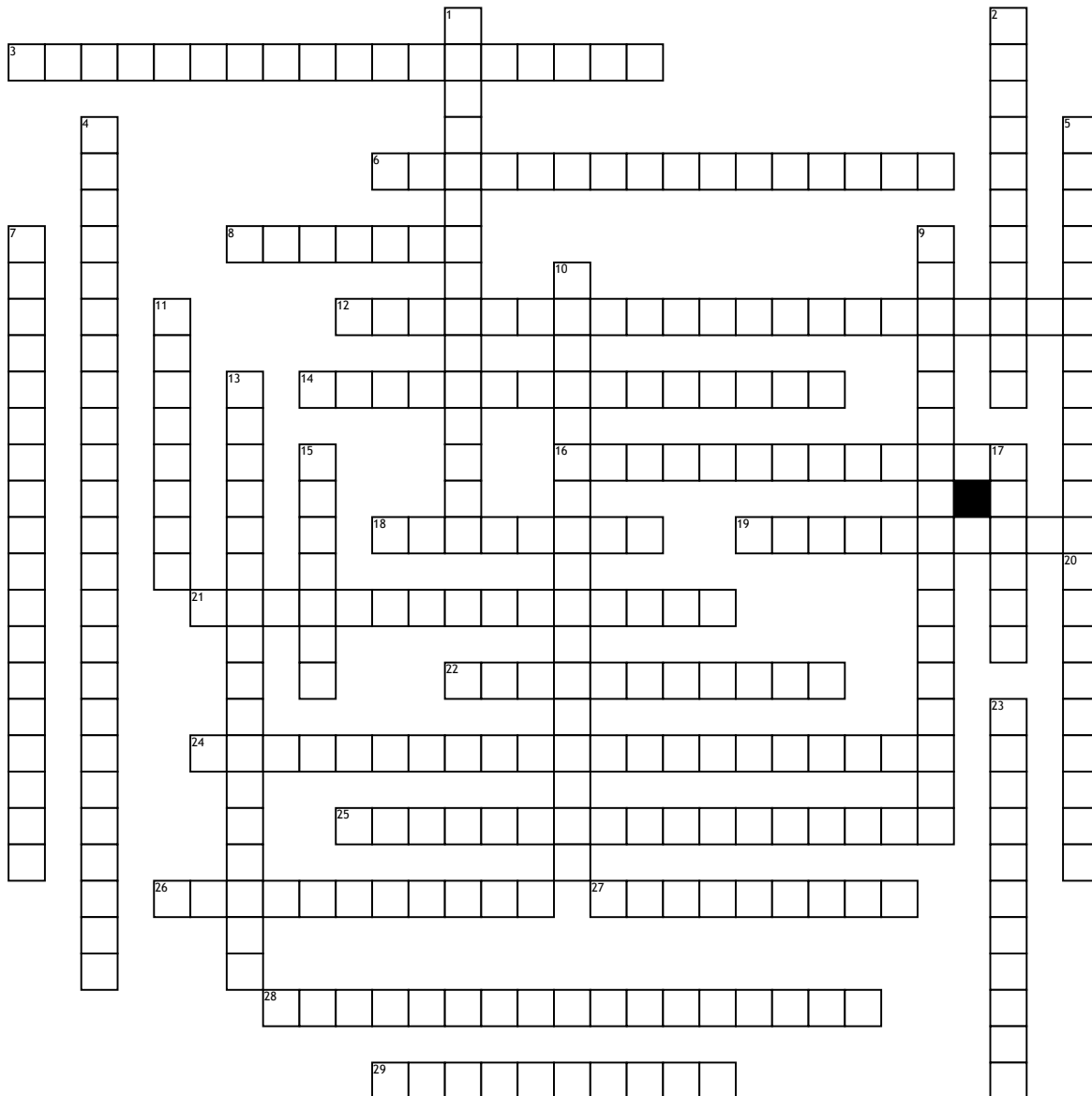


# Conflict Management



## Across

3. two choices of equal negative value  
 6. attacks others and their positions  
 8. learned behavior  
 12. a struggle among a small number of interdependent people arising from a perceived interference with goal achievement.  
 14. based on miscommunication or inaccurate perceptions of another person's intentions  
 16. submission  
 18. tentative explanations for observed behaviors  
 19. needs  
 21. a goal related to a tangible resource  
 22. goals are more or less positive or more or less negatively related and the actions are more or less effective.

24. a purely internal struggle about one's goals  
 25. defending one's positions and attacking the other party's positions  
 26. a moment when how one responds can change the entire direction of a relationship  
 27. demands proposed solutions or other fixed outcome statements.  
 28. begrudging compliance, perhaps with a plan to get even  
 29. a mathematical way to calculate projected gains and losses while playing games to simulate human choice making  
**Down**  
 1. the level to which people need each other to attain their goals  
 2. the concept that the goals of all parties in a conflict might be met if creative strategies are applied to the problem.  
 4. two choices of equal positive value

5. within any system there are forces that drive conflicts and forces that restrain conflicts  
 7. a personal association of a word  
 9. individuals feel threatened and react to others negatively  
 10. the dictionary definition of a word  
 11. a rational weighing of facts and evidence using the rules of logic  
 13. how people attempt to make sense of the world around them. self-serving bias, occurs when we assign internal attributions to our successes.  
 15. a finite amount of something  
 17. determined by biology  
 20. removing oneself from the controversy  
 23. a goal related to how things should be done