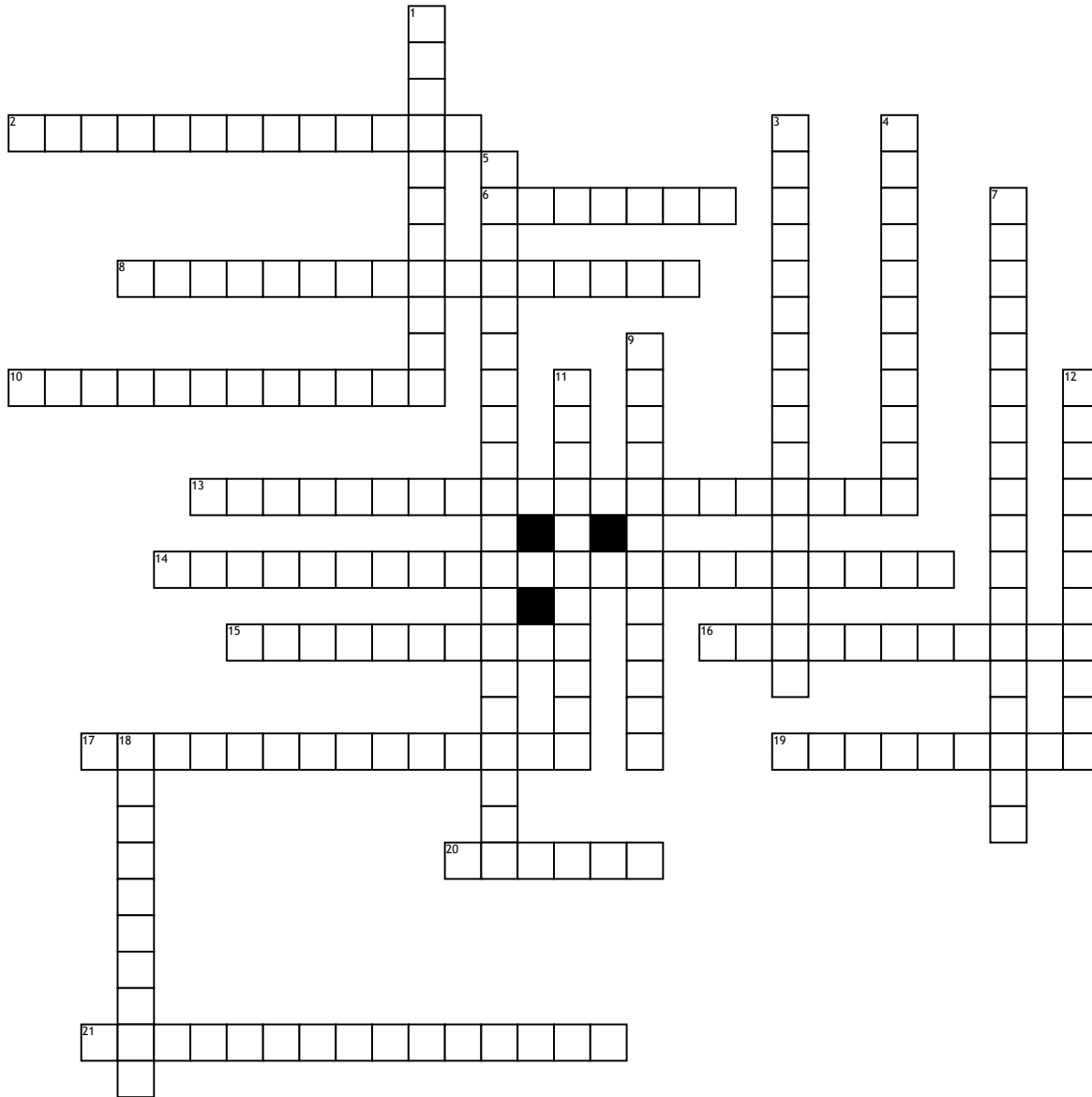


Name: \_\_\_\_\_

Date: \_\_\_\_\_

# Chapter 4 Vocab



## Across

2. Our tendency to pay more attention to and better recall things that happen first in a sequence  
 6. The ability to recreate another person's perspective, to experience the world from his or her point of view  
 8. Seeking out and organizing impressions to support that opinion  
 10. The raw sense data we perceive can be organized in more than one way  
 13. Physically observable qualities of a thing or situation  
 14. The tendency to give more weight to personal qualities than to the situation when making attributions  
 15. Tendency to form an overall positive impression of a person on the basis of one positive characteristic

16. Occurs when a negative appraisal adversely influences the perceptions that follow  
 17. Attaching meaning to sense of data  
 19. The first step in perception  
 20. Refers to the social and psychological dimensions of masculine and feminine behavior  
 21. When we perform poorly, we usually blame external forces and we credit ourselves rather than the situation when we behave well

## Down

1. Determination of causes and effects in a series of interactions  
 3. Description of how a person's position in society shapes her or his view of society in general and of individuals

4. A person with relatively equal masculine and feminine characteristics  
 5. Involve our attaching meaning to first-order things or situations  
 7. A better way to review your assumptions and to share your interpretations  
 9. Exaggerated beliefs associated with a categorizing system  
 11. Describe the process of attaching meaning to behavior  
 12. The process by which communicators influence each others perception  
 18. The stories we use to describe our personal worlds