## Contents

Series Editor's Foreword by Mark L. Knapp	,
Understanding Interpersonal Communication: Integrating Research Trends James L. Applegate and Howard E. Sypher	9
PART I. DEVELOPMENTS IN CHILDHOOD: PROSOCIAL PROCESSES	
<ol> <li>The Development of Children's Prosocial Cognition: Research, Theory, and New Perspectives Nancy Eisenberg and Rainer Silbereisen</li> </ol>	16
<ol> <li>Perspective Taking and Empathy in the Child's Prosocial Behavior Mark A. Barnett</li> </ol>	43
3. Comforting Communication  Brant R. Burleson	63
PART II. DEVELOPMENTS IN CHILDHOOD: INFLUENCE PROCESSES	
<ol> <li>Verbal Social Reasoning and Observed Persuasion Strategies David Forbes and David Lubin</li> </ol>	106
<ol> <li>Children's Conversations Within a Conflict of Interest Situation Sherri Oden, Valerie A. Wheeler, and Sharon D. Herzberger</li> </ol>	129
6. Communicative Skills and Sociability Kenneth H. Rubin and Diane Borwick	152

## PART III. SOCIAL COGNITIVE AND STRATEGIC PROCESSES IN ADULTS: THE ORGANIZATION OF COMMUNICATION

7. Individual Differences in Communication: Social Cognitive Determinants and Consequences C. Douglas McCann and E. Tory Higgins	172
8. Analyzing Conversations: Context, Content, Inference, and Structure  Thomas J. Housel	211
9. Some Functions of Feedback in Conversation Robert Kraut and Steven H. Lewis	231
PART IV. SOCIAL COGNITIVE AND STRATEGIC PROCESSES IN ADULTS: THE NEGOTIATION OF RELATIONSHIPS	
<ol> <li>The Evolution of Impressions in Small Working Groups: Effects of Construct Differentiation Barbara J. O'Keefe</li> </ol>	262
<ol> <li>Relationship Growth and Decline Steve Duck, Dorothy E. Miell, and David K. Miell</li> </ol>	292
AFTERWORD	
Recent Developments in Social Cognition and Interpersonal Behavior: A Consolidation and Extension	
Jesse G. Delia	313
About the Authors	323