

Social Exchange Theory Interpersonal Communication

Social Exchange Theory and Interpersonal Communication: A Deep Dive

Introduction:

Ever wondered why some relationships thrive while others flounder? The answer might lie in the principles of social exchange theory. This comprehensive guide delves into the fascinating interplay between social exchange theory and interpersonal communication, exploring how we weigh costs and benefits in our interactions to understand relationship dynamics. We'll examine the core concepts, explore real-world applications, and discuss limitations, all while providing practical insights you can apply to your own relationships. Get ready to unlock the secrets of successful communication through the lens of social exchange.

1. Understanding Social Exchange Theory:

Social exchange theory posits that interpersonal relationships are essentially a series of transactions where individuals seek to maximize their rewards and minimize their costs. This isn't about money; rather, it refers to a broader range of resources, including:

Material rewards: Gifts, financial support, shared resources.

Social rewards: Affection, companionship, support, validation.

Emotional rewards: Feeling loved, appreciated, secure, understood.

Personal rewards: Increased self-esteem, personal growth, expanded experiences.

Conversely, costs include:

Time investment: The effort and energy spent maintaining the relationship.

Emotional costs: Stress, anxiety, conflict, disappointment.

Material costs: Financial expenses related to the relationship.

Opportunity costs: Forgoing other opportunities due to the relationship commitment.

The theory suggests that individuals evaluate these costs and rewards, consciously or unconsciously, to determine the overall profitability of a relationship. A positive outcome (rewards exceeding costs) leads to relationship satisfaction and commitment, while a negative outcome (costs exceeding rewards) leads to dissatisfaction and potential dissolution.

2. The Role of Comparison Levels (CL) and Comparison Levels for Alternatives (CLalt):

Two crucial concepts within social exchange theory are comparison level (CL) and comparison level for alternatives (CLalt).

Comparison Level (CL): This represents an individual's standard for evaluating the desirability of a relationship. It's based on past experiences, societal norms, and personal expectations. A high CL means an individual expects a lot from a relationship, while a low CL might reflect lower expectations.

Comparison Level for Alternatives (CLalt): This refers to the perceived desirability of available alternative relationships or being alone. A high CLalt suggests that the individual believes they have attractive alternatives, leading to a greater likelihood of leaving a less satisfying relationship. Conversely, a low CLalt might indicate a lack of perceived alternatives, increasing commitment even in a less rewarding relationship.

The interplay between CL and CLalt significantly influences relationship stability. For a relationship to be stable, the outcome (rewards - costs) must exceed both CL and CLalt.

3. Social Exchange Theory in Interpersonal Communication:

Social exchange theory isn't merely a framework for understanding relationship outcomes; it profoundly impacts how we communicate. The constant evaluation of costs and rewards shapes our communication styles, strategies, and behaviors.

Self-disclosure: We are more likely to disclose personal information when we perceive the potential rewards (increased intimacy, validation, support) outweigh the costs (vulnerability, rejection).

Conflict resolution: The approach to conflict depends on the perceived costs and rewards of confrontation versus avoidance. Individuals might choose to avoid conflict if they anticipate high emotional costs, even if the unresolved issue negatively impacts the relationship's long-term outcome.

Negotiation and compromise: Successful communication in negotiations involves balancing the needs and desires of all parties involved, seeking mutually beneficial outcomes where rewards outweigh costs for everyone.

Maintenance behaviors: Relationship maintenance strategies, such as expressing appreciation, offering support, and engaging in shared activities, are seen as investments that enhance rewards and mitigate costs.

Power dynamics: Social exchange theory can illuminate power imbalances within relationships. Individuals who control valuable resources (rewards) often have greater influence and power.

4. Limitations of Social Exchange Theory:

While immensely valuable, social exchange theory has limitations:

Overemphasis on rationality: The theory assumes individuals rationally calculate costs and rewards. However, emotions, irrationality, and impulsive actions frequently influence relationships.

Neglect of altruism: The theory struggles to fully explain altruistic acts where individuals prioritize others' well-being, even at a personal cost.

