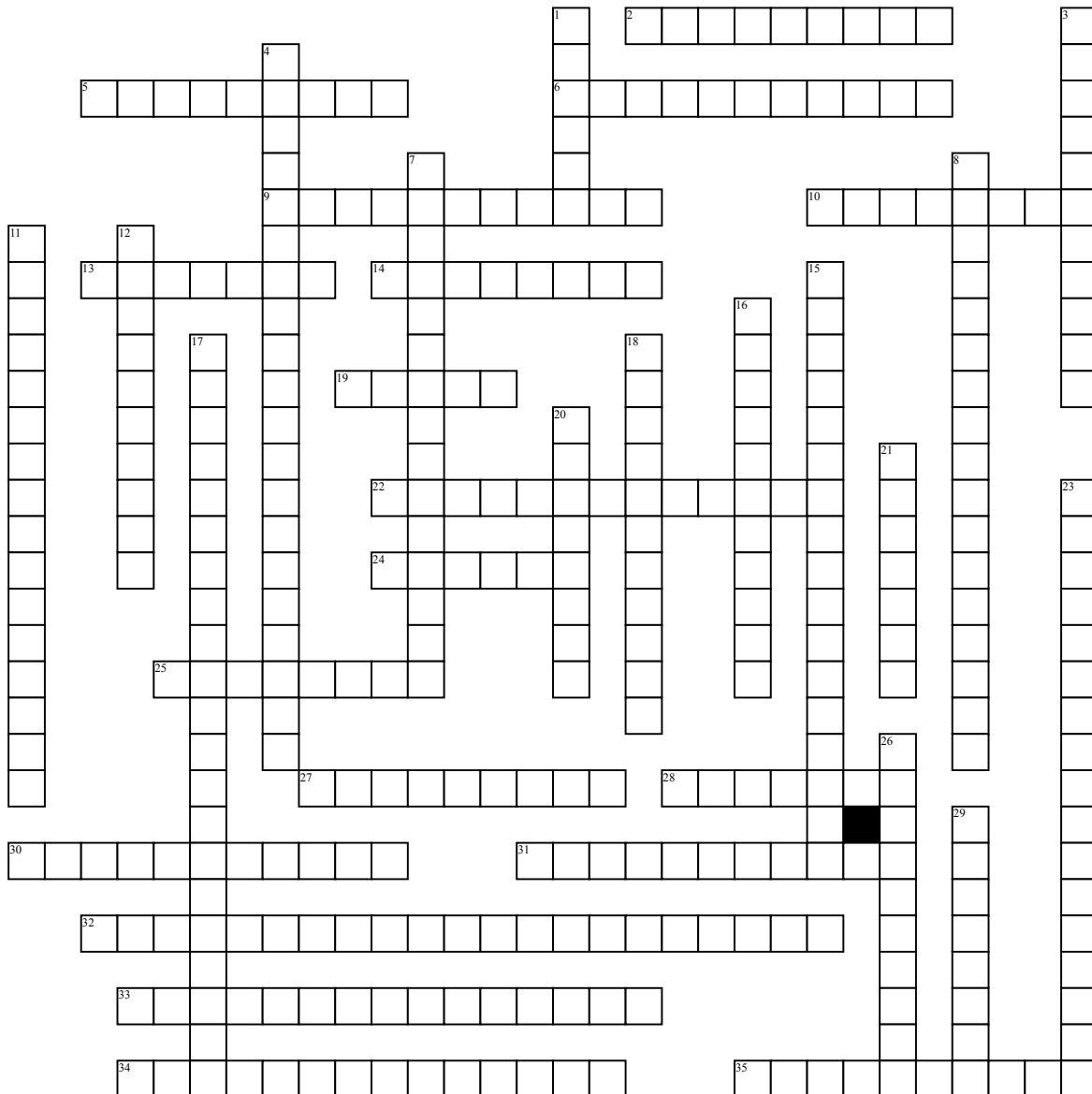


# Personal Conflict Management: Ch 1-4



## Across

2. What style or tactic responds to conflict by not engaging directly in conflict?
5. Which goals deal with the expression of self-worth, pride, or self-respect?
6. Which situation occurs when an individual's goals are somewhat cooperative and somewhat competitive?
9. What is the term that refers to claiming resources or credit for solutions; depleting value that previously existed?
10. What is a need that drives a goal?
13. Which distributive view has limited resources because they are allocated, and the amount of resources left ultimately will reach zero?
14. Which type of interdependence occurs when if one person achieves a goal, the other person will not?
19. Which theory suggests there are different types of forces that drive conflict and force restraint conflict?
22. Which approach is a strategy that moves competitive situations to cooperative situations by putting everyone on the same team rather than on opposing teams?
24. Which type of aggression uses personal attacks, name-calling, and other aggressive tactics?
25. Which type of interdependence occurs when one person will achieve a personal goal when the other person achieves their personal goal?

27. What is an overarching set of beliefs about how the world works and one's place in it?
28. Which goals are held by individuals at the beginning of a conflict?
30. What type of goals are related to tangible resources?
31. What statement takes responsibility for one's personal feelings or thoughts?
32. What occurs when one person perceives that another person is blocking an important goal?
33. Which type of conflict refers to the conflicts caused by misinterpretations and misinformation?
34. Which conflict has issues that have potential for conflict but the parties haven't perceive any problems yet?
35. Which theory models the outcomes of a conflict based on the choices made by players through a rational process?

## Down

1. What is a word, gesture, or picture that stands for something else?
3. What is the term we use for the personal associations we have for words?
4. Which type of conflict moves towards positive outcomes?
7. What is the state where one thing or person requires another thing or person to meet their goals called?
8. What is defending one's positions and attacking the other party's positions?

11. What is the classic game theory example using two criminals pitted against each other during police interrogation?
12. Which meaning is used to describe dictionary defined words?
15. What term defines focusing discussions on the interaction process? (communication about communication)
16. What is the moment called when an individual response can change the entire direction of a relationship?
17. Which communication brings the perceptions and expectations held by different people closer together?
18. What is the view on interest-based negotiations that needs all parties to be met at some extent?
20. Who proposed that every conversation between two people really involves six views?
21. Which goal in negotiation, has a party's desired means of how an event should happen or a negotiation should proceed?
23. What is the concept where people consistently make sense of the world by assigning specific meanings and motives to others' behaviors?
26. What are the triggering events that precipitate a conflict episode?
29. Which theory is based on the idea that people make life choices based on a cost-benefit analysis of what better meets personal goals?