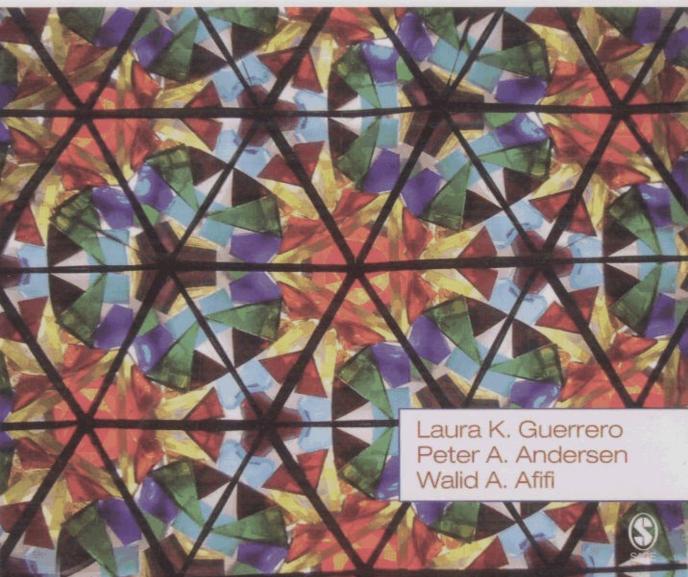
## Encounters Second Edition Encounters

Communication in Relationships



## **DETAILED CONTENTS**

Preface	XiV
Chapter 1.	Conceptualizing Relational Communication: Definitions, Principles, and Relational Messages 1
	The Field of Personal Relationships: A Brief History
	Contributions of Interpersonal Communication Research
	Contributions of Social Psychology
	Roots in Other Disciplines
	Relationships
	Features of Relationships
	Types of Relationships
	Characteristics Distinguishing Different Relationship Types
	Need Fulfillment in Close Relationships
	Goals in Relationships
	Principles of Interpersonal Communication
	Verbal and Nonverbal Messages
	Communication as Inevitable
	Content Versus Relational Information
	Effectiveness and Shared Meaning
	Symmetry in Communication
	Principles of Relational Communication
	Relationships Emerge Across Ongoing Interactions
	Relationships Contextualize Messages Relational Types Overlap One Another
	Relational Definitions and Communication Episodes Frame Each Other
	Relational Messages
	Dominance/Submission
	Level of Intimacy
	Degree of Similarity
	Task-Social Orientations
	Formality/Informality
	Degree of Social Composure
	Level of Emotional Arousal and Activation
	Summary and Application
	Discussion Questions

**Communicating Identity: The Social Self** 

The Development and Expansion of Identities Identity, Perceptions, and Social Interaction

21

Chapter 2.

	Principles of Identity Management Identity and Hierarchical Structure Identity and the Looking-Glass Self Identity and the Interpretation of Feedback Identity, Expectations, and Behavior Identity and Self-Evaluation Identity and Goal Achievement Identity and Relationships Communicating Our Identities to Others General Issues in Self-Presentation The Dramaturgical Perspective Politeness Theory Summary and Application Discussion Questions
Chapter 3.	Drawing People Together: Forces of Social Attraction 43
	Defining Attraction The Big Three: Physical, Social, and Task Attraction Sexual Attraction Relational Attraction Fatal Attraction A Framework for Understanding Attraction Personal Variables Related to Attraction Perceptions of Reward Value Expectations Demographic Characteristics Personality Other People's Qualities Physical Attractiveness Interpersonal Communication Skills The "Hard-to-Get" Phenomenon Interpersonal Chemistry Between People Similarity: "Birds of a Feather Flock Together" Complementarity: Sometimes Opposites Attract Similarity and Complementarity in Initial Versus Committed Relationships Environmental Features Related to Attraction Microenvironmental Features
	Social Networks
	Proximity Summary and Application Discussion Questions
Chapter 4.	Making Sense of Our World: Coping With Uncertainty and Expectancy Violations Defining Uncertainty Uncertainty Reduction in Initial Encounters
	Information Seeking and Uncertainty Reduction Strategies for Reducing Uncertainty Uncertainty and Attraction Predicted Outcomes in Initial Encounters