Difficulty in measuring rewards and costs: Quantifying subjective experiences like emotional rewards and costs presents a significant methodological challenge.

Cultural variations: The perceived value of different rewards and costs varies significantly across cultures, impacting the applicability of the theory universally.

5. Applying Social Exchange Theory to Improve Communication:

Understanding social exchange theory allows for more conscious and effective communication:

Identify your needs: Clearly articulate your needs and expectations in a relationship to ensure your rewards outweigh your costs.

Communicate openly: Honest and open communication is crucial for managing expectations and negotiating mutually beneficial outcomes.

Focus on reciprocity: Strive for a balance in giving and receiving, ensuring both partners feel valued and appreciated.

Manage expectations: Realistic expectations prevent disappointment and foster relationship satisfaction.

Recognize your CL and CLalt: Understanding your own comparison levels allows you to assess the potential value of a relationship against alternatives.

Book Outline: Navigating Relationships: A Social Exchange Perspective

Introduction: An overview of social exchange theory and its application to interpersonal communication.

Chapter 1: Core Concepts of Social Exchange: Detailed explanation of rewards, costs, CL, and CLalt.

Chapter 2: Social Exchange and Communication Styles: Examining the impact of cost-benefit analysis on communication patterns.

Chapter 3: Social Exchange in Different Relationship Types: Exploring applications across romantic, familial, and platonic relationships.

Chapter 4: Conflict Resolution Through a Social Exchange Lens: Strategies for managing conflict based on optimizing rewards and minimizing costs.

Chapter 5: Power Dynamics and Social Exchange: Analyzing how resource control influences communication and relationship dynamics.

Chapter 6: Limitations and Criticisms of Social Exchange Theory: Addressing the shortcomings and offering alternative perspectives.

Chapter 7: Practical Applications and Relationship Enhancement: Strategies for improving communication and relationship satisfaction.

Conclusion: Synthesizing key findings and highlighting future research directions.

(The complete book would expand on each chapter with detailed explanations, examples, and case studies.)

Frequently Asked Questions (FAQs):

1. Is social exchange theory only about materialistic relationships? No, it encompasses all types of relationships and considers a wide range of rewards and costs, including emotional and social ones.

2. Can social exchange theory predict relationship success perfectly? No, it's a framework, not a predictive formula. Emotions and unpredictable events heavily influence relationship dynamics.

3. How can I apply social exchange theory in my friendships? Assess the costs and benefits of maintaining the friendship. Are your emotional investments returning equivalent rewards?

4. Does social exchange theory encourage selfish behavior? Not inherently. Mutually beneficial relationships where both partners' needs are met are the ideal outcome.

5. What are some examples of "costs" in a romantic relationship? Time commitment, emotional vulnerability, potential for heartbreak, financial expenses.

6. How does social exchange theory relate to self-esteem? Positive relationships that outweigh costs can significantly boost self-esteem.

7. Can social exchange theory explain why people stay in abusive relationships? While it doesn't fully explain this, it highlights the complexities. A low CLalt (few perceived alternatives) or high emotional costs of leaving can contribute.

8. Is there an alternative theory to social exchange theory for understanding relationships? Yes, attachment theory and equity theory offer different perspectives on relational dynamics.

9. How can I use social exchange theory to improve my communication skills? By consciously evaluating the potential rewards and costs of different communication styles, one can adopt more effective approaches.

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social exchange theory interpersonal communication: Interpersonal Communication

Michael E. Roloff, 1981-06 A book which examines the social exchange theories of relations between people. These theories tend to view communication as an exchange or extraction of benefit undertaken out of self interest. The book attempts to answer three questions: what are these theories and how do their assumptions differ? How do they view a variety of interpersonal communication phenomena? What are their strengths and weaknesses? 'This highly readable book contributes by abstracting the substance of exchange, then attributing it to the human communication processes.' -- Sociology: Review of New Books, Vol 9 No 3

