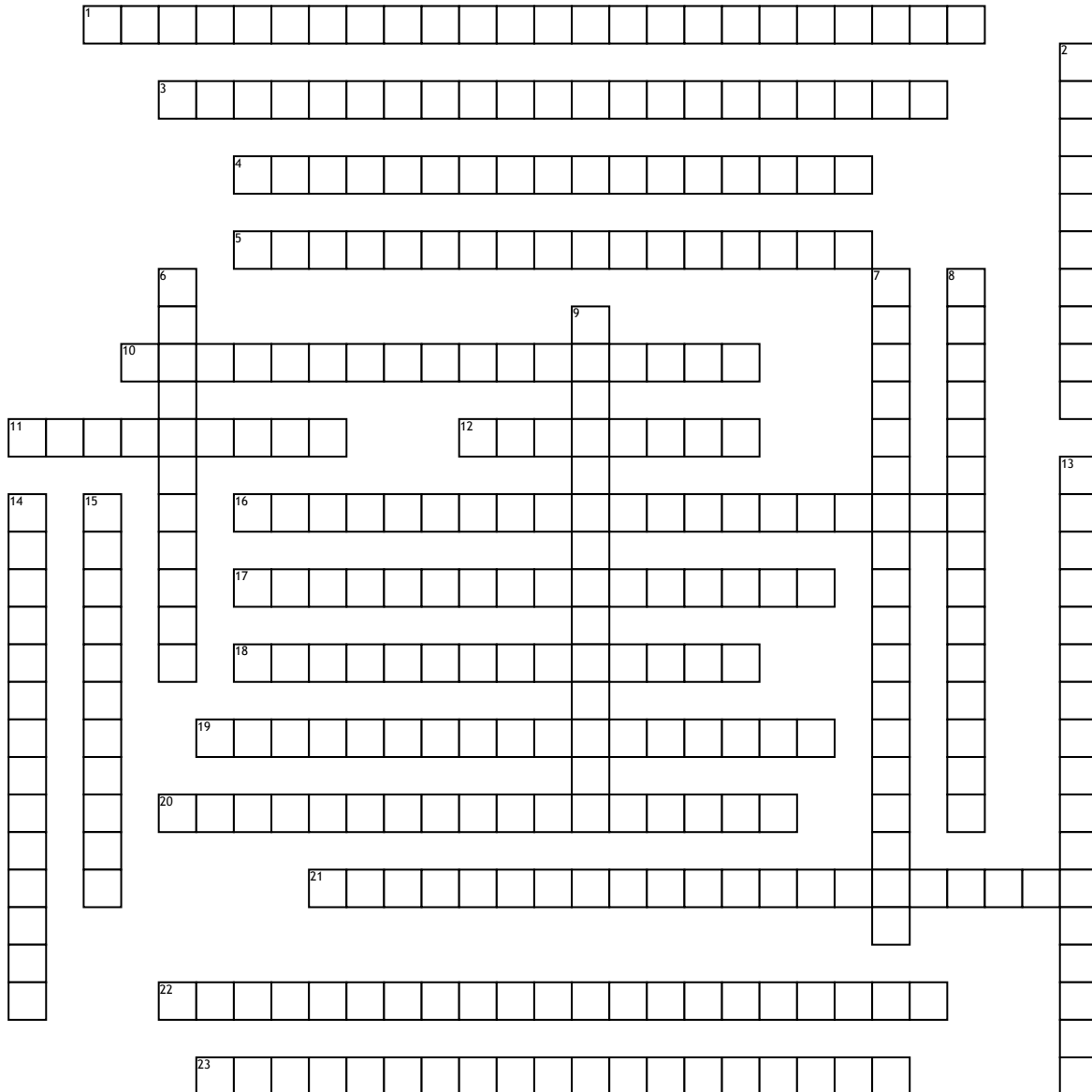


Chapters 1-4 Vocab



Across

- 1. An explanation of how individuals set limits around their personal interactions or relationships.
- 3. A counterpart to intellectual intelligence (IQ) that holds that individuals possess measurable levels of self-awareness, emotion management, self-motivation, awareness of others, and relationship management.
- 4. The idea that communication occurs in a series of one-way messages.
- 5. A tendency to defend one's position from a competitive space.
- 10. The literal dictionary definition of a word.
- 11. A style or tactic in response to conflict not to engage directly in conflict.
- 12. Goals regarding the expression of self-worth, pride, or self-respect.
- 16. Are associated with cooperative and competitive tactics and are like meteorological climates.

- 17. In attribution theory, where one ascribes motivations for another's behavior to a personality or character trait when it actually results from a situational influence or vice versa.
- 18. Conflicts caused by misinterpretations and misinformation.
- 19. A theory that each person in a conversation has three views: my view of myself, my view of you, and my view of how you view me.
- 20. Explanations that focus on the communication that occurs between people in conflict rather than on an individual or internal processes.
- 21. a struggle among a small number of interdependent people (usually two) arising from perceived interference with goal achievement.
- 22. An internal struggle with competing personal goals.
- 23. A pull between opposing forces.

Down

- 2. A theory that models the outcomes of conflict based on choices made by players through a rational process.

- 6. Developed by Lewin and others; the theory suggests there are types of forces that drive conflict and forces that restrain conflict.
- 7. An individual reaction to a word derived from one's personal association or experience with it.
- 8. A state where one thing or a person requires another thing or person to meet goals.
- 9. Issues that have the potential for conflict that the parties do not yet perceive to be a problem.
- 13. The concept that people consistently make sense of the world by assigning meaning and motives to other's behavior.
- 14. An interaction theory advanced by Delia, and others, that holds individuals create meaning and interpret reality through a series of personal constructs or schemas.
- 15. In negotiation, a party's desired means of how an event should happen or negotiation should proceed.