
Bibliografie

- Albas, Daniel C., McCluskey, Ken W., & Albas, Cheryl A. (1976). Perception of the emotional content of speech: A comparison of two Canadian groups. *Journal of Cross Cultural Psychology* 7, 481–490.
- Albrecht, Karl. (1980). *Brain power: Learn to improve your thinking skills*. Englewood Cliffs, NJ: Prentice-Hall Spectrum.
- Altman, Irwin, & Taylor Dalmás. (1973). *Social penetration: The development of interpersonal relationships*. New York: Holt, Rinehart and Winston.
- Andersen, Peter A., & Leibowitz, Ken. (1978). The development and nature of the construct of touch avoidance. *Environmental Psychology and Nonverbal Behavior* 3, 89–106.
- Argyle, Michael. (1988). *Bodily communication* (2nd ed.). New York: Methuen & Co.
- Argyle, Michael, & Henderson, M. (1985). *The anatomy of relationships: And the rules and skills needed to manage them successfully*. London: Heinemann.
- Asch, Solomon. (1946). Forming impressions of personality. *Journal of Abnormal and Social Psychology* 41, 258–290.
- Assmar, Eveline Mria Leal, & Rodriques, Aroldo. (1994). The value base of distributed justice: Testing Deutsch's hypotheses in a different culture. *Revista Interamericana de Psicologia* 28, 1–11.
- Aune, R. Kelly, & Kikuchi, Toshiyuki. (1993). Effects of language intensity similarity on perceptions of credibility, relational attributions, and persuasion. *Journal of Language and Social Psychology* 12, 224–238.
- Axtell, Roger. (1993). *Do's and taboos around the world* (3rd ed.). New York: Wiley.
- Axtell, Roger E. (1990). *Do's and taboos of hosting international visitors*. New York: Wiley.
- Axtell, Roger E. (1991). *Do's and taboos of public speaking: How to get those butterflies flying in formation*. New York: Wiley.
- Ayres, Joe. (1986). Perceptions of speaking ability: An explanation for stage fright. *Communication Education* 35, 275–287.
- Ayres, Joe, & Hopf, Tim. (1993). *Coping with speech anxiety*. Norwood, NJ: Ablex Publishing Company.
- Barker, Larry L. (1990). *Communication* (5th ed.). Englewood Cliffs, NJ: Prentice-Hall.
- Barker, Larry, Edwards, R., Gaines, C., Gladney, K., & Holley, F. (1980). An investigation of proportional time spent in various communication activities by college students. *Journal of Applied Communication Research* 8, 101–109.
- Barnlund, Dean C. (1970). A transactional model of communication. In *Language behavior: A book of readings in communication* (compiled by J. Akin, A. Goldberg, G. Myers, and J. Stewart). The Hague: Mouton.
- Barnlund, Dean C. (1975). Communicative styles in two cultures: Japan and the United States. In A. Kendon, R. M. Harris, & M. R. Key (Eds.), *Organization of behavior in face-to-face interaction*. The Hague: Mouton.
- Barnlund, Dean C. (1989). *Communicative styles of Japanese and Americans: Images and realities*. Belmont, CA: Wadsworth.
- Bavelas, Janet Beavin. (1990). Can one not communicate? Behaving and communicating: A reply to Motley. *Western Journal of Speech Communication* 54, 593–602.

- Baxter, Leslie A., & Bullis, C. (1986). Turning points in developing romantic relationships. *Human Communication Research* 12, 469–493.
- Baxter, Leslie A., & Wilmont, William, W. (1984). „Secret tests“: Social strategies for acquiring information about the state of the relationship. *Human Communication Research* 11, 171–201.
- Beck, A. T. (1988). *Love is never enough*. New York: Harper & Row.
- Beebe, Steven A., & Masterson, John T. (1997). *Communicating in small groups: Principles and practices* (5th ed.). Glenview, IL: Scott, Foresman.
- Benne, Kenneth D., & Sheats, Paul. (1948). Functional roles of group members. *Journal of Social Issues* 4, 41–49.
