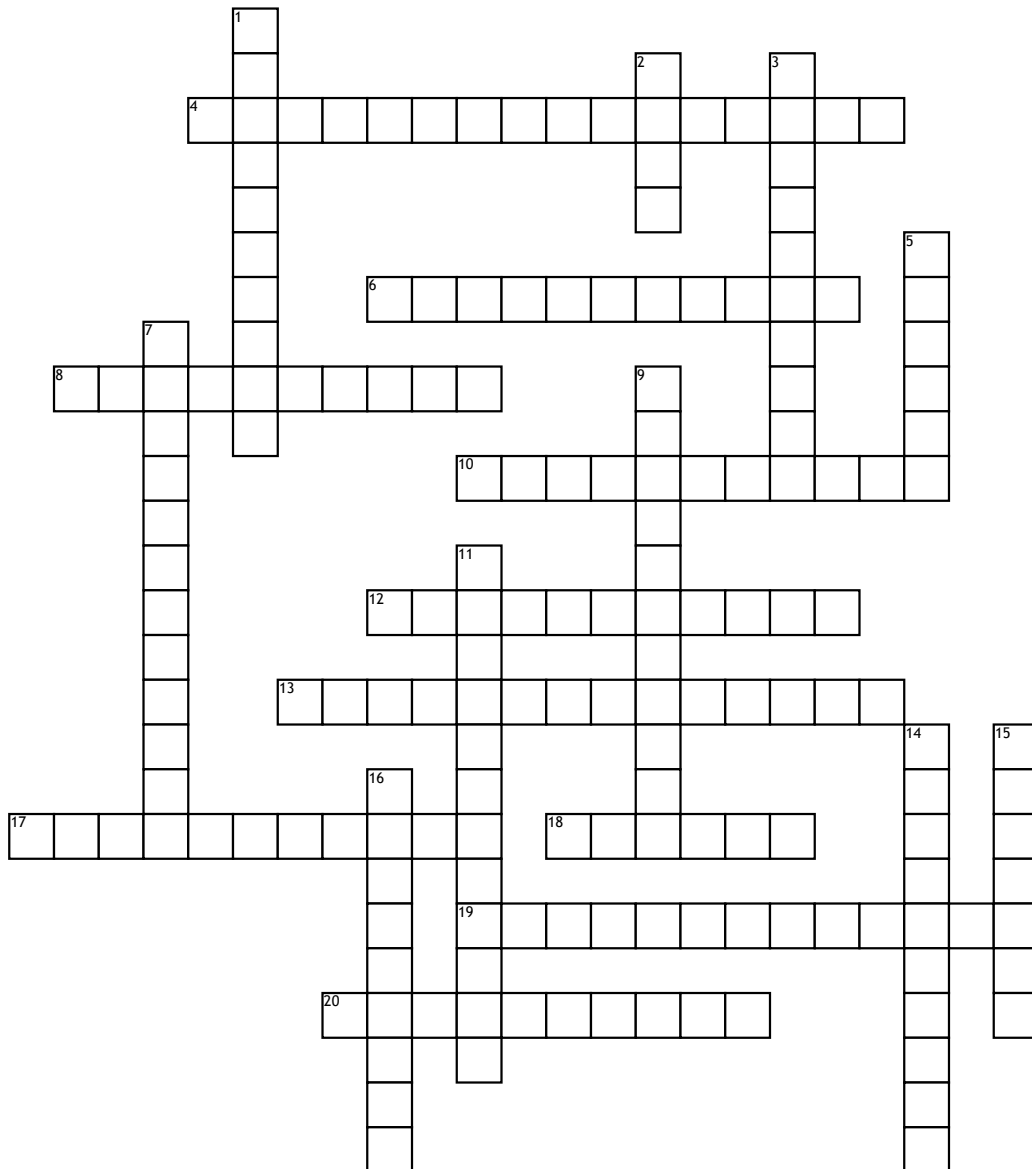


Chapter 4



Across

4. seeking out and organizing our impressions to support our first impression
 6. the process by which communicators influence each other's perceptions through communication
 8. stories we use to describe our personal worlds
 10. The type of reality which involves our attaching meaning to first order things or situations
 12. the process of attaching meaning to behavior
 13. attaching meaning to sense data
 17. when a negative appraisal adversely influences the perceptions that follow

18. the differences in how each of us sees, hears, tastes, touches and smells stimuli can affect interpersonal communications
 19. our tendency to pay more attention to and to better recall things that happen first in a sequence
 20. A theory to describe how a person's position in a society shapes their view of society in general and of specific individuals

Down

1. varying cycles people experience that can affect the way we relate to each other
 2. the emotional state that can affect how one communicates
 3. The type of reality which contains physically observable qualities of a thing or situation

5. referring to the social and psychological dimensions of masculine and feminine behavior
 7. After selecting data from the environment we arrange it in a meaningful way
 9. describes the determination of causes and effects in a series of interactions
 11. snap judgments
 14. the tendency to form an overall positive impression of a person on the basis of one positive characteristic
 15. the ability to recreate another person's perspective, to experience the world from this or her point of view
 16. This is the term used to identify how we filter out additional data and zero in on what we will attend to