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The basic question to which this book is addressed is not how to eliminate or prevent conflict but rather how to make it productive, or minimally, how to prevent it from being



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destructive. I shall not deal with situations of "pure" conflict in which inevitably one side loses what the other gains.

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my query can be restated, as an investigation of the conditions under which the participants will evolve a cooperative relationship or a competitive relationship in a situation which permits either. -- from the introduction.

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constructively. It provides the theoretical underpinnings that throw light on the fundamental social psychological processes involved in understanding and managing conflicts at all levels—interpersonal, intergroup, organizational, and international. The Handbook covers a

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"pure" conflict in which inevitably one side loses what the other gains.

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and other social groups.

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