



Chapter 14

1. A cognitive and affective evaluation that predisposes a person to act in a certain way. (8)
2. The cognitive process people use to make sense out of the environment by selecting, organizing and interpreting information. (10)
3. The tendency to see one's own personal traits in other people. (10)
4. Judgements about what caused a person's behaviour – either characteristics of the person or of the situation. (12)
5. The set of characteristics that underlie a relatively stable pattern of behaviour in response to ideas, objects or people in the environment. (11)
6. The tendency to direct much of one's behaviour toward the acquisition of power and the manipulation of other people for personal gain. (16)
7. A change in behaviour or performance that occurs as the result of experience. (8)
8. A physiological and emotional response to stimuli that place physical or psychological demands on an individual. (6)
9. Incompatible demands of different roles. (4,8)
10. The belief that power and status differences should exist within the organization. (16)