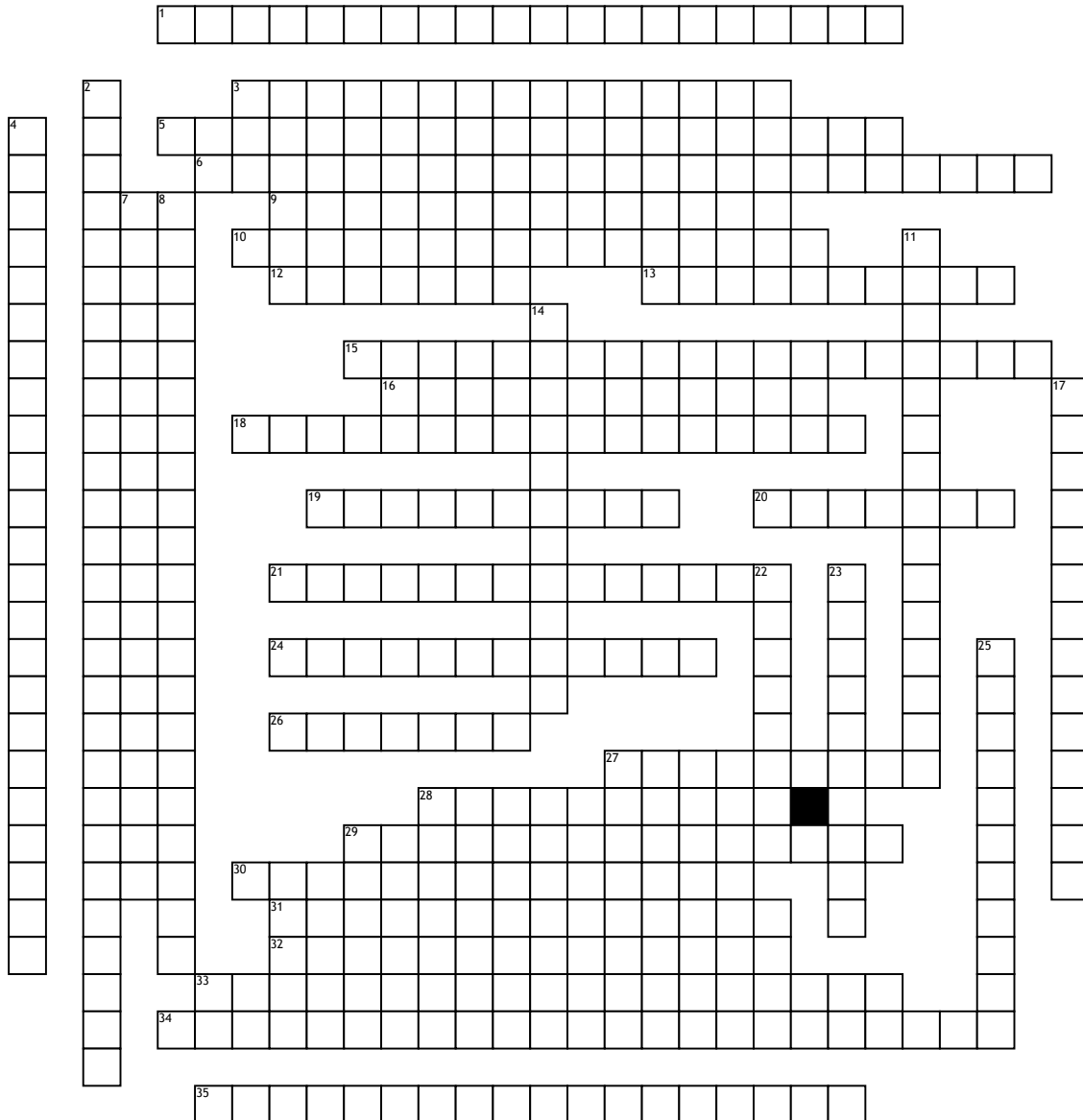# Chapter 3 Terms

Across

1. the process by which individuals try to control the impressions others have of them.

3. forming lasting opinions about an individual based on initial perceptions.

5. the assumption that an individual's behavior is accounted for by the situation.

6. the psychological approach to understanding human behavior that involves knowing something about the person and about the situation.

9. the extent to which people base their behavior on cues from other people and situations.

10. the process of interpreting information about another person.

12. preferring closure and completion in making decisions.

13. an individual's general feeling of self-worth.

15. the broad theory that describes personality as a composite of an individual's psychological processes.

16. being energized by interaction with people.

18. a theory that explains how individuals pinpoint the causes of their own and others behavior.

19. a generalization about a group of people.

20. gathering information through the five senses and focusing on what actually exists.

21. an individual's tendency to accentuate the positive aspects of herself or himself, other people, and the world in general.

24. being energized by spending time alone.

26. making decisions in a personal, value-oriented way.

27. gathering information through a "sixth sense" and focusing on what could be.

28. overestimating the number of people who share our beliefs, values, and behaviors.

29. the tendency to attribute one's successes to internal causes and one's failures to external causes.

30. a personality test that elicits an individual's response to abstract stimuli.

31. an individual's generalized belief about internal control (self-control) verses external control (control by the situation or by others).

32. an instrument developed to measure Carl Jung's theory of individual differences.

33. the tendency to select information that supports our individual viewpoints while discounting information that threatens our viewpoints.

34. allowing expectations about people to affect our interaction with them in such a way that those expectations are fulfilled.

35. personality assessments that involve observing an individual's behavior in a controlled situation.

Down

2. the tendency to make attributions to internal causes when focusing on someone else's behavior.

4. a common personality assessment that involves an individual's responses to a series of questions.

7. an individual's general belief that he or she is capable of meeting job demands in a wide variety of situations.

8. the way in which factors such as skills, abilities, personalities, perceptions, attitudes, values, and ethics differ from one individual to another.

11. a situation that overwhelms the effects of individual personalities by providing strong cues for appropriate behavior.

14. a personality theory that advocates breaking down behavior patterns into series of observable traits in order to understand human behavior.

17. an individual's tendency to accentuate the negative aspects of himself or herself, other people, and the world in general.

22. making decisions in a logical, objective fashion.

23. preferring to explore many alternatives with flexibility and spontaneity.

25. a relatively stable set of characteristics that influence an individual's behavior.