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Chapter 4 Vocab

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| **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 |