



CHAPTER NINE

**Why we form
relationships? Reasons
include: appearance,
competency, similarity,
complimentarity,
rewards, proximity, and
disclosure.**

Relational Maintenance is communication aimed at keeping relationships operating smoothly and satisfactorily. This includes communication such as behaving in a positive way, being open, and assuring your partner that you are committed to the relationship.

**Developmental Models of
Interpersonal Relationships
include: initiation,
experimentation,
intensification, integration,
bonding, differentiating,
circumscribing, stagnation,
and at times avoidance.**

**Dialectical Perspectives on
Relational Dynamics include:
integration-separation,
connection-autonomy, inclusion-
seclusion, stability-change,
predictability-novelty, revelation-
conceal, conventionality-
uniqueness, expression-privacy,
and openness-closedness.**

The struggle to achieve these goals creates dialectical tensions: conflicts that arise when two opposing or incompatible forces exist simultaneously.

**Strategies for managing
dialectical tensions include:
denial, disorientation,
alternation, segmentation,
integration, recalibration,
reaffirmation, and balance**

**Messages have
both content and
relational
dimensions.**

While the content aspect of a message may be obvious, the relational aspect is less clear.

Communicators use a variety of compliance-gaining strategies to achieve their relational goals, including direct requests, indirect appeals, reciprocity, promising or delivering rewards and punishments, and making relational appeals.

Metacommunication
is the term used to
describe a message
that refers to other
messages.