





9. What is self-disclosure? Why might someone want to reveal information about themselves? Regarding social penetration and depth of self-disclosure, what are the stages of interaction? How can you use this knowledge?

10. What is the goal of using the *Johari Window* to explore the self? Describe the four parts of the Johari Window.

11. What is the *shadow self*? What are the benefits of becoming acquainted with your *shadow self*?

12. Describe the possible negative outcomes of wearing masks. When are masks useful?

13. What does the book say is the thing that most motivates human behavior? How does the manner in which you get attention interact with self-esteem? How did the manner in which you received attention as a child affect you later in life? Describe the characteristics of a *power victim*.

14. In the section *Physical Contact*, what are the different categories of touch? Why is touch important?