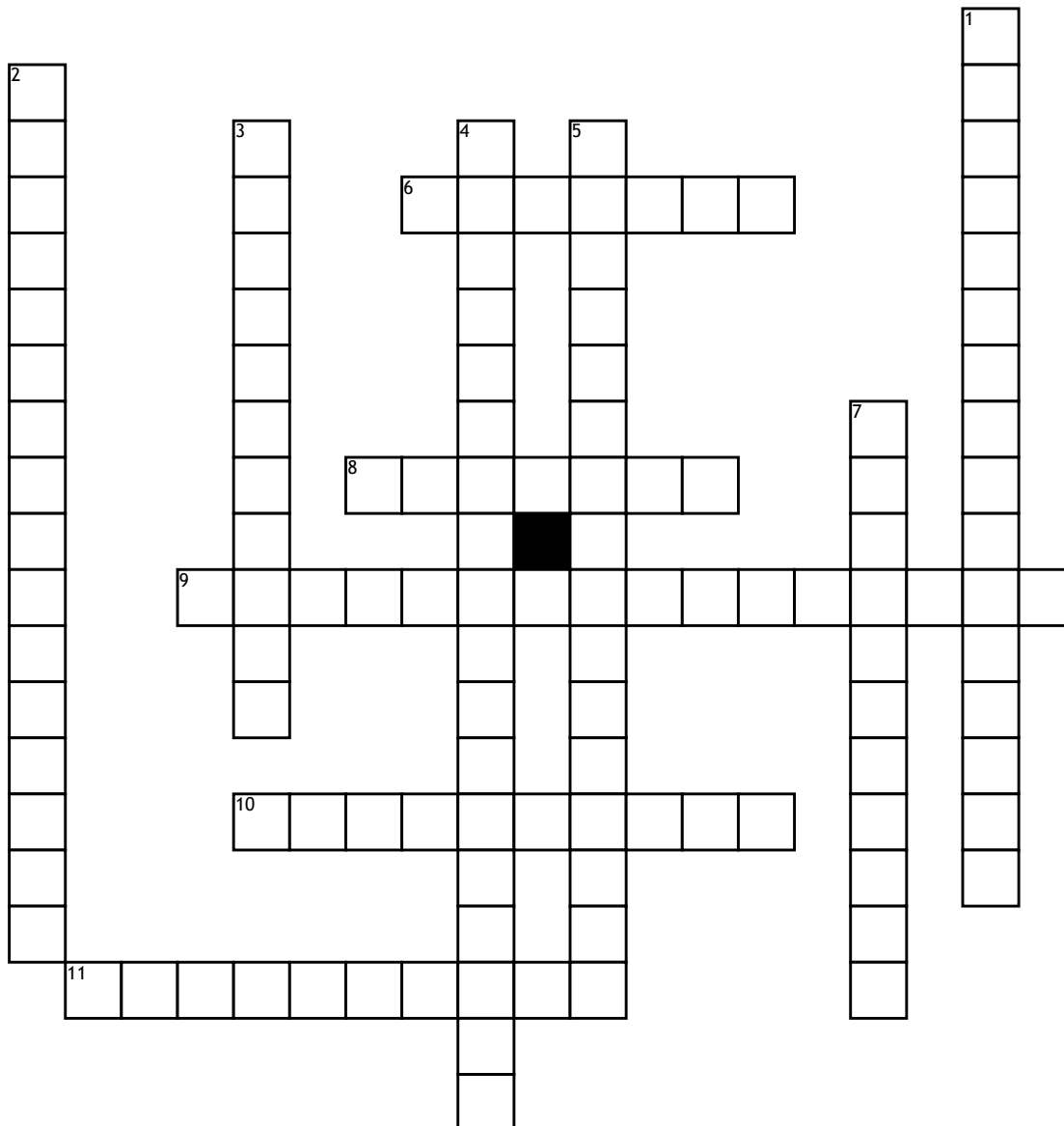


Name: _____

Date: _____

Perceiving Ourselves and Others in an Organization



Across

6. A perceptual effect that occurs when the most recent information dominates our perceptions.

8. a perceptual effect which is our tendency to quickly form an opinion of people on the basis of the first information we receive about them.

9. A person's inherent motivation to confirm and maintain his or her existing self-concept.

10. Process of receiving information, and making sense of the world around us.

11. refers to the number of distinct or important roles or identities that people perceive about themselves.

Down

1. The process of screening out information that is contrary to our values and assumptions.

2. It is organizing people and object into preconceived categories that are stored in our long term memory.

3. An individual's self-belief and self-evaluations.

4. It is the process of attending to some information received by our senses and ignoring other information.

5. Also known as internal self-concept.

7. It is the knowledge structure that we develop to describe, explain, and predict the world around us.