meanings are in people.
   3) Meanings require metacommunication.
   4) Meanings between teacher and student can be polite.

19. Wearing appropriate dress to an interview reveals that a job seeker understands which aspect of nonverbal communication?
   1) adaptor
   2) immediacy
   3) influence
   4) body appearance

20. In the five stage model of conversation, at what stage does one person give another person a general idea of the conversation’s focus?
   During the
   1) opening
   2) feedforward
   3) business
   4) feedback

21. Two parents agree to share the family responsibilities. They mutually decide that the father will be responsible for child care and household chores, while the mother will be responsible for business and financial matters.

Which family communication pattern does this scenario represent?
   1) equality
   2) monopoly
   3) balanced split
   4) unbalanced split

22. Which type of relationship (couple or family) is characterized by both individuals holding similar attitudes, values, and philosophy of life?
   1) separate
   2) traditional
   3) independent
   4) separate-traditional
23. Which friendship type is typically short-lived?
   1) affirmation
   2) association
   3) receptivity
   4) reciprocity

24. Which impression management strategy tends to increase the chances that someone will be liked by others?
   1) credibility
   2) affinity-seeking
   3) self-monitoring
   4) image-confirming

25. A person is listening to a friend who is telling him that she just applied to a prestigious law school and is anxiously awaiting an acceptance letter. The next time this person sees his friend, he asks if she has heard from the school regarding her admission. What stage of listening is being demonstrated?
   1) hearing
   2) understanding
   3) remembering
   4) evaluating

26. Students in a class whine and moan when confronted with an unexpected pop quiz. Which communication method are the students exhibiting?
   1) haptics
   2) kinesics
   3) paralanguage
   4) persuasion

27. A person is discussing how much she likes her new car with a friend. She insists that the friend would be very happy if he purchased the same model. This exchange best represents which purpose of interpersonal communication?
   1) to learn
   2) to relate
   3) to help
   4) to influence
SECTION FOUR

Rationales

1. (IC1)
   1) A transactional model of interpersonal communication recognizes that people’s communication varies over time. Each communicator’s communication changes over time and does not remain stagnant.
   2) The interactive model of interpersonal communication portrays communication as a sequential process in which one person is a sender and another is the receiver.
   *3) In the transactional model of interpersonal communication, each person serves simultaneously as speaker and listener and communication is an interactive process.
   4) Linear models of interpersonal communication portray communication as flowing in only one direction, from the sender to a passive receiver.

2. (IIID1a)
   *1) Avoiding occurs when couples become physically and emotionally separate and there is no positive face-to-face interaction.
   2) Circumscribing occurs when couples stick to safe conversational topics.
   3) Differentiating occurs when couples think of themselves as distinct from each other.
   4) Stagnating occurs when communication becomes inactive.

3. (IIIA2)
   1) The principle of proximity maintains that people who are attracted to one another or become friends are the people who have the greatest opportunity to interact with each other. Physical closeness or proximity is most important in the early stages of interaction.
   2) The principle of reinforcement suggests that people are attracted to those who give rewards or provide support.
   *3) The principle of complementarity holds that sometimes people are attracted to others who have opposite characteristics, interests, or physical traits.
   4) The socioeconomic theory of relationship suggests that people consider the other’s socioeconomic status in making romantic relationship decisions.

4. (IIIA6)
   1) Equity theory predicts that couples should have an equal level of costs and rewards in relationships.
   2) Relational dialectics theory examines the tensions that exist in relationships.
   *3) Social exchange theory predicts that people develop relationships in which the rewards outweigh the costs.
   4) Social penetration theory predicts that individuals vary on the breadth and depth of self-disclosure over the course of a relationship.

*correct answer
5. (IIIF2)
1) Justification refers to giving reasons for the breakup, but not establishing blame.
2* Negative identity management refers to blaming the other person and absolving yourself for a breakup.
3) De-escalation to reduce exclusivity refers to opening the relationship to other people.
4) Behavioral de-escalation to reduce intensity refers to avoidance behavior or behavior that reduces communication and time together.

6. (IVA3a)
1) Avoid is a conflict management style that occurs when one refuses to talk about a problem, changes the topic, or withdraws from the situation.
2) Blaming is a face-detracting approach to interpersonal conflict that involves rejecting the other person and treating that person as incompetent, untrustworthy, or generally worthless.
3* Competing occurs when one displays great concern for her/his own needs and little or no concern for the needs and desires of others. This communication style represents the I win, you lose approach to conflict management.
4) Compromising occurs when one shows some concern for one’s own needs, as well as the needs of others.

7. (IVA7)
1) Blaming is a face-detracting strategy designed to attribute responsibility for a problem or conflict to another person, instead of trying to find a solution.
2) Argumentativeness is the degree to which an individual is willing to argue a specific point of view.
3) Verbal assertiveness is the degree to which one is willing to speak one’s mind.
4* Verbal aggression is an unproductive conflict strategy in which one person tries to win an argument or conflict by attacking another person’s self-concept. The intent is to discredit the other person.

