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Michael E. Roloff

**INTERPERSONAL
COMMUNICATION**
The Social Exchange
Approach

The SAGE COMMTEXT Series

Roloff
INTERPERSONAL COMMUNICATION

Interpersonal Communication The Social Exchange Approach

Peter J. Hager, H. J. Scheiber



Interpersonal Communication The Social Exchange Approach:

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

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The Concise Encyclopedia of Communication Wolfgang Donsbach, 2015-02-03 This concise volume presents key concepts and entries from the twelve volume ICA International Encyclopedia of Communication 2008 condensing leading scholarship into a practical and valuable single volume Based on the definitive twelve volume IEC this new concise edition presents key concepts and the most relevant headwords of communication science in an A Z format in an up to date manner Jointly published with the International Communication Association ICA the leading academic association of the discipline in the world Represents the best and most up to date international research in this dynamic and interdisciplinary field Contributions come from hundreds of authors who represent excellence in their respective fields An affordable volume available in print or online

Encyclopedia of Communication Theory Stephen W. Littlejohn, Karen A. Foss, 2009-08-18 With more than 300 entries these two volumes provide a one stop source for a comprehensive overview of communication theory offering current descriptions of theories as well as the background issues and concepts that comprise these theories This is the first resource to summarize in one place the diversity of theory in the communication field Key Themes Applications and Contexts Critical Orientations Cultural Orientations Cybernetic and Systems Orientations Feminist Orientations Group and Organizational Concepts Information Media and Communication Technology International and Global Concepts Interpersonal Concepts Non Western Orientations Paradigms Traditions and Schools Philosophical Orientations Psycho Cognitive Orientations Rhetorical Orientations Semiotic Linguistic and Discursive Orientations Social Interactional Orientations Theory Metatheory Methodology and Inquiry

Interpersonal Pragmatics Miriam A. Locher, Sage L. Graham, 2010-10-19 This handbook focuses on the interpersonal aspects of language in use exploring key concepts such as face im politeness identity or gender as well as mitigation respect deference and humour in a variety of settings The volume includes theoretical overviews as well as

empirical studies from experts in a range of disciplines within linguistics and communication studies and provides a multifaceted perspective on both theoretical and applied approaches to the role of language in relational work

Communication Science Theory and Research Marina Krcmar, David R. Ewoldsen, Ascan Koerner, 2016-05-20 This volume provides a graduate level introduction to communication science including theory and scholarship for masters and PhD students as well as practicing scholars The work defines communication reviews its history and provides a broad look at how communication research is conducted It also includes chapters reviewing the most frequently addressed topics in communication science This book presents an overview of theory in general and of communication theory in particular while offering a broad look at topics in communication that promote understanding of the key issues in communication science for students and scholars new to communication research The book takes a predominantly communication science approach but also situates this approach in the broader field of communication and addresses how communication science is related to and different from such approaches as critical and cultural studies and rhetoric As an overview of communication science that will serve as a reference work for scholars as well as a text for the introduction to communication graduate studies course this volume is an essential resource for understanding and conducting scholarship in the communication discipline

Exploring Communication Theory Kory Floyd, Paul Schrodt, Larry A. Erbert, Angela Trethewey, 2017-06-14 This text presents and explains theories in communication studies from the epistemological perspectives of the researchers who use them Rather than representing a specific theoretical paradigm social scientific interpretive or critical the author team presents the three major paradigms in one text each writing in his or her area of expertise Every theory is explained in a native voice from a position of deep understanding and experience improving clarity for readers The text also provides insights on using communication theory to address real life challenges Considering that theories are developed to guide scholarly research more than to provide practical advice this feature of the book helps students create realistic expectations for what theories can and cannot do and makes clear that many theories can have practical applications that students can use to their advantage in everyday life Offering a comprehensive exploration of communication theories through multiple lenses Exploring Communication Theory provides an integrated approach to studying communication theory and to demonstrating its application in the world of its readers Online resources also accompany the text For students practice quizzes to review key concepts for instructors an instructor's manual featuring chapter outlines lists of key terms discussion questions suggested further readings and both in class and out of class exercises as well as lecture slides and sample essay test questions

