Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Instructor: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Score: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Instructor Comments: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Quiz Chapter 7 – Decision Making

**True/False**

1. Before making a major decision, a series of smaller decisions usually need to be made first.
2. Avoidance is a healthy way to deal with a tough decision.
3. Intuitive decision makers are more likely to “go with their gut.”
4. The CASVE model for career problem solving and decision-making suggests that decision- making is a cyclical process.
5. The growth of technology available to filter and access information has made decision-making easier.
6. Savvy career seekers know the value of taking advantage of unplanned events and opportunities.
7. A positive approach to being “undecided” is being “open-minded.”
8. According to Happenstance Learning Theory, every event should be planned ahead of time in order to avoid an unexpected and uncomfortable situation.
9. An internship is not a good method to assist in clarifying your goals
10. Your major dictates your career options, especially if it involves specialized training and skills.
11. Experiential learning can add value to a college degree.
12. There is a distinct linear path for securing most careers after college.

**Multiple Choice**

1. According to the information in the chapter, if you are avoiding making a decision about a major on-the-job issue:
   1. You should continue to put off making the decision, even if you have deadlines
   2. You should avoid making the decision, by reading a good book to take your mind off of it
   3. You should ask someone who is not involved in the project to make the decision for you
   4. You should be aware of physical reactions, such as headaches or drowsiness, that may be related to your feelings about the need to make a decision
2. To make good decisions:
   1. You must be born as a good decision-maker
   2. You can use a decision making strategy
   3. You should never reconsider or change an earlier decision
   4. You should avoid asking questions
3. A twenty-five year-old female who can’t make a decision about a major unless she has her boyfriend’s approval is utilizing the following approach to decision-making:
   1. Avoidance
   2. Procrastination
   3. Pleasing
   4. Intuitive
4. Which of the following phases is not part of the CASVE model of decision-making?
   1. Deliberation
   2. Communication
   3. Synthesis
   4. Execution
5. All but one of the following is a technique for minimizing decision-making regret when confronted with too many options.
   1. Create new alternatives
   2. Go with your first choice
   3. Focus on the larger question
   4. Spend less time on decisions that don’t matter
6. Which of the following can increase the probability of having an unplanned event?
   1. Accepting a friend’s last minute invitation
   2. Staying home and reading a good book
   3. Sticking to your routine
   4. Having a ‘glass-half-empty’ attitude
7. A strong belief that through your own abilities you can make things happen is called:
   1. Self-esteem
   2. Self-efficacy
   3. Self-motivation
   4. Self-worth
8. Which of the following questions will not be helpful when pondering a decision about whether or not to pursue graduate school?
   1. Am I prepared for the costs involved?
   2. What kind of career paths have other graduates of this program followed?
   3. What are the salary ranges of graduates from this program?
   4. What jobs are guaranteed for graduates?
9. A “gap year:”
   1. Is always the right proposition for students who want to leave college
   2. Is an opportunity to explore before committing to a program of study
   3. Is required if you fail your first year of college
   4. Is an alternative to joining the military in some countries

**Short Answer**

1. Identify one drawback of the procrastination approach to decision-making.

**Completion**

1. The logical decision-maker gathers facts, analyzes them, assesses outcomes, and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.
2. The fourth phase of the CASVE model of evaluating a decision’s impact and the prioritizing of options is called \_\_\_\_\_\_\_\_\_\_\_.