Chapter 1

1. Define the term intelligence.
   The definition cannot be simply quoted from the text. Students must construct it from what is presented there. Student constructs should include these elements: Intelligence is not just something one has; it is also, and more importantly, something one does. That something is, essentially, thinking.

2. Name the three broad dimensions of thinking.
   Reflective, creative, critical

3. Thinking can be taught but only to gifted students. True or false?
   False

4. Every idea is distinct from all others and its meaning is unrelated to theirs. True or false?
   False

5. Explain the error in this statement: “I create my own truth. What I believe to be true is true for me.”
   Truth is discovered rather than created. Beliefs are true when they correspond to objective reality.

6. State the principle of contradiction. Then explain how this principle aids us in critical thinking.
   “A statement can’t be both true and false at the same time and in the same way.” It enables us to distinguish situations in which one must choose between opposing views and those in which a third (or fourth, etc.) view should be considered.

7. Respond to this statement: “I have a right to my opinion, so you have no business challenging it.”
   Having a right to an opinion provides no guarantee that the opinion is correct. Questioning an opinion is the first step in determining whether it is sound.

8. Is it useful to argue about matters of taste? Explain.
   No, because matters of taste cannot be supported by facts.

9. Feeling is no substitute for thinking. True or false?
   True

10. One effective way to test opinions is to consult your personal experience. True or false?
    True
Chapter 2

1. What does the acronym W.I.S.E. stand for?
   *Wonder, Investigate, Speculate, Evaluate*

2. List two advantages of the W.I.S.E. approach.
   *It is simple and easy to remember. It can be used for challenges in every field of study.*

3. Name four things that lead to wondering.
   *Any four of these: The desire to improve things, failure, frustration, embarrassment, controversy*

4. One reason to investigate a problem is to determine the reason for people’s dissatisfaction. True or false?
   *True*

5. Name five kinds of evidence.
   *The chapter discusses these kinds: anecdotes, eyewitness testimony, laboratory or field experiments, statistical studies, surveys and opinion polls, expert opinion, and research reviews.*

6. One type of evidence is perfectly reliable in all circumstances. True or false?
   *False*

7. An argument, as defined in the chapter, is a quarrel between two people. True or false?
   *False*

8. The W.I.S.E. approach is used somewhat differently for problems than for issues. True or false?
   *True*

9. Sometimes problems give rise to issues and vice versa. True or false?
   *True*

10. Name the three kinds of bias you should avoid in evaluating arguments.
    *Bias toward what confirms your personal view; Bias toward familiar ideas; Bias toward your likes and against your dislikes*

Chapter 3

1. What is the most important resource available in any library?
   *The professional staff*

2. What does the chapter cite as a good starting point for research?
   *An encyclopedia*

3. Few, if any, traditional library resources are found on line. True or false?
   *False*

4. Define the term “search engine.”
   *A research assistant*
5. Ideas found on the Internet have screened by a board of standards for accuracy. True or false? 
   *False*

6. The chapter describes a way to eliminate commercial websites from your Internet searches. True or false? 
   *True*

7. Questions calling for a simple yes or no answer are not the best ones to ask in an interview. True or false? Explain. 
   *True; the best ones require elaboration and therefore elicit more information.*

8. Define plagiarism. 
   *“Plagiarism is passing off other people’s ideas or words as one’s own.”*

9. Most cases of plagiarism are due to intentional dishonesty. True or false? 
   *False*

10. List the three steps you can take to avoid plagiarism. 
    *“When you are researching a topic, keep your sources’ ideas separate from your own.” “As you consult each source, note the ideas you want to refer to in your writing.” “When you compose your paper, work borrowed ideas and words into your writing by judicious use of quoting and paraphrasing.”*

**Chapter 4**

1. What is the first step in becoming an individual as explained in this chapter? 
   *To admit we have been influenced by other people*

2. Most of us were, and still are, vulnerable to the influences of other people. True or false? Explain your answer. 
   *True, because we continue to receive information from outside sources throughout our lives, and we do not always screen it effectively.*

3. What is an “attitude”? 
   *A belief that is expressed indirectly*

4. The chapter uses the term “culture war.” Define that term and identify the parties to the conflict. 
   *It is the clash between traditional values and the values promoted by popular culture. The parties are, on the traditional side, home, school, and community, and on the other side, the entertainment and communications media.*

5. State the four “empowering attitudes” discussed in the chapter. 
   *“There’s always room for improvement,” “Criticism, including self-criticism, has value,” “Effort is the key to success,” and “Other people are as important as I am.”*

6. How does manipulation differ from other influences? 
   *It uses dishonest means.*
7. Name two forms of manipulation and explain why we should resist them.
   The chapter lists these forms: biased reporting, dishonest appeals to emotion, stacking the deck, suppressing dissent, and repetition. We should resist them because they are threats to our individuality.

8. Identify the steps suggested for resisting manipulation.
   Be prepared, ask questions, be imaginative, and check sources.

9. List three strategies for individuality and explain why each is important.
   The chapter lists eight: Strive for humility, Be wary of first impressions, Be honest with yourself, Fight confusion, Produce many ideas, Acknowledge complexity, Look for connections among subjects, and Consider other viewpoints. (Explanations should reflect what is written under each heading.)

10. Changing your mind undermines your individuality. True or false?
    False

Chapter 5

1. Explain each of the following terms and describe how errors in the category affect the thinking process:
   Errors of perception are faulty ways of seeing the world that incline us toward error even before we address a problem or issue. Errors of judgment occur while solving a problem or resolving an issue and prevent us from reaching useful/valid conclusions. Errors of expression occur while expressing our ideas and either add mistakes where none existed or compound existing errors. Errors of reaction are defensive reactions that occur when others challenge our views.