From the Couch to the Lab Aikaterini Fotopoulou, Donald Pfaff, Martin A. Conway, 2012-05-17 Can the psychodynamics of the mind be correlated with neurodynamic processes in the brain The book revisits this important question one that scientists and psychoanalysts have been asking for more than a century Freud envisioned that the separation between the two approaches was just a temporary limitation that future scientific progress would overcome Yet

only recently have scientific developments shown that he was right Technological and methodological innovations in neuroscience allow unprecedented insight into the neurobiological basis of topics such as empathy embodiment and emotional conflict As these domains have traditionally been the preserve of psychoanalysis and other fields within the humanities rapprochement between disciplines seems more important than ever Recent advances in neurodynamics and computational neuroscience also reveal richer and more dynamic brain mind relations than those previously sketched by cognitive sciences Are we therefore ready to correlate some neuroscientific concepts with psychoanalytic ones Can the two disciplines share a common conceptual framework despite their different epistemological perspectives The book brings together internationally renowned contributors from the fields of Psychoanalysis Neuroscience and Neuro psychoanalysis to address these questions The volume is organised in five clear sections Motivation Emotion Conscious and Unconscious Processes Cognitive Control and Development of the Self With a range of chapters written by leading figures in their fields it gives the reader a strong flavour of how much has already been achieved between the disciplines and how much more lies ahead This important new book reveals the intrinsic challenges and tensions of this interdisciplinary endeavour and emphasises the need for a shared language and new emerging fields such as Psychodynamic Neuroscience

Communicating for Success Cheryl M. Hamilton, 2016-07-22 This text focuses student learning on the key communication competencies recommended by the National Communication Association With applied examples and a vibrant and engaging design this text covers all the expected topics in an introductory course foundations of communication interpersonal communication small group communication and public speaking plus a special appendix on interviewing Scenarios begin each chapter with a problem to which students can relate and then solve as they learn about the concepts discussed in each chapter A concentrated focus on careers in communication highlighted in a two page spread near the end of each chapter brings home the relevance of communication outside the classroom and helps students learn more about how studying communication can help them throughout their lives Additional emphasis on topics such as ethics culture gender and technology is found throughout the text

The Routledge Companion to Nonprofit Marketing Adrian Sargeant, Walter Wymer Jr, 2007-11-22 Written by a leading team of international experts this is a timely collection of cutting edge articles It offers a complete overview of marketing issues in the nonprofit sector and a review of the latest research

Working Through Conflict Joseph P. Folger, Marshall Scott Poole, Randall K. Stutman, 2021-04-08 This fully updated ninth edition provides an introduction to conflict and conflict management that is firmly grounded in current theory research and practice Covering a range of conflict settings including interpersonal group and organizational conflicts it includes an abundance of real life case studies that encompass a spectrum of theoretical perspectives Its emphasis on application makes it highly accessible to students while expanding their comprehension of conflict theory and practical skills This new edition features a new chapter presenting key principles students can practice to become more skillful at managing conflict a wealth of up to

date research and case examples suggested readings and video resources and integrated questions for review and discussion This textbook can be used in undergraduate or graduate courses on conflict in communication business and management political science and counseling programs Online resources for instructors including PowerPoint slides and an instructor s manual can be found at www.routledge.com/cw/folger

Telling the Success Story Pamela J. Benoit,1997-04-25 How do individuals tell their success stories when they want to secure recognition but avoid appearing arrogant By examining success stories of Nobel Prize winners athletes and Mary Kay Cosmetics consultants this work analyzes this fundamental type of interpersonal communication

Strategic Issues Management Robert L. Heath,1997-07-30 The focus of this book is issues management and why it should play a key role in strategic planning supporting the organization in its interface with public policy public opinion and opinion formers

Theories of Human Communication Stephen W. Littlejohn,Karen A. Foss,John G. Oetzel,2016-12-22 The Eleventh Edition is organized around 1 elements of the basic communication model communicator message medium and beyond human communication and 2 communication contexts relationship group organization health culture and society A new chapter discusses four frameworks by which theories can be organized students can see how theories contribute to and are impacted by larger issues about the nature of inquiry To provide comprehensive up to date coverage of theories the authors surveyed articles in communication journals published over the last five years Each chapter covers an average of 13 theories half of which are new to this edition New areas covered include health social media and beyond human communication communication between humans and nature humans and objects humans and technology humans and the divine From the Source boxes give students a look at the theorists behind the theories their inspirations motivations and goals Written in an accessible style the book is ideal for upper division undergraduate classes and as a comprehensive summary of major theories for the graduate level

