

Conditions Influencing Strategic Choice During Conflict

What is it?	What increases or decreases its influence?	What strategy (or strategies) does it encourage?
cern Model		
Concern: ncern is the level of concern a person his or her own outcomes in a conflict. It ge from indifference (or perhaps even e concern) to high concern.	 (A) The more important a person feels about the interests at stake, then the stronger and more rigid self-concern that person will have. This can happen when there are deep moral principles of right and wrong or justice involved. (B) Self-concern regarding an issue may be affected by the level of self-concern involved in other issues. High self-concern in other areas may cause low self-concern when dealing with the issue at hand. On the flip side, low self-concern in other areas may cause high self-concern for the issue at hand. (C) The framing of the outcomes may affect self-concern. Positive framing of the options (by emphasizing the potential gains of each) seems to reduce self-concern; negative framing of the options (by emphasizing the potential loses of each) seems to increase self-concern. (D) Fear of confrontation makes a person less assertive and so reduces his or her self-concern. (E) Representatives of groups tend to identify their self-concern with the group's concerns, and so have a higher self concern than any individual 	The more self-concern Party has, the more assertive they are in advancing their own interests in a conflict. This makes it more likely that Party will adopt either contending or problem solving strategies during a conflict. On the other hand, if Party has low self-concern, they will usually be less assertive and so more likely to adopt either yielding or avoiding strategies when in conflict with Other.
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Other-Concern:

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Γhe Perceive	d Feasibility Perspective		
1. Perce	eived Common Ground (PCG):		The greater the PCG, the more likely Party will problem solve because
2. Trust	:		The greater the trust, the more likely Party will problem solve because
3. Confl	ict Size:		The greater the size of the conflict, the more likely Party will contend because
4. Worr	y About Conflict Spirals:		The more worried Party is about causing a conflict spiral, the less likely Party will contend because

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The Perce	ived Feasibility Perspective (Continued)	
5. Im	age Loss:		The greater the risk of image loss, the less likely Party will problem solve or yield because
6. Pa	sition Loss:		The greater the risk of position loss, the less likely Party will problem solve or yield because
7. Inf	formation Loss:		The greater the risk of information loss, the less likely Party will problem solve because
 8. Re	putation:		The more concerned Party is with their reputation, the less likely Party will

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The F	Perceived	Feasibility Perspective ((Continued)	
9.		ved Power y's BATNA:		The greater Party's perceived power or the better their BATNA, the more likely Party will contend because
10.		ved Counterpower r's BATNA:		The greater Other's perceived counter-power or the better their BATNA, the less likely Party will contend because
11.	Time P	ressure & Deadlines:		The more time pressure Party feels, the more likely Party will yield because

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Blame Direction			
1. Other	-Blame:		The more that Party believes Other is to blame for the conflict, the more likely Party will contend because
2. Self-I	Blame:		The more that Party believes they are to blame for the conflict, the more likely Party will yield because
3. Mutu	al-Blame:		The more that Party believes that both they and Other share blame for the conflict, the more likely Party will problem solve because