CONTENTS

CHAPTER 1 INTRODUCTION 1

| | | • |
|--|--|------------------|
| A Model of Interp Kinds of Interper Feedback 36 Summary 37 | ទិ | 5 23 |
| CHAPTER 2 | INTERACTION | 39 |
| Proximal versus I Interim Summary Generalized Equi | ions 40 sts 45 raction and Interact Distal Antecedents 52 ity Theory 52 of Consistency Theo ction 56 | of Interaction 5 |
| CHAPTER 3 MODEL | SOME APPLICA | ATIONS OF THE |
| Helping Behavior Aggression 7 Conformity 8 The Process of S Overt versus Cov Summary 93 | 75 84 Rocial Penetration rert Behavior 9 | 87 1 |

xii Contents

CHAPTER 4 THE OTHER AS A STIMULUS TO THE PERCEIVER 94

Perception of the Characteristics of the Other 96
The Accuracy of Perception 103
Development of and Individual Differences in Cue
Utilization 114
Information Processing 124
The Relation of Person Perception to the Model of Interpersonal
Behavior 131
Summary 134

CHAPTER 5 THE ANTECEDENTS OF ATTRIBUTION 135

Stereotyping 135 Attribution Theory 142 Summary 163

CHAPTER 6 INTERPERSONAL ATTRACTION 164

Types of Measures 165
Antecedents of Attraction 167
Consequences of Attraction 182
Theories of Attraction 183
Deeper Relationships 190
Summary 192

CHAPTER 7 THE ANTECEDENTS OF ACTION 194

Review of the Model 194
General Evidence Supportive of the Model 200
Culture and Behavior 225
Other Models 230
Summary 234

Chapter 8 CHANGING THE INTERPERSONAL RELATIONSHIP 235

A More Detailed Consideration of Change 241 Changing Face-to-Face Interpersonal Relations 244 Summary 263 Contents

CHAPTER 9 SOME PRACTICAL IMPLICATIONS 264

Interaction across Cultures 264
The Employment Interview 266
Supervisor-Subordinate Relations 267
Teacher-Pupil Relations 270
Marital Relations 271
Summary 276

CHAPTER 10 SUMMARY AND CONCLUSIONS 277

Limitations and Future Research 281

References 285 Author Index 312 Subject Index 319