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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 |