- Bennis, Warren, & Nanus, Burt. (1985). *Leaders: The strategies for taking charge*. New York: Harper & Row.
- Berg, John H., & Archer, Richard L. (1983). The disclosure-liking relationship. *Human Communication Research* 10, 269–281.
- Berger, Charles R., & Bradac, James J. (1982). *Language and social knowledge: Uncertainty in interpersonal relations*. London: Edward Arnold.
- Berger, Charles R., & Calabrese, Richard J. (1975). Some explorations in initial interaction and beyond: Toward a theory of interpersonal communication. *Human Communication Research* 1, 99–112.
- Berman, J. J., Murphy-Berman, V., & Singh, P. (1985). Cross-cultural similarities and differences in perceptions of fairness. *Journal of Cross-Cultural Psychology* 16, 55–67.
- Bernstein, W. M., Stephan, W. G., & Davis, M. H. (1979). Explaining attributions for achievement: A path analytic approach. *Journal of Personality and Social Psychology* 37, 1810–1821.
- Berscheid, Ellen, & Hatfield Walster, Elaine. (1978). *Interpersonal attraction* (2nd ed.). Reading, MA: Addison-Wesley.
- Blumstein, Philip, & Schwartz, Pepper. (1983). *American couples: Money, work, sex*. New York: Morrow.
- Bochner, Arthur. (1984). The functions of human communication in interpersonal bonding. In Carroll C. Arnold & John Waite Bowers (Eds.), *Handbook of rhetorical and communication theory*. Boston: Allyn and Bacon.
- Bochner, Arthur, & Kelly, Clifford. (1974). Interpersonal competence: Rationale, philosophy, and implementation of a conceptual framework. *Communication Education* 23, 279–301.
- Bochner, Stephen, & Hesketh, Beryl. (1994). Power distance, individualism/collectivism, and job-related attitudes in a culturally diverse work group. *Journal of Cross Cultural Psychology* 25, 233–257.
- Bok, Sissela. (1983). *Secrets*. New York: Vintage Books.
- Borden, George A. (1991). *Cultural orientation: An approach to understanding intercultural communication*. Englewood Cliffs, NJ: Prentice-Hall.
- Brennan, Maire. (1991). Mismanagement and quality circles: How middle managers influence direct participation. *Employence Relations* 13, 22–32.
- Brilhart, John, & Galanes, Gloria. (1992). *Effective groups discussion* (7th ed.). Dubuque, IA: Brown & Benchmark.
- Brody, Jane E. (1994, March 21). Notions of beauty transcend culture, new study suggests. *The New York Times*, p. A-14.
- Brody, Jane E. (1991, April 28). How to foster self-esteem. *The New York Times Magazine*, 15, 26–27.
- Brown, Penelope. (1980). How and why are women more polite: Some evidence from a Mayan community. In Sally McConnell-Ginet, Ruth Borker, & Mellie Furman (Eds.), *Women and language in literature and society* (pp. 111–136). New York: Praeger.
- Buller, David B., LePoire, Beth A., Aune, Kelly, & Eloy, Sylvie. (1992). Social perceptions as mediators of the effect of speech rate similarity on compliance. *Human Communication Research* 19, 286–311.
- Burgoon, Judee K., Buller, David B., & Woodall, W. Gill (1995). *Nonverbal Communication: The unspoken dialogue* (2nd ed.). New York: McGraw-Hill.
- Burgoon, Judee K., & Hale, Jerold L. (1988). Nonverbal expectancy violations: Model elaboration and application to immediacy behaviors. *Communication Monographs* 55, 58–79.
- Cappella, Joseph N. (1993). The facial feedback hypothesis in human interaction: Review and speculation. *Journal of Language and Social Psychology* 12, 13–29.

- Cathcart, Dolores, & Cathcart, Robert. (1985). Japanese social experience and concept of groups. In Larry A. Samovar & Richard E. Porter (Eds.), *Intercultural communication: A reader* (4th ed., pp. 190–197). Belmont, CA: Wadsworth.