social exchange theory interpersonal communication: Handbook of Social Resource

Theory Kjell Törnblom, Ali Kazemi, 2012-11-06 Our lives as human beings are characterized by production and use of social resources, material (e.g., money and physical possessions) as well as immaterial (such as love, knowledge, and power). Distribution and exchange of these resources are central to individuals' physical and mental health and quality of life. Over the past four decades, Social Resource Theory (SRT) has evolved to build vital links between social psychology and public policy, providing a valuable lens for understanding and addressing social class, inequality, and injustice. The recent conceptual and theoretical developments and future prospects of this robust field are on full display in this Handbook of Social Resource Theory. An international, interdisciplinary panel of experts expands on the pioneering work of the late Dr. Uriel Foa and his wife Edna Foa, starting with the basic structure of SRT. The Handbook includes integrations of SRT

with other social scientific frameworks, analyses of organizational and cultural issues, reports of empirical research using various methods, as well as applications to different areas including: Social justice Quality of life Interpersonal relationships Social dilemmas Stress management Work satisfaction Cognitive development Consumer behavior Cross-cultural behavior Covering human social transactions from the interpersonal to the intercultural levels, the Handbook of Social Resource Theory extends this relevant line of study to enhance the work of social psychologists, sociologists, anthropologists, political scientists, and public policy makers. "The Handbook presents the basic tenets of the social resource theory originated from the late Uriel Foa and provides an authoritative agenda for the future developments of this theory. Kjell Törnblom and Ali Kazemi have made an excellent job in gathering a global group of contributing scholars representing an outstanding mix of respected and long-standing researchers in social psychology, sociology, psychology, management, economics and marketing, political science, history, and applied ethics/philosophy. This Handbook is an ideal resource for researchers, instructors, and graduate students in all these fields with an interest in social resource theory." Edna B. Foa Professor of Clinical Psychology, University of Pennsylvania "Uriel Foa (1916-1990) developed social resource theory in the 1960s. In the next half century this theory has generated an enormous amount of new data and theory in social, cross-cultural, and educational psychology, as well as in related disciplines. It has inspired work on interpersonal relationships, attributions, the understanding of status, morality, distributive justice, procedural justice, social dilemmas, interpersonal evaluation, biosocial theory, and action construal. Applications in both organizational and educational settings and in marketing studies indicate the theory's relevance for the "real world." This volume edited by Kjell Törnblom and Ali Kazemi is the wonderful Festschrift that Foa did not have, because he died when he was too young by contemporary life expectancy standards. It includes chapters by many of the stars of the fields that social resource theory has influenced." Harry C. Triandis Professor Emeritus, University of Illinois "Forty years ago Edna and Uriel Foa began to spell out the unwritten social rules by which we trade - on a daily basis - friendship, information, respect, gifts, favors and other rewards and punishments. Sociologists, psychologists, economists, and others owe the editors a tremendous debt of gratitude for reminding us of the eloquence and indispensability of the original work on social resource theory and for bringing together a distinguished roster of scholars and scientists to reflect on the theory and to exercise it in the service of addressing an astonishing number and variety of important social and organizational problems." John T. Jost Professor of Psychology and Politics, New York University "What material and symbolic goods count as resources? How do resources relate to power? How can the exchange and distribution of resources be understood in both interpersonal and societal terms? In this outstanding volume, Törnblom and Kazemi bring together a constellation of experts from a variety of disciplines to address questions such as these. Taking as their basis the classic statement by Uriel and Edna Foa of the resource theory of social exchange, the Handbook moves through theoretical to practical analyses and presents both laboratory and field research conducted in a number of different countries. The book makes an excellent contribution to our understanding of social exchange theory in particular and of social relationships in general. The collection is both impressive and important." Faye J Crosby Professor of Psychology, University of California Santa Cruz "A tour de force, this comprehensive volume presents cutting edge insights inspired by Foa and Foa's social resource theory. Törnblom and Kazemi have brought together a stellar cast to address ageless questions about the cornerstones of social life and provide generative roadmaps for future theorizing and research. This volume is a rich resource for scholars as well as students and educated readers who want to know more about the complexities of social life." Linda J. Skitka Professor of Psychology, University of Illinois at Chicago

social exchange theory interpersonal communication: Engaging Theories in Interpersonal Communication Leslie A. Baxter, Dawn O. Braithwaite, 2008-03-07 Discusses major theories of interpersonal communication.

