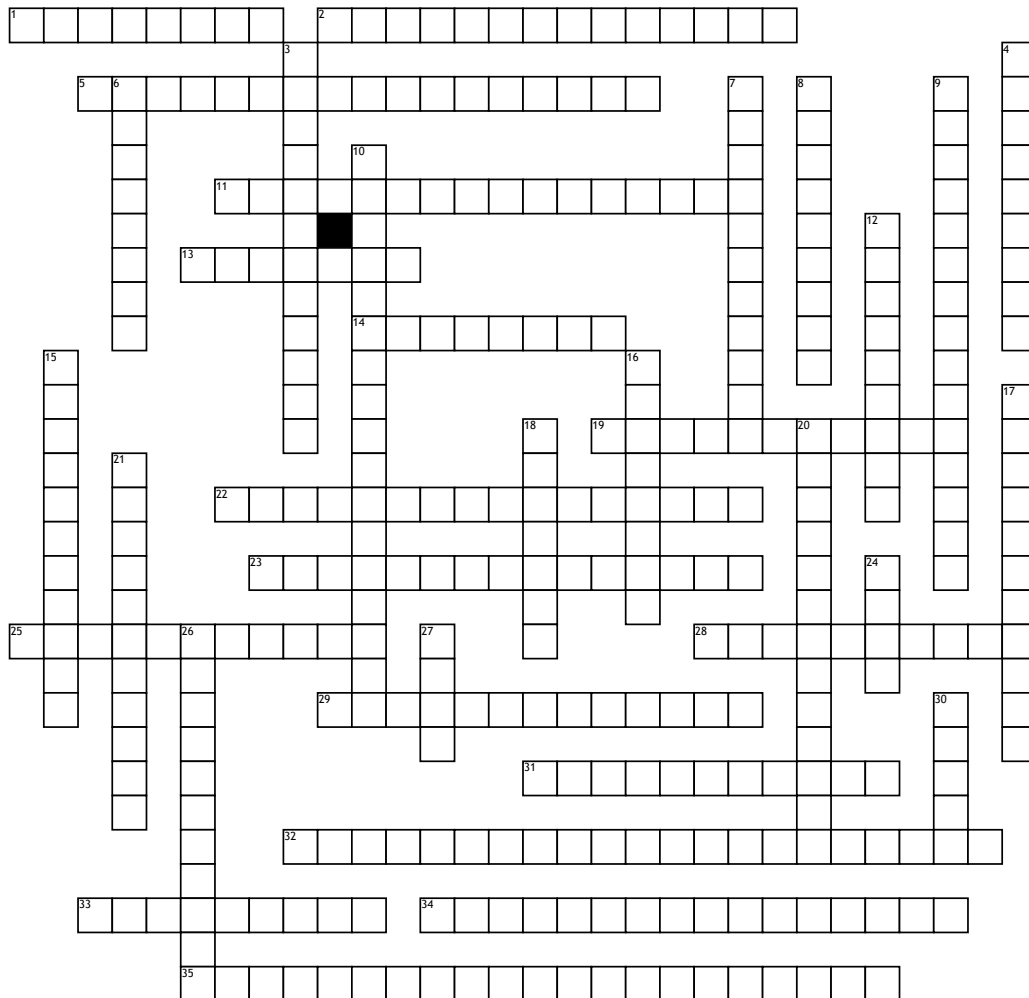


Crossword Puzzle Chapters 1-4



Across

1. Attributions that label behavior as arising from the other person's personality, values or characteristics.
2. Theory that states attitudes and behaviors are developed by observing others.
5. Begrudging compliance perhaps with a plan to get even.
11. Assume behavior is caused by a situation outside of the person's control.
13. There is a finite amount of something and any part of it you get takes away the percentage I can achieve.
14. theory that assumes that people will make choices that are most beneficial to them.
19. How we weave together knowledge, feelings, intuitions, and backgrounds to make sense of the world.
22. Assigning internal or external causation without factual base
23. The level to which people need each other to attain their goals.
25. Situation open to interest-based creativity but containing some goals that genuinely are in opposition.
28. Dictionary definition of a word.

29. Theory that identifies the internal struggle between the id and the superego.
 31. Personal association of a word.
 32. A struggle among a small number of people arising from perceived interference with goal achievement.
 33. Demands, proposed solutions, or other fixed outcome statements.
 34. Attacks others and their positions.
 35. Communication intended to move two people's views of a situation closer together.
- Down**
3. Goal relating to who the parties are to each other.
 4. Needs or desires.
 6. A rational weighing of facts and evidence using the rules of logic.
 7. Goals that relate to tangible resources.
 8. Removing oneself from the controversy.
 9. Occurs when we assign internal attributions to our successes and external factors to our shortcomings.
 10. Defending one's positions and attacking the other party's positions.
 12. Set of beliefs about how the world works and one's place in it.
 15. Theory that explains how people attempt to make sense of the world around them.
 16. Tentative explanations for observed behaviors.
 17. The idea that within any system there are forces that drive conflicts and forces that restrain conflicts.
 18. A goal of how things should be done.
 20. Submission strategy.
 21. A moment when how one responds can change the entire direction of a relationship.
 24. Desired condition either profound or simple.
 26. Goals are more or less positive or negatively related and the actions are more or less effective.
 27. Goal relating to one's sense of self-worth, pride, self-respect or power.
 30. What the conversation is about rather than the cause.

Word Bank

Exchange	Argumentativeness	relationship	Attribution Error	Interests
Face	Substantive	Passive Aggression	Social Learning	Interpersonal Conflict
SelfServing Bias	Choice Point	Externalizations	Avoidance	Connotative
Zero Sum	Interdependence	Worldview	Positions	process
Theories	Sense making	Goal	Psychodynamic	Verbal Aggression
Argument	Mixed Motive	Topic	Denotative	Expectation Management
Internal	Attribution	Mixed Motive	Accommodation	Field Theory