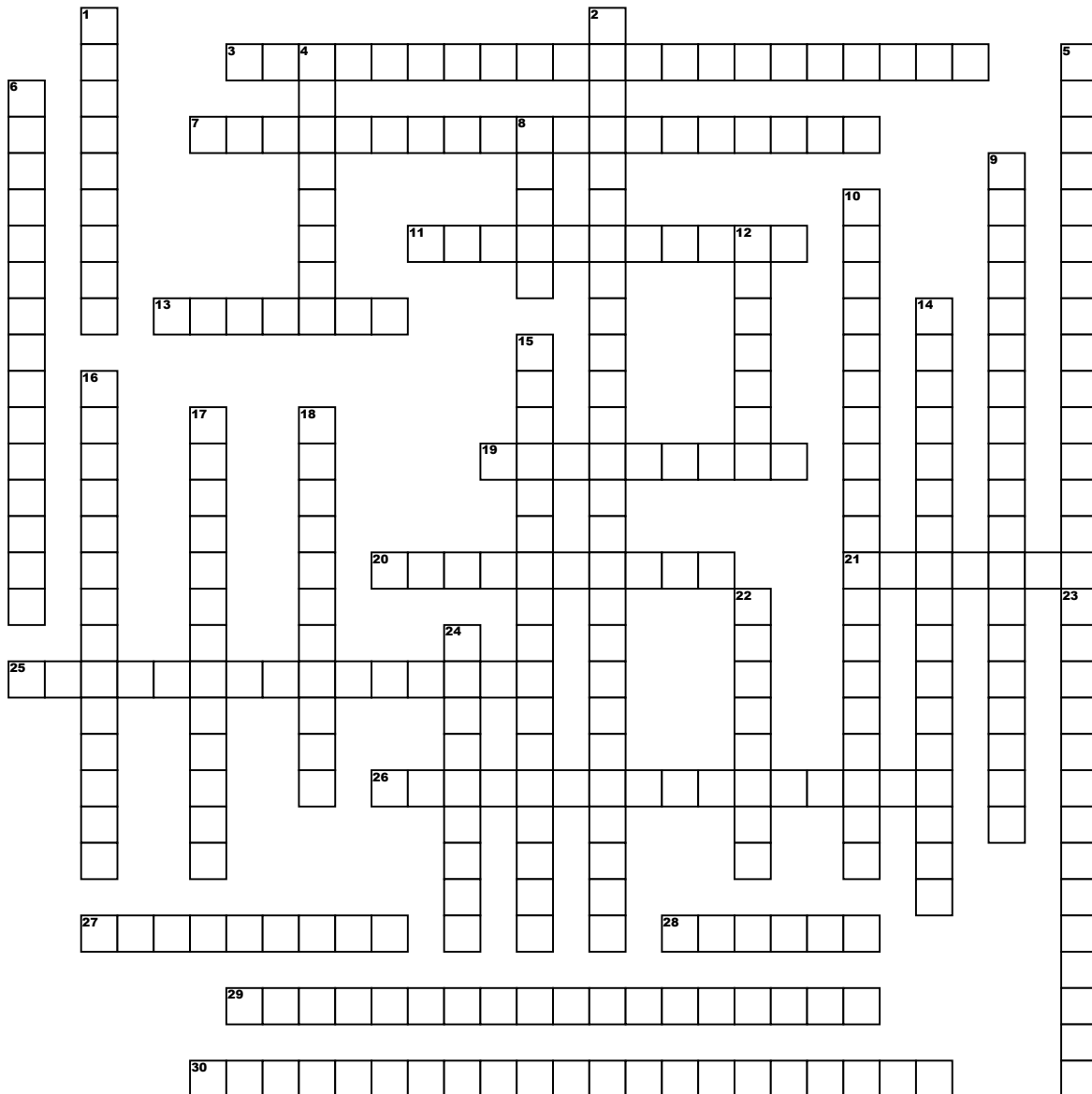


# Conflict Management Chapters 1-4



## Across

**3.** What conflict exists when there is a struggle between two or more people derived from perceived goal interference?

**7.** What kind of attribution exists when a person assumes a behavior is caused by something out of their control?

**11.** What is the moment one responds before a conflict exists called?

**13.** What exists when resources are finite?

**19.** What is our personal set of beliefs of how the worlds works and our place in it?

**20.** What kind of statement presents one's personal feelings or thoughts?

**21.** What theory explains that behavior is determined by biology?

**25.** What do people need in order to attain their goals?

**26.** What exists when one uses words to attack another's position?

**27.** What is a response to conflict when one decides not to engage?

**28.** What is a word, gesture, or picture that stands for something else?

**29.** What meaning is the personal association for a word?

**30.** What conflict exists when it is a struggle within oneself about their personal goals?

## Down

**1.** What are our demands or proposed solutions. This helps to distinguish competitive vs. cooperative worldviews.

**2.** What type of communication does one have internally?

**4.** What are tentative explanations for observed behaviors?

**5.** What type of conflict exists when goal achievement has been interfered with, but participants have not yet perceived it?

**6.** What exists when we assign our attributions to our successes?

**8.** What term means the subject of a conversation?

**9.** What kind of attribution exists when a person thinks their behavior arises from another's personality, values, or characteristics?

**10.** What kind of theories focus on communications and interactions between people?

**12.** What theory explains that behavior is learned?

**14.** What is a response to conflict when one defend's their position and attacks the other person's position?

**15.** What meaning is the dictionary definition of a word?

**16.** What term means we create meaning through a series of personal constructs or schemas?

**17.** What is a response to conflict when one complies with the wishes of the other person?

**18.** Which theory states there are forces which drive conflict and those which restrain conflict?

**22.** What is the weighing of facts and evidence using rules of logic?

**23.** What type of conflict occurs when no goal interference objectively exists or was intended?

**24.** What are our needs which drive our goals?