social exchange theory interpersonal communication: Engaging Theories in Family

Communication Dawn O. Braithwaite, Leslie A. Baxter, 2005-08-26 Engaging Theories in Family Communication: Multiple Perspectives covers uncharted territory in its field, as it is the first book on the market to deal exclusively with family communication theory. In this volume, editors Dawn O. Braithwaite and Leslie A. Baxter bring together a group of contributors that represent a veritable Who's Who in the family communication field. These scholars examine both classic and cutting-edge theories to guide family communication research in the coming years.

social exchange theory interpersonal communication: Engaging Theories in Interpersonal Communication Dawn O. Braithwaite, Paul Schrodt, 2014-10-10 Winner of the 2017 NCA Gerald R. Miller Book Award! Use and Understand Interpersonal Communication Theories Engaging Theories in Interpersonal Communication: Multiple Perspectives highlights key theories used to guide interpersonal communication research. The Second Edition features 30 theory chapters written by leading scholars in interpersonal communication, including new coverage of evolutionary theories, Problematic Integration Theory, supportive communication theories, Theory of Motivated Information Management, critical approaches to interpersonal communication, and Media Multiplexity Theory. Each theory chapter follows the same structure to help readers easily find and compare information across theories. An updated introductory chapter maps the history and the current state of interpersonal communication theory since publication of the first edition, based on comprehensive analysis of published scholarship. Presenting both classic and cutting-edge issues, the book organizes theories into three clusters—theories that are individually-centered; theories that are focused on discourse and interaction processes; and theories that examine how communication functions in personal relationships. All authors interweave abstract theoretical concepts with concrete examples in order to maximize readability and comprehension.

social exchange theory interpersonal communication: Friendship and Social Interaction Valerian J. Derlega, Barbara A. Winstead, 2012-12-06 A neglected topic in the field of personal relationships has been the study of friendships. Social psychologists have studied how and why individuals are attracted to one another and the processes of interaction during initial encounters, but they have not paid much attention to ongoing friendships. A major goal of the present volume is to develop theories and integrate research on the development and maintenance of friendships. Another major goal is to build bridges between social psychologists and other social scientists by presenting an interdisciplinary approach. Although a majority of the contributors are social psychologists, other authors include sociologists as well as developmental, personality, and clinical psychologists. The chapters also present research on friendship based on a wide range of research methodologies, including laboratory research as well as longitudinal, naturalistic, and clinical studies. Hence, the book incorporates a variety of conceptual and methodological approaches that should contribute to a cross-fertilization of ideas among disciplines. The first chapter, by Barbara A. Winstead and Valerian J. Derlega, provides an overview of theory and research on friendship. The second chapter, by Daniel Perlman and Beverley Fehr, provides a summary and conceptual critique of social psychological theories of social attraction that are relevant to the study of friendship. Adopting a developmental approach, Duane Buhrmester and Wyndol Furman, in Chapter 3, demonstrate the particular importance of friendship during middle childhood and adolescence in fulfilling interpersonal needs.

social exchange theory interpersonal communication: Communicating Affection Kory Floyd, 2006-05-08 Few behavioral processes are more central to the development and maintenance of intimate relationships than the communication of affection. Indeed, affectionate expressions often initiate and accelerate relational development. By contrast, their absence in established relationships frequently coincides with relational deterioration. This text explores the scientific research on affection exchange to emerge from the disciplines of communication, social psychology, family studies, psychophysiology, anthropology, and nursing. Specific foci include the individual and relational benefits (including health benefits) of affectionate behavior, as well as the significant risks often associated with expressing affection. A new, comprehensive theory of human affection exchange is offered, and its merits relative to existing theories are explored.

social exchange theory interpersonal communication: Handbook of Social Psychology