2. Define each of the following errors, and explain when it occurs in the thought process:
   Double standard: An error of judgment that requires more of those we disagree with than those we agree with
   Irrational appeal: An error of expression that substitutes emotion for critical thinking
   Shifting the burden of proof: An error of reaction that requires others to disprove our assertions
   Unwarranted assumption: An error of judgment that takes too much for granted
   “Mine is better” thinking: An error of perception that biases us toward ourselves and people/things/ideas associated with us
   Gullibility and skepticism: Errors of perception that prevent us from asking important questions
   Irrelevant criterion: An error of judgment that consists of using an inappropriate basis for judgment
   Pretending to know: An error of perception that keeps us from seeking knowledge
   Attacking the person: An error of reaction that substitutes criticism of the other person for analysis of his/her idea
   Oversimplification: An error of judgment that ignores the complexity of an issue
   Preconception for or against change: An error of perception that prevents us from seeing problems and issues clearly
Straw man | An error of reaction that puts words in other people’s mouths and then criticizing them for having those ideas.

Explaining away | An error of reaction that dismisses relevant information for no other reason than that it is unpleasant or embarrassing.

Contradiction | An error of expression consisting of making two or more logically incompatible statements.

Selective perception | An error of perception consisting of seeing only what we want to see rather than what is there.

Hasty conclusion | An error of judgment arrived at too quickly without sufficient evidence.

False tolerance | An error of perception that prevents us from distinguishing fact from fiction and sound from unsound reasoning.

Overgeneralizing or stereotyping | Errors of judgment that go too far in interpreting evidence.

Failure to make a distinction | An error of judgment that fails to note important differences among things.

Preconception | An error of perception characterized by having our minds made up about an issue and therefore being unable to evaluate it fairly.

Arguing in a circle | An error of expression consisting of expressing the same idea two different ways instead of expressing and then explaining or supporting it.

Either/or thinking | An error of perception in which we acknowledge only extreme points of view where other, more moderate views are also possible.

False analogy | An error of expression in which we suggest a similarity which does not, in fact, exist.

Chapter 6

1. Define persuasion as the chapter defines it.
   *Persuasion is the art of getting people to give a fair hearing to ideas that differ from their own.*

2. Name four places where you can find opportunities to be persuasive.
   *In the classroom, the workplace, the community, and relationships*

3. The strategies of persuasion guarantee that you will be successful. True or false? Explain.
   *False. People may not want or be able to embrace your view, even if you express it flawlessly.*

4. If persuasion occurs at all, it occurs immediately after you present your ideas. True or false? Explain.
   *False. Changing one’s mind is seldom easy and generally involves reflection.*

5. Why is it important to eliminate errors in grammar and usage from your persuasive writing and speaking?
   *Because those who disagree with you will be quick to seize upon flaws in your presentation, even those that are not directly related to the quality of your argument.*
6. The challenge of persuading others is greater in spoken communication than in written communication. True or false? Explain.
   True for several reasons: Spoken communication is generally less formal and precise. The audience can be distracted by the visual elements of spoken presentations. And the spoken word, once uttered, is difficult if not impossible for the audience to reflect upon.

7. People who are quiet by nature should be content to let others talk during group discussions. True or false?
   False

8. The leader of a group discussion has special obligations. True or false?
   True

9. In what ways is persuasive speaking more difficult than persuasive writing?
   When speaking, we must be concerned not only with the quality and arrangement of our ideas, but also with our mannerisms and movements, as well as the volume, pace, and variety of our delivery.

10. List the five steps for persuasive writing.
    1) State what you think and why.
    2) Consider how those who disagree might react to your view.
    3) Arrange your ideas and write a draft of your presentation.
    4) Check your draft for style.
    5) Check your draft for grammar, usage, punctuation, and spelling.

Chapter 7

1. How many guidelines are offered for successful relationships? Briefly explain the one you find most helpful to you personally.
   Fifteen are offered. Students choices will, of course, vary.

2. In choosing a career, only one factor is important—what you would like to do. True or false? Explain.
   False. Other important considerations include whether you are qualified and whether there will be jobs available.

3. State and briefly explain each of the three criteria for making ethical judgments.
   The criteria are obligations, moral ideals, and consequences. The explanations will, of course, vary, but all should reveal accurate understanding.

4. Newton Minow believes that television has improved significantly over the past quarter-century. True or false? Explain.
   False. He said it was essentially the same—that is, a “vast wasteland.”

5. Explain two common criticisms of magazine publishing.
   Four are offered: bias, shallowness, excessive influence by advertisers, and undermining of traditional values.

6. The first newspaper was published in the nineteenth century. True or false? Explain.
   False. The newspaper first appeared in ancient Rome.
7. Identify two criticisms commonly made of popular music. 
   *That it is undermining social values and causing antisocial behavior.*

8. Define each of the following terms:
   - **Bandwagon**  
     *An appeal to people’s urge to conform*
   - **Glittering generality**  
     *The use of grand expressions that imply excellence and uniqueness*
   - **Empty comparison**  
     *Implying that a comparison is being made without actually making one*
   - **Meaningless slogan**  
     *Expressions that create a positive impression without saying anything meaningful*
   - **Testimonial**  
     *An endorsement for a product or service, often made by a celebrity*
   - **Transfer**  
     *The use of recognizable objects or people, or beautiful scenes, to create a favorable impression, so that the viewer will associate the impression with the product*
   - **Stacking the deck**  
     *Dishonest comparisons of people or two things to interpret wrongly*
   - **Misleading statement**  
     *Statements that, though not technically false, are designed to produce erroneous interpretations*

9. Explain two criticisms commonly made of print advertising. 
   *That it is dishonest and that it is manipulative, particularly of children.*

10. Name the elements to examine when evaluating a movie. 
    *Characters, setting, plot, theme*