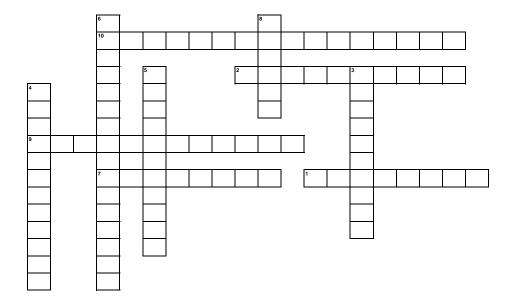
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Chapter 14

- 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)