

## <u>Across</u>

**2.** Individuals feel threatened and react to others negatively

4. Assigning external reasons to one's own faults.

8. A mathematical way to calculate projected gains and losses while playing games to simulate human choice making.
10. Goals that will reward with a certain outcome.

**19.** Believed that within any system there are forces that drive conflicts and forces that restrain conflicts.

**20.** A moment when how one responds can change the entire direction of a relationship.

**21.** Includes all of our relationships and interactions.

**22.** A struggle amoung a small number of interdependent people (usually two) arising from perceived interference with goal achievement.

23. Dictionary definition of a word.

24. Two people who have different goals interfering with each others goal achievements but don't know it yet. Down

**1.** Having internal conversations is considered

**3.** How people attempt to make sense of the world around them.

5. Purely internal struggle about one's goals

6. Equivalent to ones needs.

7. A solution that all parties find

acceptable.

9. Personal association for a word.

**11.** Begrudgin compliance, perhaps with a plan to get even.

12. Proposed that people evaluate the costs and rewards of a relationship by the amount of effort required to attain rewards and avoid costs.

13. Focus attention on the

communication and interactions among people rather than on the individual.

14. Who the parties are to each other.15. Built on the metaphor of an economic marketplace and assumes people will make choices that are the

people will make choices that are the most beneficial to them.

**16.** The level to which people need each other to attain thier goals.

17. Removing oneself from the

controversy

**18.** Occurs when disagreements gravitate towards antagonism instead of resolution.