

Individual determinants, group determinants, maslow's needs, selective perception, types of decisions

X I V N U X C F M G W Q O G S J Q Q T T O P C X
S E L E C T I V E I N T E R P R E T A T I O N N
M L S Z H F A M I L Y K K X C L I F E S T Y L E
O E S J N A T P E R C E P T I O N Y Z S P Z E X
T A E L T I G E S Q F P Y Z S S E J A W J Z F V
I R L L R P A C H R O P I N I O N L E A D E R S
V N E L E O O G E A C K T Q O C G D F U P Q K Y
A I C B V O E A X J M S L I M I T E D Z E K A L
T N T I M P U L S I V E Y J G A E N G C R H C N
I G I L T N J S S I G S X Z S L W G V B S D L P
O E V X B E Z W E M N I M L T D C C K Q O R F H
N R E B Q X C O C X S C F G L O M U L M N L S Y
B Q A C X T O C U S T Z E A R Y Y L C B A X O S
N Z T Y R E B R R X U R H D O L T T K T L Y C I
M K T W K N X F I O F T E Z U S H U V N I I I O
B W E N T D F U T E B W V W T Q Y R F G T X A L
S R N A P E M E Y G N Q N O I I F E G K Y R L O
B F T P G D D K R O G Y H Y N H X Y F K E B C G
C N I N F N P I Y A H K Q Y E O U Q X I G I L I
F S O G S E L E C T I V E E X P O S U R E L A C
L C N Y L M T G D I P A T T I T U D E S L J S A
F C K L K S Q R E F E R E N C E G R O U P S S L
S E L E C T I V E R E C A L L U T R L Q B E M F
M Y S E L F A C T U A L I S A T I O N H V G M F

selective interpretation
selfactualisation
opinion leaders
personality
impulsive
extended
limited
social

selective attention
selective recall
physiological
perception
attitudes
security
routine
family

selective exposure
reference groups
social class
motivation
lifestyle
learning
culture
ego