John DeLamater, 2006-11-24 Psychology, focusing on processes that occur inside the individual and Sociology, focusing on social collectives and social institutions, come together in Social Psychology to explore the interface between the two fields. The core concerns of social psychology include the impact of one individual on another; the impact of a group on its individual members; the impact of individuals on the groups in which they participate; the impact of one group on another. This book is a successor to Social Psychology: Social Perspectives and Sociological Perspectives in Social Psychology. The current text expands on previous handbooks in social psychology by including recent developments in theory and research and comprehensive coverage of significant theoretical perspectives.

social exchange theory interpersonal communication: Interpersonal Communication Denise

Solomon, Jennifer Theiss, 2022-03-16 This fully revised text demystifies interpersonal communication skills by bringing the latest research together with practical guidance that prepares students to discern key communication dynamics and communicate more effectively in all areas of their lives. The new edition draws on current theory and research to guide students through the foundations of the discipline, recent developments in scientific research, and tips for improving their own interpersonal communication skills. In addition, readers will find: Expanded coverage of technology and computer-mediated communication, including explicit examples of what interpersonal communication looks like online. Invitations to engage with elaborated descriptions of theories and related resources on the companion website whenever prominent theories of interpersonal communication are mentioned in the text. A commitment to gender inclusive language and topics, as well as a new feature, IDEA: Inclusion, Diversity, Equity, and Access, that invites students to consider ways to address exclusion and inequity in interpersonal communication. The fully revamped companion website includes updates across all resources, additional videos, self-quizzes for students, and all-new instructor resources, which can be accessed at www.routledge.com/cw/solomon. Also new to the companion website for this edition are links to essays and videos featuring the work that students in the Communication Studies program at the California State Prison, Los Angeles County, produced in response to self-reflection prompts in the first edition. These materials provide insight into facets of interpersonal communication in these students' lives, and they offer a broad range of rich life experiences. *Interpersonal Communication: Putting Theory into Practice, Second Edition* is ideal for undergraduate students in courses on interpersonal communication and communication skills.

social exchange theory interpersonal communication: *The Dark Side of Interpersonal*

Communication Brian H. Spitzberg, William R. Cupach, 2009-03-04 The Dark Side of Interpersonal Communication examines the multifunctional ways in which seemingly productive communication can be destructive—and vice versa—and explores the many ways in which dysfunctional interpersonal communication operates across a variety of personal relationship contexts. This second edition of Brian Spitzberg and William Cupach's classic volume presents new chapters and topics, along with updates of several chapters in the earlier edition, all in the context of surveying the scholarly landscape for new and important avenues of investigation. Offering much new content, this volume features internationally renowned scholars addressing such compelling topics as uncertainty and secrecy in relationships; the role of negotiating self in cyberspace; criticism and complaints; teasing and bullying; infidelity and relational transgressions; revenge; and adolescent physical aggression toward parents. The chapters are organized thematically and offer a range of perspectives from both junior scholars and seasoned academics. By posing questions at the micro and macro levels, *The Dark Side of Interpersonal Communication* draws closer to a perspective in which the darker sides and brighter sides of human experience are better integrated in theory and research. Appropriate for scholars, practitioners, and students in communication, social psychology, sociology, counseling, conflict, personal relationships, and related areas, this book is also useful as a text in graduate courses on interpersonal communication, ethics, and other special topics.

social exchange theory interpersonal communication: Social Exchange Theory Peter

Palmer Ekeh, 1974

social exchange theory interpersonal communication: Interpersonal Relationships in Education: From Theory to Practice David Zandvliet, Perry den Brok, Tim Mainhard, 2014-08-07 This book brings together recent research on interpersonal relationships in education from a variety of perspectives including research from Europe, North America and Australia. The work clearly demonstrates that positive teacher-student relationships can contribute to student learning in classrooms of various types. Productive learning environments are characterized by supportive and warm interactions throughout the class: teacher-student and student-student. Similarly, at the school level, teacher learning thrives when there are positive and mentoring interrelationships among professional colleagues. Work on this book began with a series of formative presentations at the second International Conference on Interpersonal Relationships in Education (ICIRE 2012) held in Vancouver, Canada, an event that included among others, keynote addresses by David Berliner, Andrew Martin and Mieke Brekelmans. Further collaboration and peer review by the editorial team resulted in the collection of original research that this book comprises. The volume (while eclectic) demonstrates how constructive learning environment relationships can be developed and sustained in a variety of settings. Chapter contributions come from a range of fields including educational and social psychology, teacher and school effectiveness research, communication and language studies, and a variety of related fields. Together, they cover the important influence of the relationships of teachers with individual students, relationships among peers, and the relationships between teachers and their professional colleagues.

