

1. Record Nr.	UNINA9910154954903321
Autore	DeVito Joseph A.
Titolo	The interpersonal communication book // Joseph A. DeVito
Pubbl/distr/stampa	Boston : , : Pearson, , 2016
ISBN	1-292-09999-2 1-292-10005-2
Edizione	[Fourteenth, Global edition.]
Descrizione fisica	1 online resource (433 pages) : illustrations
Collana	Always Learning
Disciplina	153.6
Soggetti	Interpersonal communication
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover -- Title Page -- Copyright Page -- Brief Contents -- Contents -- Specialized Contents -- Welcome to The Interpersonal Communication Book -- Part 1 Preliminaries to Interpersonal Communication -- Chapter 1 Foundations of Interpersonal Communication -- Why Study Interpersonal Communication -- Personal Success -- Professional Success -- The Nature of Interpersonal Communication -- Interpersonal Communication Involves Interdependent Individuals -- Interpersonal Communication Is Inherently Relational -- Interpersonal Communication Exists on a Continuum -- Interpersonal Communication Involves Verbal and Nonverbal Messages -- Interpersonal Communication Takes Place in Varied Forms -- Interpersonal Communication Involves Choices -- Elements of Interpersonal Communication -- Source-Receiver -- Messages -- Channel -- Noise -- Context -- Ethics -- Principles of Interpersonal Communication -- Interpersonal Communication Is a Transactional Process -- Interpersonal Communication Serves a Variety of Purposes -- Interpersonal Communication Is Ambiguous -- Interpersonal Relationships May Be Symmetrical or Complementary -- Interpersonal Communication Refers to Content and Relationship -- Interpersonal Communication Is a Series of Punctuated Events -- Interpersonal Communication Is Inevitable, Irreversible, and Unrepeatable -- Summary -- Key Terms -- Chapter 2 Culture and Interpersonal Communication -- Culture -- Cultural Evolution and Cultural Relativism -- Sex and Gender -- The Transmission of Culture -- The Importance

Messages -- Emotions Occur in Stages -- Emotions May Be Primary or Blended -- Emotions Involve Both Body and Mind -- Emotions Are Influenced by a Variety of Factors -- Emotional Expression Uses Multiple Channels -- Emotional Expression Is Governed by Display Rules -- Emotions May Be Adaptive and Maladaptive.

Emotions Can Be Used Strategically -- Emotions Have Consequences -- Emotions Are Contagious -- Obstacles to Communicating Emotions -- Societal and Cultural Customs -- Fear -- Inadequate Interpersonal Skills -- Emotional Competence -- Emotional Understanding -- Emotional Expression -- Handling Anger: A Special Case Illustration -- Emotional Responding -- Communicating with the Grief-Stricken: A Special Case Illustration -- Summary -- Key Terms -- Chapter 8

Conversational Messages -- Principles of Conversation -- The Principle of Process -- The Principle of Cooperation -- The Principle of Politeness -- The Principle of Dialogue -- The Principle of Turn Taking -- Conversational Disclosure -- Revealing Yourself -- Influences on Self-Disclosure -- Rewards and Dangers of Self-Disclosure -- Guidelines for Self-Disclosure -- Everyday Conversations -- Making Small Talk -- Introducing People -- Making Excuses -- Apologizing -- Complimenting -- Advising -- Summary -- Key Terms -- Part 3

Interpersonal Relationships -- Chapter 9 Interpersonal Relationship Stages, Theories, and Communication -- Relationship Stages -- Contact -- Involvement -- Intimacy -- Deterioration -- Repair -- Dissolution -- Movement among the Stages -- Relationship Theories -- Attraction Theory -- Relationship Rules Theory -- Relationship Dialectics Theory -- Social Penetration Theory -- Social Exchange Theory -- Equity Theory -- Politeness Theory -- Relationship Communication -- Communicating in Developing Relationships -- Communicating in Deteriorating Relationships -- Communicating in Relationship Repair -- Summary -- Key Terms -- Chapter 10

Interpersonal Relationship Types -- Friendship Relationships -- Definition and Characteristics -- Friendship Types -- Friendship Needs -- Friendship and Communication -- Friendship, Culture, and Gender -- Friends with Benefits -- Love Relationships.

Love Types -- Love and Communication -- Love, Culture, and Gender -- Family Relationships -- Characteristics of Families -- Couple Types -- Family Types -- Family and Communication -- Families, Culture, and Gender -- Workplace Relationships -- Workplace Communication -- Networking Relationships -- Mentoring Relationships -- Romantic Relationships at Work -- The Dark Side of Interpersonal Relationships -- Jealousy -- Violence -- Summary -- Key Terms -- Chapter 11

Interpersonal Conflict and Conflict Management -- Preliminaries to Interpersonal Conflict -- Definition of Interpersonal Conflict -- Myths about Interpersonal Conflict -- Interpersonal Conflict Issues -- Principles of Interpersonal Conflict -- Conflict Is Inevitable -- Conflict Can Occur in All Communication Forms -- Conflict Can Have Negative and Positive Effects -- Conflict Can Focus on Content and/or Relationship Issues -- Conflict Is Influenced by Culture and Gender -- Conflict Management Is a Multistep Process -- Conflict Management Strategies -- Win-Lose and Win-Win Strategies -- Avoidance and Active Fighting Strategies -- Force and Talk Strategies -- Face-Attacking and Face-Enhancing Strategies: Politeness in Conflict -- Verbal Aggressiveness and Argumentativeness Strategies -- Summary -- Key Terms -- Chapter 12 Interpersonal Power and Influence -- Principles of Power and Influence -- Some People Are More Powerful Than Others -- Power Can Be Shared -- Power Can Be Increased or Decreased -- Power Follows the Principle of Less Interest -- Power Generates Privilege -- Power Has a Cultural Dimension -- Relationship, Person, and Message

Power -- Power in the Relationship -- Power in the Person -- Power in the Message -- Resisting Power and Influence -- Misuses of Power and Influence -- Sexual Harassment -- Bullying -- Power Plays -- Summary -- Key Terms -- Glossary -- References -- Index.
Credits.

Sommario/riassunto

Choices Behind Human Communication The Interpersonal Communication Book approaches the subject of communication through integrative theory, research, and hands-on methods. A threefold approach identifies important communicative concepts: choices in interpersonal situations, the theories and research that support these choices, and the communication skills necessary to effectively use these theories. The text allows students to examine the question of how, when, and through which channels they should communicate in different contexts. The Fourteenth Edition provides the newest insights and research in person-to-person interaction, making for an up-to-date source for communication study. New features and chapter-by-chapter updates make Interpersonal Communication the most comprehensive, relevant source on the topic.