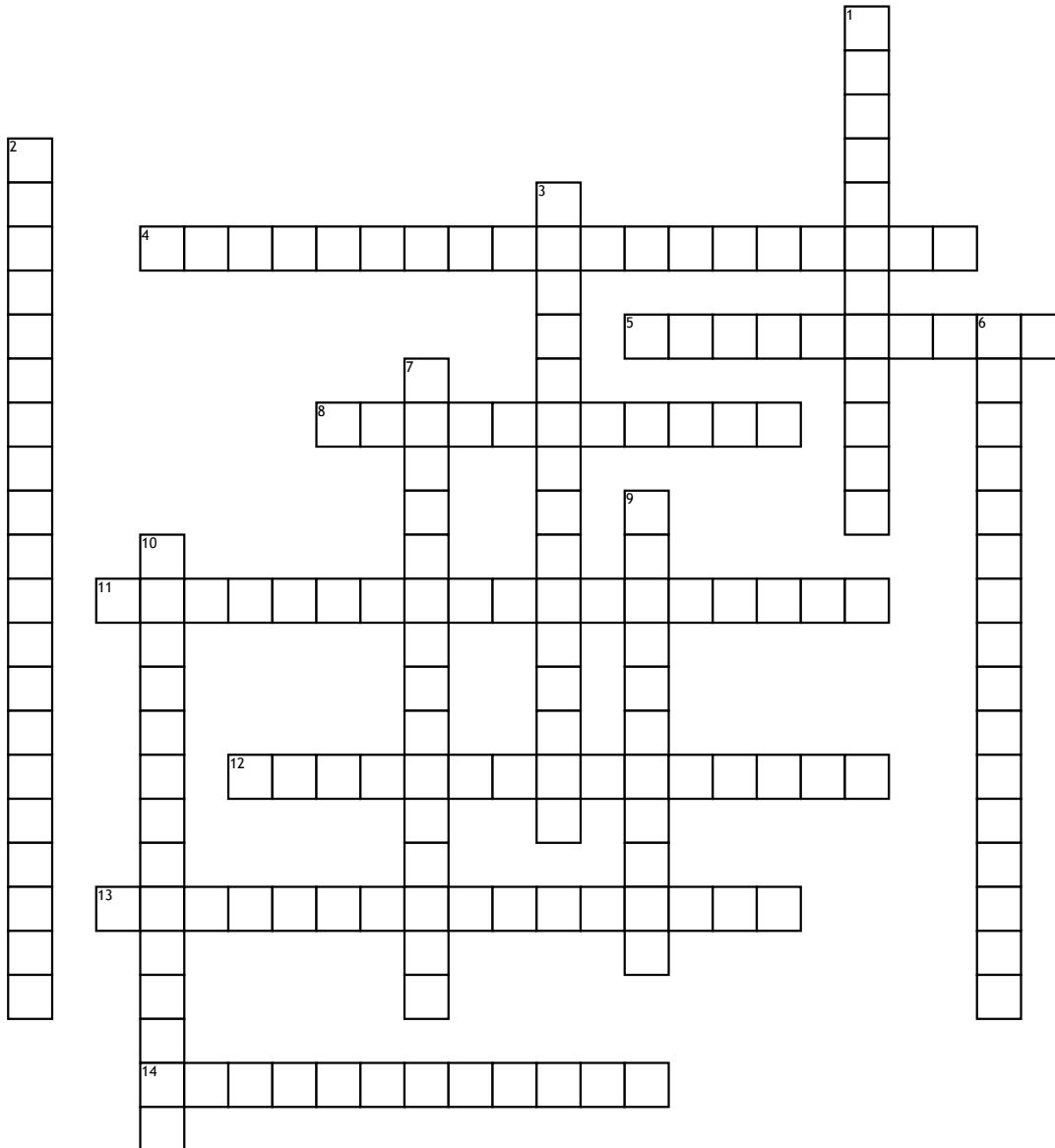


# Impression Formation & Management



## Across

4. Helps increase your accuracy in perception  
 5. strategies that are often used to make ourselves appear likeable  
 8. Strategies designed to influence the attitudes or behaviors of others  
 11. the process of verifying your understanding of some message, situation, or feeling  
 12. Techniques you use to communicate or to confirm your self-image

13. attentiveness, interest, and concern for the other person  
 14. The desire to be autonomous, to have the right to do as you wish

## Down

1. the desire to be viewed positively by others  
 2. also known as self-presentation  
 3. techniques you use to signal your inability to do some task or your incompetence to encourage another to help you out

6. techniques you use to excuse possible failure  
 7. Behaviors designed to increase interpersonal attractiveness  
 9. Techniques by which you seek to establish your competence, character, and charisma  
 10. techniques you use to monitor (self-censor) what you say or do carefully