social exchange theory interpersonal communication: The Cambridge Handbook of Personal Relationships Anita L. Vangelisti, Daniel Perlman, 2006-06-05 The Cambridge Handbook of Personal Relationships serves as a benchmark of the current state of scholarship in this dynamic field synthesizing the extant theoretical and empirical literature, tracing its historical roots, and making recommendations for future directions. The volume addresses a broad range of established and emerging topics including: theoretical and methodological issues that influence the study of personal relationships; research and theory on relationship development, the nature and functions of personal relationships across the lifespan; individual differences and their influences on relationships; relationship processes such as cognition, emotion, and communication; relational qualities such as satisfaction and commitment; environmental influences on personal relationships; and maintenance and repair of relationships. The authors are experts from a variety of disciplines including several subfields of psychology, communication, family studies and sociology who have made major contributions to the understanding of relationships.

social exchange theory interpersonal communication: Interpersonal Communication and Human Relationships Mark L. Knapp, Anita L. Vangelisti, John P. Caughlin, 2020

social exchange theory interpersonal communication: The Science of Effective Mentorship in STEMM National Academies of Sciences, Engineering, and Medicine, Policy and Global Affairs, Board on Higher Education and Workforce, Committee on Effective Mentoring in STEMM, 2020-01-24 Mentorship is a catalyst capable of unleashing one's potential for discovery, curiosity, and participation in STEMM and subsequently improving the training environment in which that STEMM potential is fostered. Mentoring relationships provide developmental spaces in which students' STEMM skills are honed and pathways into STEMM fields can be discovered. Because mentorship can be so influential in shaping the future STEMM workforce, its occurrence should not be left to chance or idiosyncratic implementation. There is a gap between what we know about effective mentoring and how it is practiced in higher education. The Science of Effective Mentorship in STEMM studies mentoring programs and practices at the undergraduate and graduate levels. It explores the importance of mentorship, the science of mentoring relationships, mentorship of underrepresented students in STEMM, mentorship structures and behaviors, and institutional cultures that support mentorship. This report and its complementary interactive guide present insights on effective programs and practices that can be adopted and adapted by institutions, departments, and individual faculty members.

social exchange theory interpersonal communication: *Close Relationship Loss* Terri L. Orbuch, 2012-12-06 Social scientists from various disciplines have been increasingly concerned with the nature, structure, and function of close relationships. Although most of the early work on the topic of close relationships drew attention to the development of close relationships, since the mid-1970s researchers have begun to investigate the many different aspects connected to the loss of close relationships. Despite the change to a more comprehensive conceptual framework, close relationship research is often criticized for being atheoretical; the research is criticized for being purely descriptive in nature and thus lacking a more theoretical framework. Contrary to this belief, I wish to argue that researchers in the area of close relationship loss employ several critical and prominent theoretical perspectives to describe, explain, and understand the endings of relationships-thus, the fruition of this book. The major aim of this edited book is to present and illuminate, within one volume, some of these major theoretical perspectives. The volume as a whole has several unique qualities. First, within each chapter, the authors provide a general overview of the theoretical perspective or approach within which they examine close relationship loss.

