

Michael E. Roloff

**INTERPERSONAL
COMMUNICATION**
The Social Exchange
Approach

The SAGE COMMTEXT Series

Interpersonal Communication The Social Exchange Approach Commtext Ser Vol 6

Dawn O. Braithwaite, Paul Schrodt



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Interpersonal Communication Michael E. Roloff, 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 *Books in Print* ,1991 *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 *Bibliographic Index* ,1983 **Engaging Theories in Interpersonal Communication** Leslie A. Baxter,Dawn O. Braithwaite,2008-03-07 Discusses major theories of interpersonal communication **Engaging Theories in Interpersonal Communication** Dawn O. Braithwaite,Paul Schrodtt,2014-10-10 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 *The Interpersonal Communication Book* Joseph A. DeVito,2001 Offering the perfect balance of theory and practical skills this market leading text equips students to make reasoned and effective communication decisions Recognized for its ability to help students understand the crucial connection between theory and practice the Ninth Edition includes a new feature called Ask the Researcher in which renowned researchers provide practical and sometimes

provocative answers to questions often raised by students in the course An entirely new chapter Unit 22 Interpersonal Communication and Relationships in the Workplace extends DeVito s trademark coverage of interpersonal relationships into the workplace Further supporting the text s mission to provide students with an interactive and engaging introduction to interpersonal communication the Ninth Edition features an exciting new integrated text and technology learning system Contextually placed web icons in the text s margins direct students to the book s Companion Website where they engage in interactive exercises or simulations that help them gain a better understanding of concepts presented in the text Superior coverage of cultural diversity expanded coverage of ethics and new discussions of the effects of technology make The Interpersonal Communication Book Ninth Edition the best choice for preparing students to communicate successfully in today s world

Social Approaches to Communication Wendy Leeds-Hurwitz, 1995-07-28 Long before there were formal organizations or mass media there was face to face interaction the practice which comprises very core of the study of communication Until recently however research in the field of interpersonal communication has been dominated by a behavioral science approach closely aligned with experimental social psychology This timely and provocative volume critiques the limitations of past models exploring a range of social approaches which help bring communication up to date Social approaches writes Leeds Hurwitz question whether the traditional theoretical assumptions and research methods followed in the field are still valid and appropriate While the roots of these approaches are diverse and interdisciplinary they overlap in their concern for the social construction of self other and event and in their acknowledgment of the researcher s role in establishing not only the research questions but also the research context Social approaches stress the necessity of recognizing the impact of cultural differences on communication research and identify the ways in which research inquiry creates meanings at the same time as it investigates them Most importantly they focus on instances of contact between individuals the actual social transactions in which people engage Together they demonstrate the ability to disregard labels in pursuit of a common goal the construction of a more adequate understanding of human interaction Robert T Craig s Foreword describes the historical tension in interpersonal communication between behavioral science approaches on the one hand and interpretive social approaches on the other Parts I and II of the volume highlight the theoretical underpinnings of social approaches and the philosophical grounding of some of the more central ideas Part III elaborates on the assumptions shared by social approaches focusing on a series of key concepts including the dichotomy between qualitative and quantitative research reflexivity social constructionism and the individual Part IV begins the task of applying social approaches to particular research topics including the use of case studies rapport in research interviews ethnography as theory continuity in relationships and the co construction of personal narratives Part V examines where the various chapters lead us making a strong case for practical theory as the necessary next step A unique overview of current theoretical innovations in the study of interpersonal communication SOCIAL APPROACHES TO COMMUNICATION belongs on the shelf

of every professional and student in communication It will be especially valuable to those interested in communication theory interpersonal communication and social interaction **Reflect & Relate** Steven McCornack, Kelly Morrison, 2021-09-14

Current inclusive and authoritative **Reflect Relate** Sixth Edition has set the new standard for interpersonal communication texts Steve McCornack and Kelly Morrison both distinguished scholars and award winning teachers draw on their twenty five years of classroom experience to connect classic and current communication theory and research to the actual lives of today's students For the sixth edition the authors built on their leading gender coverage by partnering with an advisory board of culturally responsive sustaining pedagogy leaders to create an even more inclusive text that models for and guides students in culturally self aware and inclusive communication The revision features over 300 new scholarly citations and responds to the real and growing interpersonal challenges students currently face how to form positive relationships to support health and wellness within increasingly online contexts and with people who have a variety of backgrounds abilities and experiences Additionally coverage of mediated communication its advantages as well as its challenges has been thoroughly updated to support students in today's digital world LaunchPad for **Reflect Relate** includes the full e book along with powerful assessments a full video library LearningCurve adaptive quizzing and Making Relationship Choices video activities to support you and your students whether you are teaching face to face or online synchronously or asynchronously **Interpersonal**

