Chapter 3 Terms

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  | 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | 2 |  |  |  | 3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 4 |  |  |  | 5 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | 6 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | 7 | 8 |  |  | 9 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | 10 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 11 |  |  |  |  |
|  |  |  |  |  |  |  |  | 12 |  |  |  |  |  |  |  |  |  | 13 |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 14 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  | 15 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  | 16 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 17 |
|  |  |  |  |  |  |  | 18 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  | 19 |  |  |  |  |  |  |  |  |  |  |  | 20 |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  | 21 |  |  |  |  |  |  |  |  |  |  |  |  | 22 |  | 23 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  | 24 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 25 |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  | 26 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 27 |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  | 28 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  | 29 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | 30 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  | 31 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  | 32 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | 33 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | 34 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | 35 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

|  |  |
| --- | --- |
| **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. |