social exchange theory interpersonal communication: *Workplace Ostracism* Cong Liu, Jie Ma, 2021-01-04 Workplace mistreatment is a burgeoning topic of interest, with the majority of workers having experienced it in some form. This book explores workplace ostracism and its negative effects on employee and organizational outcomes, such as employee attitudes, behaviors, and well-being. This edited volume defines workplace ostracism and examines how to differentiate ostracism from other type of workplace mistreatment, such as workplace incivility and interpersonal conflict. Among the questions it seeks to answer are: 1) what are the individual, relational, and contextual factors that influence employees' workplace ostracism experiences; and 2) what constitutes ostracism in stigmatized populations, such as international students, immigrant workers, and older workers. Researchers in organizational behavior, I/O psychology, and the sociology of work will find this book to be a valuable resource.

social exchange theory interpersonal communication: Interpersonal Communication Book Joseph A. DeVito, 2013-07-27 Updated in its 13th edition, Joseph DeVito's *The Interpersonal Communication Book* provides a highly interactive presentation of the theory, research, and skills of interpersonal communication with integrated discussions of diversity, ethics, workplace issues, face-to-face and computer-mediated communication and a new focus on the concept of choice in communication. This thirteenth edition presents a comprehensive view of the theory and research in interpersonal communication and, at the same time, guides readers to improve a wide range of interpersonal skills. The text emphasizes how to choose among those skills and make effective communication choices in a variety of personal, social, and workplace relationships

social exchange theory interpersonal communication: *Social and Cognitive Approaches to Interpersonal Communication* Susan R. Fussell, Roger J. Kreuz, 2014-02-25 Historically, the social aspects of language use have been considered the domain of social psychology, while the underlying psycholinguistic mechanisms have been the purview of cognitive psychology. Recently, it has become increasingly clear that these two dimensions are highly interrelated: cognitive mechanisms underlying speech production and comprehension interact with social psychological factors, such as beliefs about one's interlocutors and politeness norms, and with the dynamics of the conversation itself, to produce shared meaning. This realization has led to an exciting body of research integrating the social and cognitive dimensions which has greatly increased our understanding of human language use. Each chapter in this volume demonstrates how the theoretical approaches and research methods of social and cognitive psychology can be successfully interwoven to provide insight into one or more fundamental questions about the process of interpersonal communication. The topics under investigation include the nature and role of speaker intentions in the communicative process, the production and comprehension of indirect speech and figurative language, perspective-taking and conversational collaboration, and the relationships between language, cognition, culture, and social interaction. The book will be of interest to all those who study interpersonal language use: social and cognitive psychologists, theoretical and applied

linguists, and communication researchers.

social exchange theory interpersonal communication: Power in Close Relationships

Christopher R. Agnew, Jennifer J. Harman, 2019-02-28 An outline of how power, an inherent feature of social interactions, operates and affects close relationships.

social exchange theory interpersonal communication: Applying Communication Theory for Professional Life

Marianne Dainton, Elaine D. Zelley, 2018-01-08 Updated Edition of Bestseller! Applying Communication Theory for Professional Life is the first communication theory textbook to provide practical material for career-oriented students. Featuring new case studies, updated examples, and the latest research, the Fourth Edition of this bestseller introduces communication theory in a way that helps students understand its importance to careers in communication and business. Real-world case studies within each chapter are designed to illustrate the application of theory in a variety of professional settings. Give your students the SAGE edge! SAGE edge offers a robust online environment featuring an impressive array of free tools and resources for review, study, and further exploration, keeping both instructors and students on the cutting edge of teaching and learning.

social exchange theory interpersonal communication: Encyclopedia of Communication Theory

Stephen W. Littlejohn, Karen A. Foss, 2009-08-18 The Encyclopedia of Communication Theory provides students and researchers with a comprehensive two-volume overview of contemporary communication theory. Reference librarians report that students frequently approach them seeking a source that will provide them with a quick overview of a particular theory or theorist - just enough to help them grasp the general concept or theory and its relation to the discipline as a whole. Communication scholars and teachers also occasionally need a quick reference for theories. Edited by the co-authors of the best-selling textbook on communication theory and drawing on the expertise of an advisory board of 10 international scholars and nearly 200 contributors from 10 countries, this work finally provides such a resource. More than 300 entries address topics related not only to paradigms, traditions, and schools, but also metatheory, methodology, inquiry, and applications and contexts. Entries cover several orientations, including psycho-cognitive; social-interactional; cybernetic and systems; cultural; critical; feminist; philosophical; rhetorical; semiotic, linguistic, and discursive; and non-Western. Concepts relate to interpersonal communication, groups and organizations, and media and mass communication. In sum, this encyclopedia offers the student of communication a sense of the history, development, and current status of the discipline, with an emphasis on the theories that comprise it.