- Chen, Guo Ming (1992). *Differences in self-disclosure patterns among American versus Chinese: A comparative study*. Paper presented at the annual meeting of the Eastern Communication Association, Portland, ME.
- Cialdini, Robert T. (1984). *Influence: How and why people agree to thing*. New York: Morrow, 1984.
- Collier, Mary Jane. (1991). Conflict competence within African, Mexican, and Anglo American friendships. In Stell Ting-Toomey and Felipe Korzenny (Eds.), *Cross-cultural interpersonal communication* (pp. 132–154). Newbury Park, CA: Sage.
- Cook Mark. (1971). *Interpersonal Perception*. Baltimore: Penguin.
- Cooley, Charles Horton. (1922). *Human nature and the social order*. (Rev. ed.). New York: Scribner's.
- Davis Murray S. (1973). *Intimate relations*. New York: Free Press.
- Davitz, Joel R. (Ed.). (1964). *The communication of emotional meaning*. New York: McGraw-Hill.
- Deal, James E., & Smith Wampler, Karen. (1986). Dating violence: The primay of precious experience. *Journal of Social and Personal Relationships* 3, 457–471.
- DeJong, W. (1979). An examination of self perception mediation of the foot-in-the-door effect. *Journal of Personality and Social Psychology* 37, 2221–2239.
- Derlega, Valerian J., Winstead, Barbara, Wong, Paul T. P., & Hunter, Susan. (1985). Gender effects in an initial encounter: A case where men exceed women in disclosure. *Journal of Social and Personal Relationships* 2, 25–44.
- DeStephen, R., Hirokawa, R. (1988). Small group consensus: Stability of group support of the decision, task process, and group relationships. *Small Group behavior* 19, 227–239.
- DeTurck, Mark A. (1987). When communication fails: Physical aggression as a compliance-gaining strategy. *Communication Monographs* 54, 106–112.
- DeVito, Joseph A. (1965). Comprehension factors in oral and written discourse of skilled communicators. *Communication Monographs* 32, 124–128.
- DeVito, Joseph A. (1981). *The Psychology of speech and language: An introduction to psycholinguistics*. Washington, DC: University Press of America.
- DeVito, Joseph A. (1996). *Messages: Building interpersonal communication skills* (3rd ed.). New York: Longman.
- DeVito, Joseph A, & Hecht Michael L. (Eds.). (1990). *The nonverbal Communication Reader*. Prospect Heights, IL: Waveland Press.
- Diener, E. & Walbom, M. (1976). Effects of self-awareness on antinormative behavior. *Journal of Research in Personality* 10, 107–111.
- Dodd, Carley H. (1995). *Dynamics of intercultural Communication*. Dubuque, IA: Wm. C. Brown.
- Donahue, William A., with Kolt, Robert. (1992). *Managing interpersonal conflict*. Thousand Oaks, CA: Sage.
- Dresser, Norine. (1996). *Multicultural manners: New rules of etiquette for a changing society*. New York: Wiley.
- Dreyfuss, Henry. (1971). *Symbol sourcebook*. New York: McGraw-Hill.
- Eden, Dov. (1992) Leadership and expectations: Pygmalion effects and other self-fulfilling prophecies in organizations. *Leadership Quaterly* 3, 271–305.
- Ehrensaft, Miriam K., & Vivian, Dina. (1996). Spouses' reasons for not reporting existing marital aggression as a marital problem. *Journal of Family Psychology* 10, 443–453.
- Ekman, Paul. (1985). *Telling lies: Clues to deceit in the marketplace, politics, and marriage*. New York: W. W. Norton.
- Ekman, Paul, & Friesen, Wallace V. (1969). The repertoire of nonverbal behavior: Categories, origins, usage, and coding. *Semiotica* 1, 49–98.
- Ekman, Paul, Friesen, Wallace V., & Ellsworth, Phoebe. (1972). *Emotion in the human face: Guidelines for research and an integration of findings*. New York: Pergamon Press.

