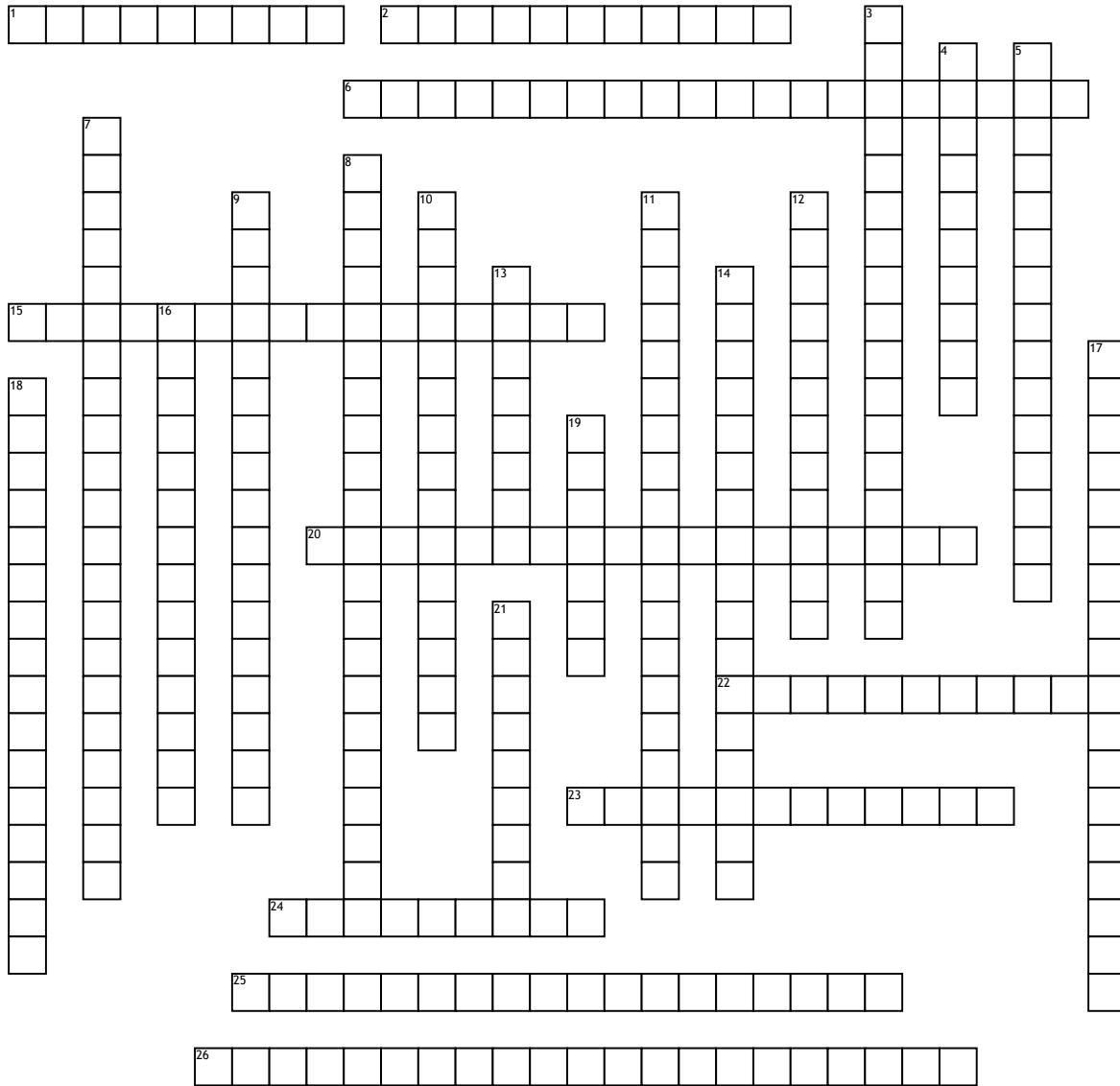


# Soc 390 Crossword Puzzle



## Across

1. A style or tactic in response to conflict not to engage directly in conflict
2. A conflict management technique that requires disputants to attend to the changes to be made in the existing circumstances instead of focusing on past events, previous problems, or root causes
6. Conflict that moves toward positive outcomes
15. 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
20. An individualized reaction to a word derived from one's personal association or experience with it
22. A critical moment during an interaction when one's choice of how to respond will set the tone for future interaction and possibly change the direction of a relationship

23. Goals held by individuals at the beginning of a conflict

24. A need that drives a goal
  25. The choice between two equally unattractive options
  26. A struggle among a small number of interdependent people (usually two) arising from perceived interference with goal achievement
- Down**
3. The literal dictionary definition of a word
  4. The event that precipitates a conflict episode
  5. Anything perceived to be in short supply
  7. Communication to bring the perceptions and expectations held by different people closer together
  8. The choice between two opposing options, one negative and one positive
  9. A tendency to defend one's position from a competitive stance

10. A state where one thing or person requires another thing or person to meet goals
11. Conflict that moves toward destructive outcomes
12. In negotiation, a party's desired means of how an event should happen or a negotiation should proceed
13. Providing reasons to support an assertion or claim
14. Focusing discussion on the interaction process; communication about communication
16. Goals that evolve and change as a conflict episode progresses
17. What one says one's goals were after a conflict episode ends
18. Goals around tangible resources
19. A theory that holds one's personality and behavior are influenced by social development as opposed to biological development
21. Goals regarding the expression of self-worth, pride, or self-respect