8. (IVB1e)
1) Coercive power is based on punishing or forcing another person into a certain position.
2) Legitimate power is based on a person’s right to make decisions or requests because of the authority associated with that individual’s position.
3* Referent power is based on admiration and respect for an individual. Followers comply because they like and identify with the supervisor.
4) Reward power is based on an individual’s ability to offer rewards in exchange for cooperation and compliance from others.

9. (IVB2)
1) The use of slang in a public or professional context suggests class connotations and little or no power or authority. The statement does not reflect slang.
2) The use of intensifiers makes everything one says sound the same and does not allow the listener to independently emphasize the meaning of a statement.
3* The use of tag questions asks for another person’s agreement and tends to indicate a speaker’s uncertainty.
4) The use of self-critical statements illustrates a speaker’s lack of self-confidence.

10. (IVB3)
1) Justification is resisting compliance by offering reasons or grounds for noncompliance.
2) Negotiation is resisting compliance but offering some compromise.
3* Nonnegotiation is refusing to comply by saying no and ending all further attempts at conversation or discussion.
4) Identity management is an attempt to manipulate the image of the person making a request.

*correct answer
11. (VA3a)

1) Social exchange theory predicts that we develop relationships in which the rewards outweigh the costs.

2) Social penetration theory predicts that people will vary on the breadth and depth of self-disclosure over the course of a relationship.

*3 Social presence theory predicts that the degree to which communication is impersonal or personal depends upon the number of nonverbal cues people exchange with one another. Talking on the phone involves more nonverbal cues than chatting on line, and therefore allowed Max and Susan to move to a greater level of interpersonal exchange.

4) Social information processing theory predicts that people can develop closeness both in face-to-face relationships and through computer-based communication.

12. (VA3b)

1) Social exchange theory predicts that relationships develop when the rewards of a relationship outweigh the costs.

2) Social presence theory predicts that the degree to which communication is impersonal or personal is dependent upon the number of nonverbal cues exchanged.

3) Social penetration theory predicts that individuals vary on the breadth and depth of self-disclosure over the course of a relationship.

*4) Social information processing theory predicts that people can develop closeness both in face-to-face relationships and through computer-based communication.

13. (IIIA1b)

1) Bonding occurs when partners commit to one another exclusively or get married, which suggests to others a seriousness of intent and purpose.

2) Circumscribing occurs when partners restrict conversations to safe topics, thereby limiting the quantity and quality of interpersonal interaction.

3) Differentiating occurs when partners begin to see themselves as dissimilar to each other. Differences are stressed and the process of disengagement thus begins.

*4) Intensifying occurs when couples interact on a deeper, more intimate and informal level. By talking on the phone, Max and Susan could better hear one another's voices, and in so doing, developed a better understanding of each other's feelings, personalities, and needs.

14. (IIIA2)

1) Proximity is the idea that people are attracted to others who are physically close. In this scenario, Max and Susan met on line, not face-to-face, and were not within direct physical proximity of one another when they first met.

*2) Similarity refers to the idea that the more one has in common with another, the more likely the two people are to develop an attraction. Max and Susan's initial interaction was based on a shared liking for baseball. Over time, and through the use of other communication channels, they discovered they had much more in common than they first thought. As they became increasingly attracted to each other, they realized their similarities, and thus developed a close interpersonal relationship.

3) Educational status often plays a role in attraction theory, but there is no evidence in this scenario that education was a factor that influenced the development of Max and Susan's relationship.

4) Physical appearance is often responsible for a couple's attraction to one another. Since Max and Susan met on line, however, physical attraction was not a contributing factor to their initial appeal for one another.
15. (VE2)
1) Agape essentially means compassionate and selfless love. Agape lovers put the loved one’s happiness ahead of their own, without expectations of reciprocity. It is a type of spiritual love that is not displayed by Max and Susan’s relationship.

2) Erotic attraction is based in physical beauty and sexuality, and is very intense. Max and Susan’s relationship developed over a period of time, and was not initially caused by physical attraction.

3) Ludus love is playful, lighthearted, and is not to be taken too seriously. Max and Susan display deeper feelings for one another and are obsessive about their relationship, which goes beyond ludic feelings of love.

4) *Manic love is characterized by intensity of feelings, obsessive attraction, and fear of losing the other. All three factors characterize the relationship between Max and Susan.*

16. (IF4d)
1) Hearing is the physiological process of receiving auditory messages.

2) Evaluating is trying to understand what a sender means.

3) *Active listening is the process of communicating to the speaker one’s understanding of the speaker’s message. This provides the speaker the opportunity to offer explanation or clarification and to avoid misunderstanding, in a true dialogue.*

4) Empathic listening is used to empathize or identify with the feelings of the speaker.

17. (IIA1a)
1) Winking is an example of a nonverbal message that serves to contradict a verbal message.

2) Signaling okay with a related and appropriate hand gesture is an example of a nonverbal message substituting for a verbal message.

3) *Accent means to emphasize. In this case, looking longingly into someone’s eyes emphasizes the meaning of the phrase, “I love you.”*

4) Vocalizing an um while speaking is an example of a nonverbal message that serves to control the flow of conversation.

