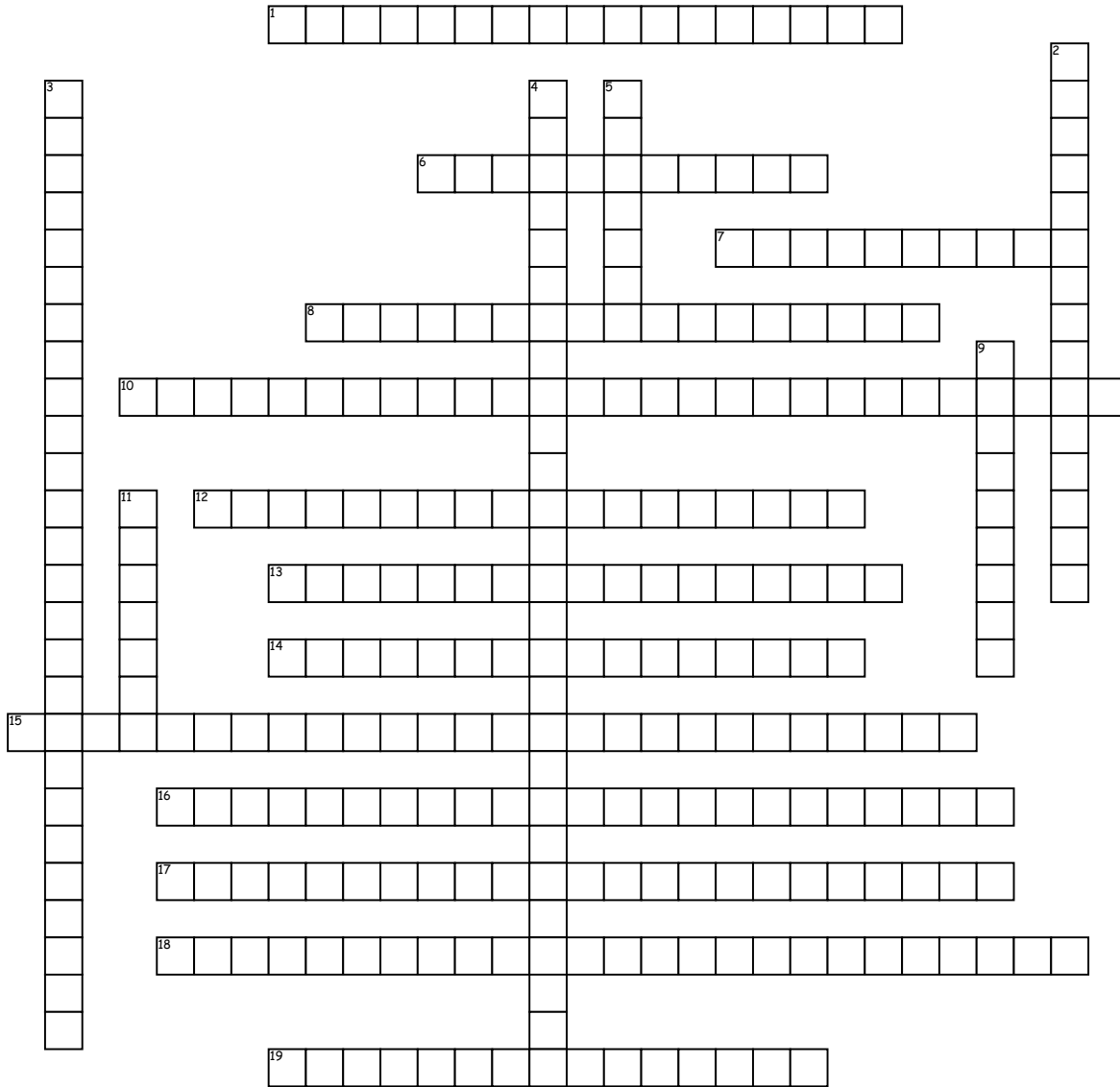


Chapter 3 Interpersonal Perception



Across

- 1. Tendency to put ourselves in situations that reinforce our attitudes, beliefs, values, or behaviors.
- 6. Making a judgement based on a small sample of behavior.
- 7. Involves attributing a variety of negative qualities to people simply because we do not like them.
- 8. Perception that occurs without conscious effort, simply in response to one's surrounding.
- 10. People predict the future of a relationship based on how they size up someone during their first interaction.
- 12. The process of focusing on specific stimuli.

13. Explains how we ascribe specific motives and causes to the behaviors of others

- 14. Theory that a person's social position, power, or cultural background influences how the person perceives the behavior of others.
- 15. Theory that claims people seek information in order to reduce uncertainty.
- 16. Identifies three potential causes for any person's action: circumstances, a stimulus, or the person herself or himself.
- 17. The process by which you decide what people are like and give meaning to their actions.
- 18. Your unique set of beliefs and hypotheses about what people are like.
- 19. Tendency to perceive our own behavior as more positive than other's behavior.

Down

- 2. When we remember things we want to remember and forget or repress things that are unpleasant, uncomfortable, or unimportant to us.
- 3. Seeking through passive perception, such as observing and listening.
- 4. Error that arises from attributing another person's behavior to internal, controllable causes rather than to external, uncontrollable causes.
- 5. A learned system of knowledge, behaviors, attitudes, beliefs, values, and norms, shared by a group of people.
- 9. During this stage, we attempt to simplify the stimuli that flood in through our senses.
- 11. The process we use to fill in missing information or gaps in what we perceive