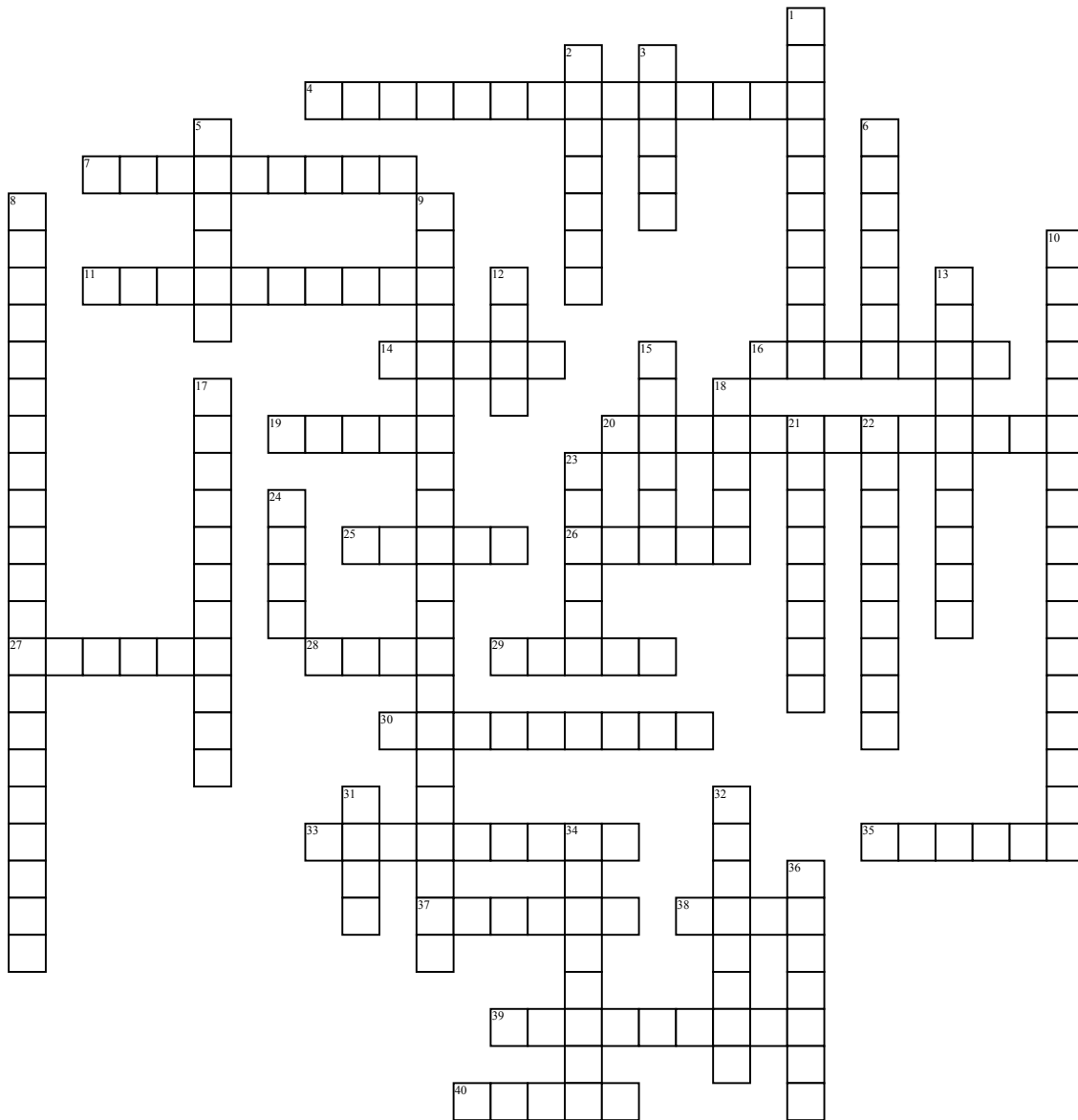


Name: _____

Soc 380 Ch. 1-4



Across

4. Face goals are the affirmation, saving, _____, or subversion of self or other face.
7. _____ are needs.
11. Expectation _____ includes any communication intended to move two people's views of a situation closer together.
14. Taking _____ is claiming resources or credit for solutions; depleting value that previously existed.
16. In a mechanical model of communication, meaning resides in the _____.
19. _____ conflicts pivot around deep-seated beliefs about right and wrong.
20. _____ are what one says one's goals were after a conflict episode ends.
25. When there are opposing negative and positive values, an approach-_____ conflict is created.
26. When there are two choices of equal negative value, an _____-avoid conflict emerges.
27. When a interpersonal conflict does not yet exist; it is _____ conflict.
28. A _____ is a desired condition.
29. _____ theory suggests that there are types of forces that drive conflict and forces that restrain conflict.
30. _____ are demands, proposed solutions, or other fixed outcome statements.
33. A _____ is an overarching set of beliefs about how the world works and one's place in it.

35. _____ are what the conversation was about rather than an identification of what gave rise to the conflict- its cause.
37. A _____ point is a moment when how one responds can change the entire direction of a relationship.
38. An argument is a rational weighing of facts and evidence using the rules of logic. True or false?
39. Structure _____ relate to the external framework that surrounds a conflict.
40. _____ can only be developed by withholding resources to create dependence.
Down
1. A _____ meaning is a dictionary definition.
2. _____ goals involve how a person wishes events to unfold, how decisions are made, or how communication occurs.
3. Mutual _____ encompass the concept that the goals of all parties in a conflict might be met if creative strategies are applied to the problem.
5. _____ aggression attacks others and their positions.
6. Words are _____ to which humans attach meaning.
8. What is the struggle among a small number of interdependent people (usually two) arising from perceived interference with goal achievement?
9. What is an internal struggle about one's goals?
10. _____ is defending one's positions and attacking the other party's positions.
12. A mixed motive are situations where an individual's goals are somewhat cooperative and somewhat competitive. True or false?

13. In defensive climates, individuals feel threatened and react to others _____.
15. _____ conflicts are caused by misinterpretations and misinformation.
17. A personal association for a word is called a _____ meaning.
18. Who coined psychodynamic theory?
21. The term " _____ " is an apt description of how conflict differs from casual disagreements, mild differences, or intellectual argument.
22. _____ conflicts center on the experience and expression of feelings.
23. A _____ resource is anything someone perceives to be in limited supply.
24. _____ theory evolved in the 1940s as a mathematical way to calculate projected gains and losses while playing games to simulate human choice making.
31. Every individual has goals. How many are mentioned in the book?
32. When there are two choices of equal positive value, an approach-_____ conflict exists.
34. _____ theory assumes that people will make choices that are the most beneficial to them
36. When there is a finite amount of something, and any part of it you get takes away the percentage I can achieve.