18. (IIA1b)
1) Messages are packaged, not meanings. Meaning gets embedded into and read out of messages.

2) *The meaning of terms such as examination varies from one person to another because meaning depends not only on the packaging of messages, but also on how the message is sent, as well as on the receiver’s thoughts and values.*

3) Metacommunication is communication about communication. In this question, the teacher and student do not talk about the larger meaning of the term examination apart from context.

4) Politeness refers to good manners, such as showing consideration, respect, and modesty. In this question we do not know whether the student or teacher is impolite. Therefore, it is not an issue. Furthermore, politeness is a characteristic of messages, not meanings.

*correct answer*
19. (IIB3d)

1) An adaptor is a type of body movement that satisfies an internal need, and usually occurs without conscious awareness. Dressing appropriately for a particular purpose is an intentional activity, and not a type of body movement.

2) Immediacy is about attention, interest in, and attraction to another person in the moment. This question is about nonverbal communication, not about one’s personal interest in the interviewer.

*3) People can influence others not only through speech but also to a great extent through nonverbal messages. Appropriate dress for a job interview sends a nonverbal message to the interviewer that the candidate is serious, aware of what’s acceptable, and possibly a good fit for the job.

4) Body appearance refers only to the physical body, not how it is adorned.

20. (IIC1b)

1) The first step is the opening stage of the conversation model. The conversation is usually initiated with some kind of greeting that establishes a connection between two or more people.

*2) The second step is the feedforward stage where the speaker gives the listener a general idea of what will be the substance or focus of the conversation.

3) The third step is the business stage and comprises the actual substance or focus of the conversation.

4) The fourth step is the feedback stage whereby one reflects back on the conversation.

21. (VB4b)

1) In the equality family communication pattern, each person shares all responsibilities equally.

2) In the monopoly family communication pattern, one person is seen as the authority who commands rather than communicates and rarely asks for the other’s input.

*3) In the balanced split family communication pattern, equality is maintained, but each person has authority over different family responsibilities.

4) In the unbalanced split family communication pattern, each person has authority over different family responsibilities, but they are not equal, so that one person is generally in control of the relationship.

22. (VB3a)

1) In a separate relationship, each person sees her/himself as an individual and not as a couple. The couple may live together for convenience’s sake, instead of out of love or closeness.

*2) In a traditional relationship, the partners share a basic belief system and philosophy of life. They are interdependent and follow traditional gender roles.

3) In an independent relationship, each person recognizes the importance of her or his relationship, but each person stresses her/his individuality.

4) In a separate-traditional relationship, one individual sees her/himself as separate and the other sees her/himself as traditional.

*correct answer
23. (VC2b)

1) Affirmation describes a mutually beneficial friendship in which one person acknowledges the value and attributes of the other.

2) Association describes a friendship that is typically temporary or short-term. It refers to a friendly but superficial relationship between the persons involved, instead of a friendship based on deeper reasons, such as need, values, or philosophy.

3) Receptivity is characterized by an inequity or disparity in giving and/or receiving among the persons involved.

4) Reciprocity is characterized by a balance in receiving and giving between the persons involved.

24. (IE3b)

1) Credibility strategies are used to establish one's competence, character, and expertise.

2) Affinity-seeking strategies are used to increase the chances of being liked by others. Examples include being helpful, polite, enthusiastic, and showing interest in others.

3) Self-monitoring strategies are used to measure what one says and does in an effort to appear more positive and professional.

4) Image-confirming strategies are used to let others know who you are and how you want to be viewed.

25. (IF1c)

1) Hearing or receiving messages is the first stage of the listening process.

2) Understanding is the second stage at which one learns what the speaker means.

3) Remembering, the third stage, refers to an effective listener recalling what was previously said in a conversation and following up with the speaker about the conversation.

4) Evaluating, the fourth stage, consists of making judgments about a conversation or message.

26. (IIB2e)

1) Haptics is nonverbal communication using touch.

2) Kinesics refers to communication through body movement.

3) Paralanguage includes vocalizations made by shouting, moaning, groaning, and the like. Paralanguage refers to the way in which something is said, as opposed to what is actually being said, with the understanding that the manner of saying imparts an additional meaning.

4) Persuasion involves the rate of speech. People who talk fast are more likely to be persuasive than those who speak more slowly.

27. (IC2)

1) One purpose of interpersonal communication is to learn or to acquire knowledge or information about others, objects, events, or oneself. The person with the new car is not seeking to learn, she is seeking to persuade or influence her friend.

2) Another purpose of interpersonal communication is to relate to others. Communication helps to establish and maintain interpersonal relationships. This is not the primary purpose of the exchange.

3) Yet another purpose of interpersonal communication is to help: to provide comfort, reassurance, direction, or support to others, through interpersonal interaction. This is not the primary purpose of the exchange.

4) This scenario represents the use of interpersonal communication to influence, persuade, or direct the attitudes, beliefs, or behaviors of others. In this case, the person who just bought the car is attempting to convince her friend that he should purchase the same type.
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