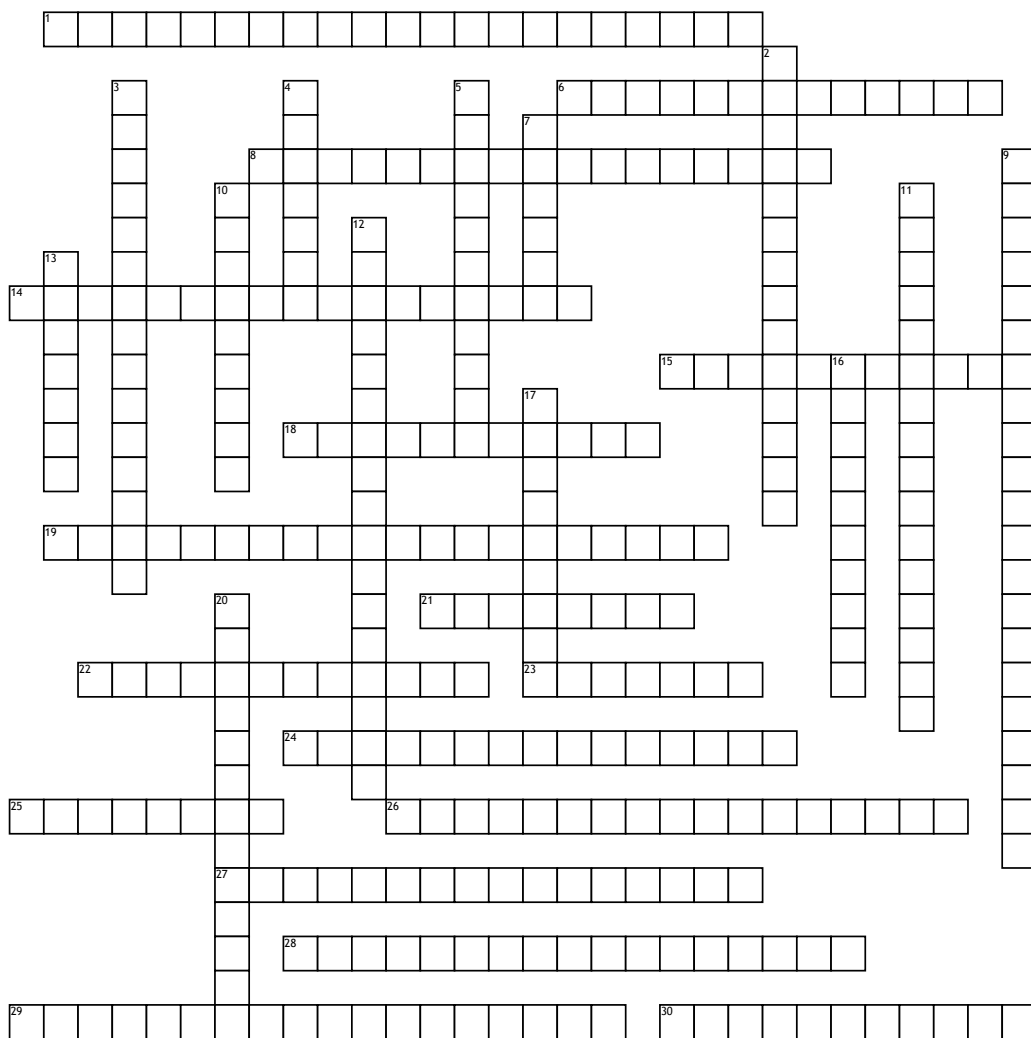


Name: \_\_\_\_\_

Date: \_\_\_\_\_

# Conflict Management



## Across

1. A conflict that occurs within yourself.
6. Submission to a conflict.
8. Defending one's positions and attacking the other party's positions.
14. Individuals feel threatened and react to others negatively.
15. Competitors are masters of this concept.
18. A moment in time when it is possible to choose between consistent and inconsistent behavior.
19. The theory that proposes that people evaluate the costs and rewards of a relationship by the amount of effort required to attain rewards and avoid costs.
21. An idea or set of ideas that is intended to explain facts or events. Symbols, Something that represents or suggests something else.
22. The milestones that you can completely control.
23. Something that represents or suggests something else.
24. Occurs when we assign internal attributions to our successes.
25. An exchange of opposite views.

26. Explains how people attempt to make sense of the world around them.
  27. Deliberately harmful behavior that is typically both unprovoked and repeated.
  28. The theory that deals with how the social perceiver uses information to arrive at casual explanations for events.
  29. A pattern of passive hostility and an avoidance, evoking exasperation or confusion.
  30. The precise, literal definition of a word.
- Down**
2. States that people create meaning through a series of personal constructs or schemas.
  3. The dependence of two or more people on each other.
  4. Personal experiences , behavior is learned.
  5. The emotions and associations connected to a word.
  7. The physical and personality traits determined by your genes, determined by biology.
  9. A disagreement that can be emotional, physical, personal between two or more people.
  10. The action of keeping away, removing oneself from the controversy.

11. Goals that relate to tangible resources.
12. Involve who the parties want to be to each other.
13. A situation in game theory in which one person's gain is equivalent to another's loss.
16. A mathematical way to calculate projected gains and loses while playing games to simulate human choice making.
17. Demands, proposed solutions, or other fixed outcome statements.
20. Interest- based conflict managers.

## Word Bank

Argument	Choice Point	Defensive Climates	Accommodation	Dennotative
Nurture	Interpersonal Conflict	Substantive Goals	Zero Sum	Avoidance
Interdependence	Attribution Theory	Social Exchange Theory	Self Serving Bias	Nature
Relationship Goals	Argumentativeness	Game Theory	Verbal Aggression	Symbols
Creating Value	Taking Value	Constructivism	Connotative	Intrapersonal Conflict
Theories	Positions	Process Goals	PassiveAggression,	Attribution Theory