The SAGE Encyclopedia of Corporate Reputation Craig E. Carroll,2016-05-04 What creates corporate reputations and how should organizations respond Corporate reputation is a growing research field in disciplines as diverse as communication management marketing industrial and organizational psychology and sociology As a formal area of academic study it is relatively young with roots in the 1980s and the emergence of specialized reputation rankings for industries products services and performance dimensions and for regions Such rankings resulted in competition between organizations and the alignment of organizational activities to qualify and improve standings in the rankings In addition today s changing stakeholder expectations the growth of advocacy demand for more disclosures and greater transparency and globalized mediatized environments create new challenges pitfalls and opportunities for organizations Successfully engaging dealing with and working through reputational challenges requires an understanding of options and tools for organizational decision making and stakeholder engagement For the first time the vast and important field of corporate reputation is explored in the format of an encyclopedic reference The SAGE Encyclopedia of Corporate Reputation comprehensively overviews concepts

and techniques for identifying building measuring monitoring evaluating maintaining valuing living up to and or changing corporate reputations Key features include 300 signed entries are organized in A to Z fashion in 2 volumes available in a choice of electronic or print formats Entries conclude with Cross References and Further Readings to guide students to in depth resources Although organized A to Z a thematic Reader s Guide in the front matter groups related entries by broad areas A Chronology provides historical perspective on the development of corporate reputation as a discrete field of study A Resource Guide in the back matter lists classic books key journals associations websites and selected degree programs of relevance to corporate reputation A General Bibliography will be accompanied by visual maps noting the relationships between the various disciplines touching upon corporate reputation studies The work concludes with a comprehensive Index which in the electronic version combines with the Reader s Guide and Cross References to provide thorough search and browse capabilities

Organizations Behaving Badly Daniel J. Svyantek, 2021-01-01 Organizational science profits from taking new perspectives using a simple model to understand why behaviors of particular types occur within them This volume provides readers with a rich source of case studies and empirical studies of the role played by the interaction between individual actors organizational contexts and the actual behaviors being performed the actors These chapters each seek to describe how these three interact in to create organizational practices with negative effects on either internal members of the organization or external stakeholders e g clients The chapters provide insight into how organizations may control these negative behaviors with basic Human Resource Management practices It is this volume s hope that these chapters may provide insight into the important role these three factors plays in understanding negative organizational behavior within organizations across the world

Applied Social Psychology Jamie A. Gruman, Frank W. Schneider, Larry M. Coutts, 2016-09-08 This student friendly introduction to the field focuses on understanding social and practical problems and developing intervention strategies to address them Offering a balance of theory research and application the updated Third Edition includes the latest research as well as new detailed examples of qualitative research throughout

Designing & Delivering Peter J. Hager, H. J. Scheiber, 1997-01-31 Master the art and science of successful oral presentations A complete guide for scientific technical and business professionals The ability to deliver effective oral presentations in a variety of technical and business environments is a skill no professional can afford to be without Developed to help you quickly master the presenter s art Designing Delivering Scientific Technical and Managerial Presentations is a comprehensive guide to researching scripting and delivering compelling presentations No matter what your field of expertise this practical guide equips you with a broad range of proven techniques tools and insider tricks of the trade for effectively conveying complex scientific technical or business information to any type of audience Featuring step by step guidelines many helpful illustrations and three sample scripts of presentations successfully delivered in various professional environments this book gets you up and running with what you need to know in order to Research write and revise concise and interesting

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The Elgar Companion to Applied AI Ethics Christoph Lütge,Alexander Kriebitz,Raphael Max,Caitlin C. Corrigan,2024-11-08 This timely Companion provides a comprehensive overview of the relationship between applied ethics and the development and use of Artificial Intelligence AI Adopting a holistic approach an array of global experts identify the norms at stake map the legal landscape and contextualize normative expectations in relevant use cases of AI

Collaborative Approaches to Resolving Conflict Myra Warren Isenhardt,Michael L. Spangle,2000-03-20 It provides a very good overview of the field of conflict resolution an overview that is not to be found in any other existing volume I very much like the breadth of coverage as well as the use of the profiles of conflict resolution professionals The authors write very well and the book will be accessible to a wide audience Eban Weitzman Ph D Graduate Programs in Dispute Resolution University of Massachusetts Boston I liked this book quite a lot Its combination of theory practice and professional profiles is an innovative and very useful approach Heidi Burgess Conflict Research Consortium University of Colorado Boulder Whether you are dealing with a conflict on Capitol Hill or in a local community this book will be an extraordinarily useful toolkit for helping you to turn paralysis into progress Mark Gerzon author of A House Divided Six Belief Systems Struggling for America s Soul If you ve ever wondered how best to approach a conflict Collaborative Approaches to Resolving Conflict will help you choose the right method for your problem Using the same tool for different kinds of conflict often leaves us feeling stuck and frustrated Authors Myra Warren Isenhardt and Michael L Spangle explain the major approaches to managing disputes at home in the workplace or school within communities or in the international arena The reader will find that each approach is illustrated with recent examples of what can go wrong and how to respond most appropriately This book includes the following approaches Negotiation Mediation Facilitation Arbitration Judicial Processes Profiles of experienced and respected practitioners accompany each approach These well known men and women describe how they entered their chosen field what their work is like and what topics are controversial in their areas

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