



Communicate!
16e: Chapter 7:

Interpersonal Relationships

By the end of this chapter, you should be able to:

1. Employ communication best practices in different types of interpersonal relationships.

2. Describe how disclosure functions in interpersonal relationships.
3. Explain the stages of interpersonal relationship life cycles.
4. Evaluate the role of technology in relationship life cycles.
5. Describe dialectical tensions and how to manage them effectively in interpersonal relationships.
6. Evaluate the role of technology in relational dialectics.

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A group of business professionals in a meeting, smiling and shaking hands. The image shows a man in a blue shirt and tie shaking hands with a woman in a light blue shirt. They are both smiling. In the background, other people are visible, including a man in a white shirt and glasses, and a woman in a white shirt. The overall atmosphere is positive and professional.

Acquaintances:

people we know by name but with whom our interactions are primarily impersonal

Impersonal Communication

INTERPERSONAL COMMUNICATION VS IMPERSONAL COMMUNICATION

Criteria	Interpersonal Communication	Impersonal Communication
Participants	Direct interaction, personal connections	Lacks direct engagement, often through media
Emotional Depth	Emphasizes feelings, relational dynamics	Focus on conveying information
Context	Influenced by personal history	Generalized, less consideration for history
Adaptability	Highly adaptable	Less adaptable, follows a standardized approach

Saving Face

maintain a positive self-image
in a relational situation



Acquaintanceship Guidelines:

- + **Initiate a conversation.**
- + Make your comments relevant.
- + Develop an other-centered focus.
- + Engage in appropriate turn-taking.
- + Be polite.

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Friends:

people with whom we have
voluntarily negotiated more
personal relationships



Friendship Guidelines:

- + **Initiation**
- + Responsiveness
- + Self-disclosure
- + Emotional support
- + Conflict management

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Intimates:

people with whom we share a high degree of interdependence, commitment, disclosure, understanding, affection, and trust



Platonic Relationship



non-sexual

A close-up photograph of a couple in an intimate embrace on a bed. The woman is leaning over the man, her hands resting on his chest and shoulders. The man is lying down, looking up at her. The lighting is soft and warm, creating a romantic atmosphere. The background is a plain, light-colored surface, likely a bedsheet.

Romantic relationship

sexual attraction

**Intimate relationships
are influenced by
culture and co-culture**

Intimacy Guidelines:

- + **Be dependable.**
- + Be responsive.
- + Be collaborative.
- + Be faithful.
- + Be transparent.
- + Be willing.

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Toxic Relationships:

Built on attempts to control the other



**If the toxic
partner is
unwilling to
do the work**

- + **Individual counseling**
- + Self-care
- + Reconnect with friends
and families

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Disclosure in Relationship Life Cycles

Relationship Life Cycle:

moving back and forth among the
relationship phases

Disclosure:

the process of revealing confidential information

Feedback:

**the verbal and nonverbal responses we make
to messages we receive**

Self- disclosure

sharing confidential information

Other- disclosure

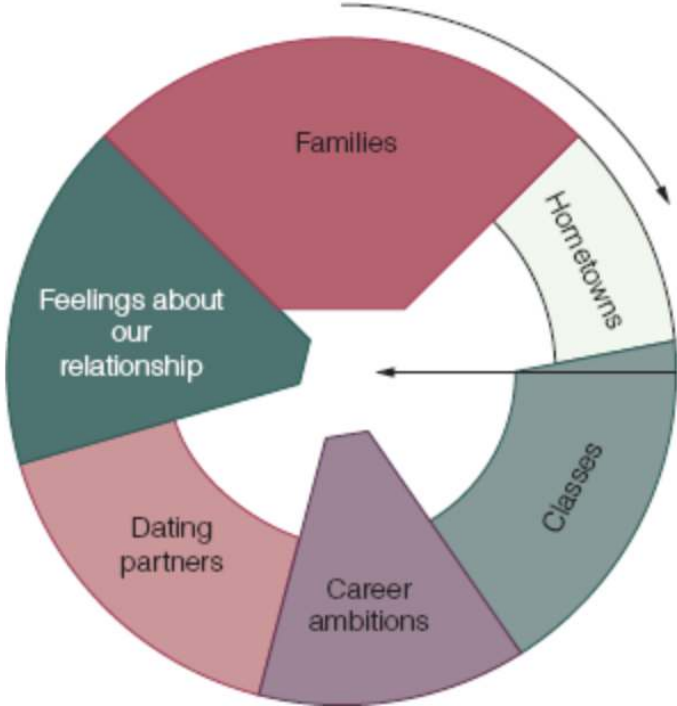
confidential information shared by a third party



Social Penetration Theory:

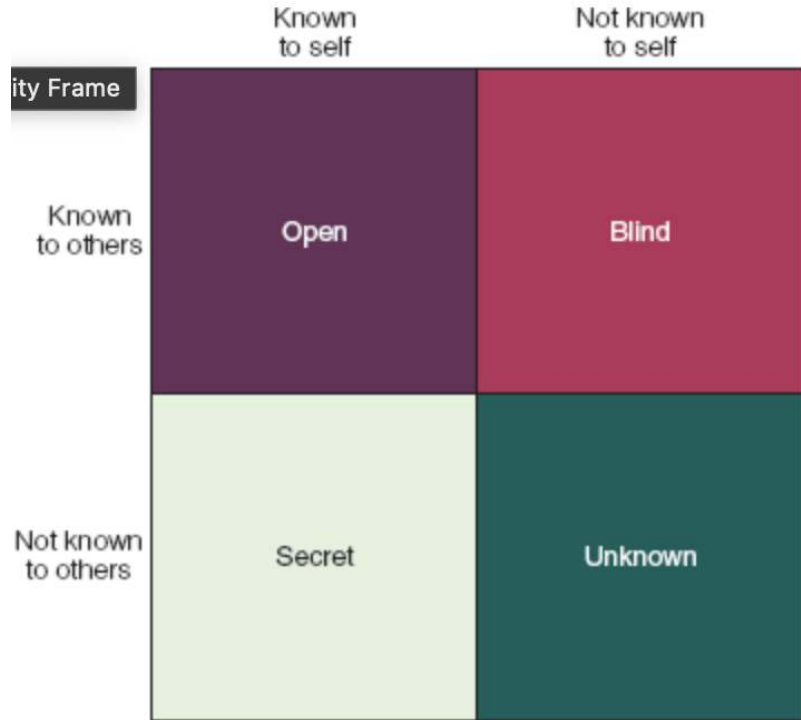
describes the different kinds of self-disclosure used in relationships

Social Penetration Model



Johari Window:

a tool for examining the relationship between disclosure and feedback in relationships



Stages of Relationships

Coming together:

beginning and developing relationships

Staying Together:

maintaining relationships

Relational Maintenance

Sacrifice

- putting another's needs ahead of your own



Coming apart:

declining and dissolving relationships

Circumscribing

Stagnating

Avoiding

Terminating

1. Grave-dressing
2. Relationship transformation

Technology and Interpersonal Relationships

Hyperpersonal Communication:

interacting online based on the assumption that our online partner is similar to us



Media Multiplexity:



the use of many different mediums to maintain relationships

Dialectics in Interpersonal Relationships

**Relational
Dialectics:
competing
psychological
tensions that
exist in
relationships**

- Autonomy/connection
- Openness/closedness
- Novelty/predictability

Managing Dialectics

- Temporal selection
- Topical segmentation
- Neutralization
- Reframing