	Uncertainty in Established Relationships Secret Tests Uncertainty Reduction and Relational Satisfaction Uncertainty Across Relationship Stages Factors Affecting Motivation to Seek Information High Incentive Value Deviations From Expected Behavior Anticipation of Future Interaction The Anticipated Positive Versus Negative Content of the Information Personality Differences Expectancy Violations Expectancy Violations Theory Types of Expectancy Violations in Close Relationships Summary and Application Discussion Questions	
Chapter 5.	Self-Disclosure Dimensions of Self-Disclosure Risks Associated With Self-Disclosure Self-Disclosure and Liking Reciprocity of Self-Disclosure Stage Theories of Relationship Development Social Penetration Theory Stages of "Coming Together" The Ordering and Timing of Stages The Turning Point Approach Communication-Based Turning Points Activities and Special Occasions Events Related to Passion and Romance Events Related to Commitment and Exclusivity Changes in Families and Social Networks Proximity and Distance Crisis and Conflict Perceptual Changes Turning Points and Relationship Development First Dates Date Initiation Expectations and Goals on First Dates Cohabitation Relationship Stability Relational Quality Communication Patterns Summary and Application Discussion Questions	90
Chapter 6.	Making a Love Connection: Styles of Love and Attachment Love, Liking, and Unrequited Love Loving Versus Liking Unrequited Love	115

	Types of Love Lee's Love Styles Sternberg's Triangular Theory of Love Marston and Hecht's Love Ways Attachment Theory The Propensity for Forming Attachments Internal Working Models and Attachment Styles Attachment Styles in Childhood Attachment Styles in Adulthood Stability and Change in Attachment Styles Across the Life Span Summary and Application Discussion Questions	
Chapter 7.	Sex in Relationships Sex in Short-Term and Early Dating Relationships Sex in Marriage and Other Long-Term Relationships Sex and Gender Differences Sex in Gay and Lesbian Relationships Sexual Attitudes and Behaviors Developing Sexual Attitudes and Beliefs Social Norms and Changing Sexual Attitudes Communication Patterns Courtship and Flirtation Sexual Scripts Sexual Coercion and Harassment Sexual Coercion Sexual Harassment Sexual Satisfaction: Misconceptions and Realities Communication and Safe Sex Summary and Application Discussion Questions	
Chapter 8.	Communicating Closeness: Intimacy, Affection, and Social Support  Understanding Intimacy Experiencing Intimacy Expressing Intimacy The Importance of Intimacy and Affection Happiness Mental Health Physical Health Overcoming Relational Turbulence Self- Expansion Nonverbal Intimacy Visual or Oculesic Behaviors Spatial or Proxemic Behaviors Tactile or Haptic Behaviors Body Movement or Kinesics Vocalic or Paralinguistic Communication Chronemic Behaviors	164

Verbal Intimacy Self-Disclosure Verbal Responsiveness Relationship Talk Relational Language Comfort and Social Support Indirect Ways of Communicating Comfort and Social Support Nonverbal Ways of Communicating Comfort and Social Support Verbal Ways of Communicating Comfort and Social Support Theories and Models of Intimate Interaction The Intimacy Process Model Cognitive Valence Theory Sex Differences in Intimacy and Affection Sex Differences in Relational Importance Sex Differences in the Development of Intimacy Summary and Application Discussion Questions	pport
Staying Close: Maintaining Intimate Relationships	188
Defining Relational Maintenance Behaviors Used to Maintain Relationships Types of Maintenance Behaviors Strategic and Routine Maintenance Behaviors Effects of Maintenance Behaviors Maintenance Behavior in Various Types of Relationships Maintenance Behavior in Romantic Relationships Maintenance Behavior in Friendships The Special Case of Long-Distance Relationships Barriers to Relational Dissolution Internal Psychological Barriers External Structural Barriers The Dialectical Perspective Baxter's Dialectics Theory Rawlins's Dialectical Tensions Summary and Application Discussion Questions	
Getting a Fair Deal: Interdependence and Equity	211
Interdependence Theory Rewards and Costs Comparison Level Quality of Alternatives The Combined Influence of Comparison Level and Quality of The Investment Model	of Alternatives
The Original Investment Model The Expanded Investment Model	
Equity Theory Principles of Equity Theory Combined Influence of Reward-Cost Ratios and Equity Ways to Reduce Distress in Inequitable Relationships	

Chapter 9.

