

## Speech Final - SPC 1017 Study Guide

### Powerpoint #7 : Interpersonal Relationships

**Interpersonal communication** is one person interacting with another on a one-to-one basis, often in an informal, unstructured setting.

#### **Two Approaches to Interpersonal Communication**

- Situational approach
- Developmental approach

**Emotional Intelligence** is the ability to understand and get along with others.

#### **Strategic Flexibility**

Perception, emotional intelligence, and self-concept influence strategic flexibility:

- Anticipate
- Assess
- Evaluate
- Select
- Apply

**Relational dialects** - describe some of the patterns that may occur in relationships

**Self-disclosure** is a process in which one person tells another something he or she would not reveal to just anyone.

#### **Self-disclosure reveals:**

- Cultural information
- Sociological information
- Psychological information

#### **Self-Disclosure Risks**

- Low—Tell anyone
- Moderate—Good friends
- High—Best friend/close family member
- Secret—Tell nobody

**Social penetration** - the process of increasing both disclosure and intimacy

**Social penetration theory** - suggests that closeness occurs through a gradual process of self-disclosure

#### **Onion Model**

- Breadth
- Depth

### Key Points of Onion Model

- Peripherals exchanged more frequently
- Self-disclosure is reciprocal
- Rapid start which slows quickly
- Exit is gradual

### Factors that make up attraction to others:

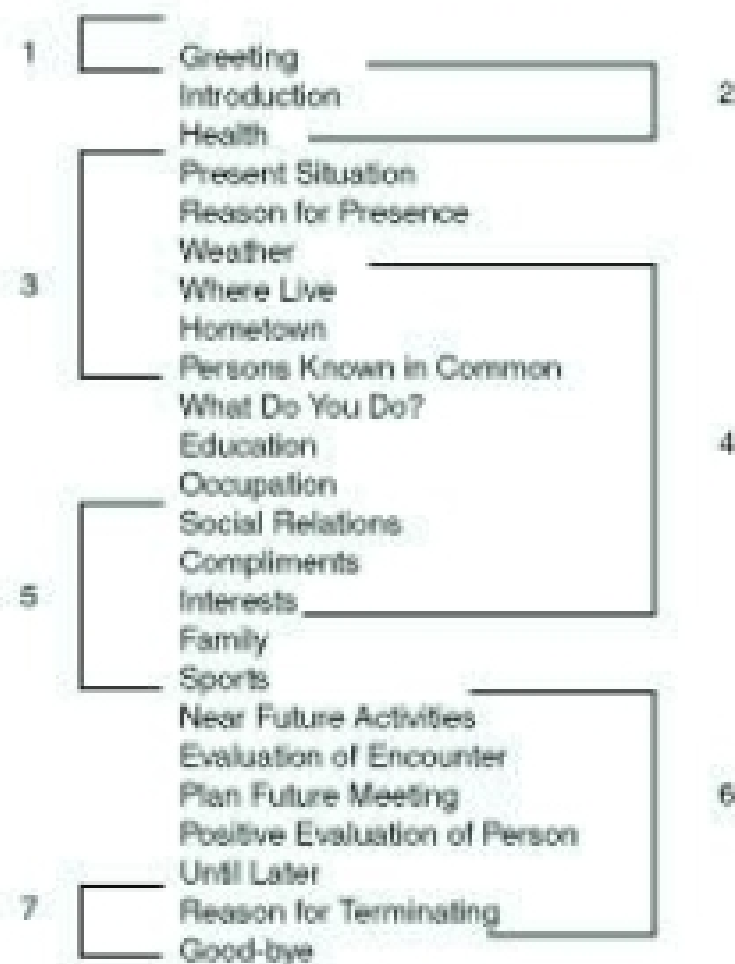
- Physical attraction - influenced by looks
- Perceived gain - attraction b/c we think we have something to gain from them
- Similarities - shares your attitudes and beliefs
- Differences - a person who doesn't like making decisions may be attracted to a strong decision maker b/c they balance out
- Proximity - contact that occurs when people share an experience together

### Tips for Beginning Conversations

- Introduce yourself in a way that gives the other person a way to respond to you
- Give people a way to remember your name
- Personalize your greeting

### Flow of a Conversation:

*If you follow this figure from top to bottom, you will see how conversations begin, progress, and end. In the sections that are numbered, there is some variation: people may speak about one or more of these topics.*



## **Elements of Good Relationships**

- Verbal skills
- Emotional expressiveness
- Conversational focus
- Nonverbal analysis
- Conversational encouragement
- Care and appreciation
- Commitment
- Adaptation

## **How Relationships Begin**

- 38% met at work or school.
- 34% met through family or friends.
- 13% met at a nightclub, bar, café, or other social gathering
- 3% met through the internet.
- 2% met at church.
- 1% met by chance, such as on the street.
- 1% met because they lived in the same neighborhood.
- 1% met at a recreational facility like a gym.
- 1% met on a blind date or through a dating service.

*\*She said you don't need to know the actual percentages just maybe how most people meet.*

## **Stages of a Relationship**

### **Coming Together**

- 1.Initiating - characterized by nervousness and caution
- 2.Experimenting - effort to seek out common interests and experiences
- 3.Intensifying - couples have discovered that they like each other a lot
- 4.Integrating - the point at which individual personalities begin to merge
- 5.Bonding - a commitment that announces your relationship to those around you

### **Coming Apart**

- 1.Differentiating - when a couple begins to focus on how different they are
- 2.Circumscribing - when less and less information is exchanged
- 3.Stagnating - a time of inactivity; relationship has no chance to grow
- 4.Avoiding - physical separation
- 5.Terminating - the relationship comes to an end

## **Variables That Influence Relationships**

### **Transactional Variables**

- Control
- Trust
- Intimacy

### **Relational Variables**

- Commitment
- Time
- Rules
- Intensity