Chapter 3 Terms

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| **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. |