Communication Mark V. Redmond, 1995 **Interpersonal Encounters** Laura K. Guerrero, Bree McEwan, 2022-05-12 With a practical and innovative approach to the study of interpersonal communication **Interpersonal Encounters** Connecting through Communication by Laura K Guerrero and Bree McEwan prepares students to become better communicators in their personal and professional lives *Together: Communicating Interpersonally* John Stewart, Karen E. Zediker, Saskia

Witteborn, 2004-10-29 The Sixth Edition of *Together Communicating Interpersonally* brings lead author John Stewart together with award winning colleagues Karen Zediker and Saskia Witteborn to continue the book's traditional emphasis on contact while adding two additional emphases ethics and culture Previous editions emphasized culture as part of an individual's world of meaning and featured an underlying ethical standpoint The new edition integrates culture and ethics into every aspect of interpersonal communication Written in student friendly conversational language *Together* incorporates and applies social construction approaches to interpersonal communication The text addresses virtually all topics common to basic interpersonal courses and its conceptually unified approach makes the material coherent and easy to grasp *Together* lays out a simple but powerful model of interpersonal communication that focuses on communication as collaborative meaning making The Sixth Edition features significant improvements starting with a change in the basic form of the book from a traditional text to a text with readings A brief *In Other Words* reading has been added to each of the book's twelve chapters offering alternative voices to the particular chapter's key ideas Most chapters have been substantially revised and a new chapter on relationships in cyberspace has been added Another feature is the way in which Stewart Zediker and

Witteborn acknowledge their own collaborative process and pique students interest in the material Throughout the book the authors offer personal insights and examples as models for students Furthermore real world questions and comments from former students are incorporated into each chapter to provide additional voices and to respond to the questions raised most often by students Each chapter closes with an Applying What You Know section that encourages students to further integrate the material in relevant ways

A Cultural Approach to Interpersonal Communication Leila Monaghan, Jane E. Goodman, Jennifer Robinson, 2012-02-13 Featuring several all new chapters revisions and updates the Second Edition of A Cultural Approach to Interpersonal Communication presents an interdisciplinary collection of key readings that explore how interpersonal communication is socially and culturally mediated Includes key readings from the fields of cultural and linguistic anthropology sociolinguistics and communication studies Features new chapters that focus on digital media Offers new introductory chapters and an expanded toolkit of concepts that students may draw on to link culture communication and community Expands the Ethnographer s Toolkit to include an introduction to basic concepts followed by a range of ethnographic case studies

An Exchange Theory Model of Interpersonal Communication Hubert Gatignon, Thomas S. Robertson, 1985 Handbook of Interpersonal Communication Mark L. Knapp, Gerald R. Miller, 1985-11 Knapp and Miller present the first comprehensive review of the state of the art in interpersonal communication research The Handbook of Interpersonal Communication is a definitive reference source authored by an outstanding international group of communication researchers While the contributors take diverse conceptual theoretical and epistemological approaches to the study of human communication several common themes run throughout the book a focus on behaviour a focus on time a focus on social cognition a concern with control and a concern with individual differences

Interpersonal Communication Steven A. Beebe, Susan J. Beebe, Mark V. Redmond, 2013-06-07 Emphasizes the importance of relating to others Interpersonal Communication Relating to Others emphasizes the importance of communication confidence in a variety of interpersonal relationships and interpersonal contexts The text offers exceptional coverage of cultural diversity to help students understand and adapt to differences while learning how to establish common links with others

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Interpersonal Communication The Social Exchange Approach Commtext Ser Vol 6 Book Review: Unveiling the Power of Words

In a global driven by information and connectivity, the ability of words has become more evident than ever. They have the capability to inspire, provoke, and ignite change. Such is the essence of the book **Interpersonal Communication The Social Exchange Approach Commtext Ser Vol 6**, a literary masterpiece that delves deep to the significance of words and their effect on our lives. Published by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we shall explore the book's key themes, examine its writing style, and analyze its overall affect readers.

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