social exchange theory interpersonal communication: Exchange and Power in Social Life

Peter Blau, 2017-09-29 In his landmark study of exchange and power in social life, Peter M. Blau contributes to an understanding of social structure by analyzing the social processes that govern the relations between individuals and groups. The basic question that Blau considers is: How does social life become organized into increasingly complex structures of associations among humans. This analysis, first published in 1964, represents a pioneering contribution to the sociological literature. Blau uses concepts of exchange, reciprocity, imbalance, and power to examine social life and to derive the more complex processes in social structure from the simpler ones. The principles of reciprocity and imbalance are used to derive such processes as power, changes in group structure; and the two major forces that govern the dynamics of complex social structures: the legitimization of organizing authority of increasing scope and the emergence of oppositions along different lines producing conflict and change.

social exchange theory interpersonal communication: The Justice Motive in Social Behavior

Melvin J. Lerner, Sally C. Lerner, 2013-11-11 This volume was conceived out of the concern with what the imminent future holds for the have countries ... those societies, such as the United States, which are based on complex technology and a high level of energy consumption. Even the most sanguine projection includes as base minimum relatively rapid and radical change in all aspects of the society, reflecting adaptation or reactions to demands created by potential threat to the technological base, sources of energy, to the life-support system itself. Whatever the source of

these threats-whether they are the result of politically endogeneous or exogeneous forces-they will elicit changes in our social institutions; changes resulting not only from attempts to adapt but also from unintended consequences of failures to adapt. One reasonable assumption is that whatever the future holds for us, we would prefer to live in a world of minimal suffering with the greatest opportunity for fulfilling the human potential. The question then becomes one of how we can provide for these goals in that scenario for the imminent future ... a world of threat, change, need to adapt, diminishing access to that which has been familiar, comfortable, needed.

social exchange theory interpersonal communication: Sexuality in Close Relationships

Kathleen McKinney, Susan Sprecher, 2014-05-22 This is one of the first volumes to examine the interface between research undertaken in sexuality and that in close relationships from a social psychological perspective. Experts from several different disciplines offer chapters that contain theory, extant literature, and their own original research on such topics as jealousy, extradyadic sexuality, communication, love, and sexual coercion. Aimed at a fairly wide audience, this book will be of interest to students, faculty, and other professionals in social psychology, sociology, communication, and family and women's studies. It is also a valuable source of information for teachers, researchers, and clinicians working in the areas of human sexuality and/or close relationships.

social exchange theory interpersonal communication: The Social Psychology of Groups

John W. Thibaut, 2017-09-29 This landmark theory of interpersonal relations and group functioning argues that the starting point for understanding social behavior is the analysis of dyadic interdependence. Such an analysis portrays the ways in which the separate and joint actions of two persons affect the quality of their lives and the survival of their relationship. The authors focus on patterns of interdependence, and on the assumption that these patterns play an important causal role in the processes, roles, and norms of relationships. This powerful theory has many applications in all the social sciences, including the study of social and moral norms; close-pair relationships; conflicts of interest and cognitive disputes; social orientations; the social evolution of economic prosperity and leadership in groups; and personal relationships.

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surprising. Experience with the marketplace is extensive in society, its images are both complex and richly evocative, its challenges are often exciting and its lessons sometimes painful. It is thus both intellectually and emotionally invigorating to consider the social arena in all its diversity as an extended market in which each individual seeks to maximize profits. The economic metaphor is hardly new to the social sciences. The recent intellectual roots of contemporary exchange theory can be traced to the works of Claude Levi-Strauss, Marcel Mauss, Karl Marx, and B.

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