Chapter 10.

	Equity in the Division of Household Labor Evolutionary Theories of Social Exchange Sex Differences in Sexual Attraction The Parental Investment Model Summary and Application Discussion Questions	
Chapter 11.	Playing With Power: Dominance and Influence in Relationships  Defining Power and Related Terms Power Principles Power as a Perception Power as a Relational Concept Power as a Resource Based Power as Less Dependence and Interest Power as Enabling or Disabling Power as a Prerogative Interpersonal Influence Goals Making Lifestyle Changes Gaining Assistance Sharing Activities Changing Political Attitudes Giving Health Advice Changing Relationships Verbal Power Ploys Verbal Influence Strategies Relational Control Moves: One-Ups and One-Downs Powerful and Powerless Speech Nonverbal Positions of Power Physical Appearance Spatial Behavior Eye Behavior Body Movements Touch The Voice Time Artifacts Power and Influence in Families Parent-Child Relationships Traditional Versus Egalitarian Marriages Summary and Application Discussion Questions	33
Chapter 12.	Getting Too Close for Comfort: Privacy and Secrets in Relationships Communication Privacy Management Theory Influences on Rules for Boundary Management Cooperation Boundary Turbulence Negotiating Privacy Boundaries in Relationships Obsessive Relational Intrusion Topic Avoidance	257

Commonly Avoided Topics Reasons for Topic Avoidance Consequences of Topic Avoidance Secrets Features and Types of Secrets Motivations to Keep Secrets Negative Consequences of Secrets Positive Functions of Secrets Revealing Secrets Summary and Application Discussion Questions **Hurting the Ones We Love: Relational Transgressions** 281 Hurt Feelings in Relationships Infidelity Sexual Versus Emotional Infidelity Behavioral Cues to Infidelity Responses to Infidelity Sex Differences in Infidelity Jealousy Characteristics of Jealousy Experiencing Romantic Jealousy Communicative Responses to Jealousy Jealousy and Relational Satisfaction Sex Differences in Jealous Emotions and Communication Deception Types of Deception Motives for Deception Deception Detection Effects of Deception on Relationships Hurtful Messages Hurtful Message Topics Types of Hurtful Messages Responses to Hurtful Messages The Aftermath of Hurtful Events Victim Responses: Forgiveness and Communication The Transgressor: Remedial Strategies Summary and Application Discussion Questions Coping With Conflict: When Relational Partners Disagree 306 Conflict in Relationships Defining Conflict Conflict in Parent-Child Relationships Conflict in Sibling Relationships Conflict in Friendships Conflict in Romantic Relationships

Effects of Conflict on Relationships

Chapter 13.

Chapter 14.

Conflict Styles Competitive Fighting Collaborating Compromising Yielding Avoiding Indirect Fighting Patterns of Conflict Interaction Negative Reciprocity The Demand-Withdrawal Pattern The Four Horsemen of the Apocalypse Patterns of Accommodation Explanations for Conflict Patterns **Emotional Flooding** Attributions Communication Skill Deficits Summary and Application Discussion Questions **Ending Relationships: Disengagement and Termination** 330 Why Relationships End General Pathways to Relational Endings Specific Reasons for Relationship Termination Models of the Disengagement Process Duck's Phase Model of Relational Dissolution Knapp's Reversal Hypothesis: The "Coming-Apart" Stages Catastrophe Theory Fifteen Ways to Leave Your Partner Strategies That Are Unilateral and Indirect Strategies That Are Unilateral and Direct A Strategy That Is Bilateral and Indirect Strategies That Are Bilateral and Direct Relational Redefinition: Let's Be Friends Outcomes: The Results of Relationship Endings Negative Outcomes of Relational Breakups Healing After a Separation

Positive Outcomes of Relational Breakups

Summary and Application Discussion Questions

References R-1
Name Index I-1
Subject Index I-18

Chapter 15.

About the Authors A-1