1. Over the past 30 to 40 years, the field of psychology has increasingly embraced the belief that one very powerful ______________________ on humans is the __________________ in which they grow up.

2. How do collectivist cultures differ from individualistic cultures?

3. Where are the most individualistic cultures located?

4. Based on the information provided in table 28-1 on page 220, do you feel your culture is more collectivist or individualistic? Explain why with examples from the chart.

5. Did any results from Harry Triandis’s three studies surprise you? Explain why/why not.

6. True or false (circle one): Heart attack rates tend to be lower in collectivist societies than in individualistic ones.

7. Rebellion and an independent streak in individualistic cultures are seen as a personality _____________ whereas in collectivist societies they are seen as ____________________.

8. Which of the recent applications of Triandis’s work did you find to be the most interesting? Explain why.