- Ellis, Albert. (1988). *How to stubbornly refuse to make yourself miserable about anything, yes anything*. Secaucus, NJ: Lyle Stuart.
- Ellis, Albert, & Harper, Robert A. (1975). *A new guide to rational living*. Hollywood, CA: Wilshire Books.
- Esten, Geri, & Willmott, Lynn. (1993). Double-bind messages: The effects of attitude towards disability on therapy. *Women and Therapy 14*, 29–41.
- Exline, R. V., Ellyson, S. L., & Long, B. (1975) Visual behavior as an aspect of power role relationships. In P. Pliner, L. Krames, & T. Alloway (Eds.), *Nonverbal communication of aggression*. New York: Plenum.
- Fengler, A. P. (1974). Romantic love in courtship: Divergent paths of male and female students. *Journal of Comparative Family Studies*, 134–139.
- Feraco, Frank J. (1997). *Vital Speeches of the Day 64*, 157–160.
- Festinger, Leon. (1954). A theory of social comparison processes. *Human Relations 7*, 117–140.
- Field, R. H. G. (1989). The self-fulfilling prophecy leader: Achieving the metharme effect. *Journal of Management Studies 26*, 151–175.
- Folger, Joseph P., Poole, Marshall Scott, & Stutman, Randall K. (1997). *Working through conflict: A communication perspective* (3rd ed.). New York: Longman.
- Fraser, Bruce. (1990). Perspectives on politeness. *Journal of Pragmatics 14*, 219–236.
- Frazier, P. A., & Cook, S. W. (1993). Correlates of distress following heterosexual relationship dissolution. *Journal Social and personal Relationships 10*, 55–67.
- Freedman, J., & Fraser, S. (1966). Compliance without pressure: The foot-in-the door technique. *Journal of Personality and Social Psychology 4*, 195–202.
- Furlow, F. Bryant. (1996). The smell of love. *Psychology Today*, 38–45.
- Furnham, Adrian, & Bitar, Nadine. (1993). The stereotyped portrayal of men and women in British television advertisements. *Sex Roles 29*, 297–310.
- Galvin, Kathleen, & Brommel, Bernard J. (1996). *Family communication: Cohesion and change* (4th ed.). New York: Longman.
- Gelles, R., & Cornell, C. (1985). *Intimate violence in families*. Newbury Park, CA: Sage.
- Giles, Howard, Mulac, Anthony, Bradac, James J., & Johnson, Patricia. (1987). Speech accommodation theory: The first decade and beyond. In Margaret L. McLaughlin (Ed.), *Communication yearbook 10* (pp. 13–48). Thousand Oaks, CA: Sage.
- Glucksberg, Sam, & Danks, Joseph H. (1975). *Experimental psycholinguistics: An introduction*. Hillsdale, NJ: Lawrence Erlbaum.
- Goleman, Daniel. (1995). *Emotional intelligence*. New York: Bantam.
- Gonzales, Alexander, & Zimbardo Philip G. (1985). Time in perspective. *Psychology Today 19*, 20–26.
- Goodwin, Robin, & Lee, Iona. (1994). Taboo topics among Chinese and English friends: A cross-cultural comparison. *Journal of Cross Cultural Psychology 25*, 325–338.
- Gorden, William I., & Nevins, Randi J. (1993). *We mean business: Building communication competence in business and professions*. New York: HarperCollins.
- Gordon, Thomas. (1975). *P.E.T.: Parent effectiveness training*. New York: New American Library.
- Goss, Blaine, Thompson, M. & Olds, S. (1978). Behavioral support for systematic desensitization for communication apprehension. *Human Communication Research 4*, 158–163.
- Graham, Jean Ann, & Argyle, M. (1975). The effects of different patterns of gaze combined with different facial expressions on impression formation. *Journal of Movement Studies 1*, 178–182.
- Graham, Jean Ann, Bitti, Pio Ricci, & Argyle, M. (1975). A cross-cultural study of the communication of emotion by facial and gestural cues. *Journal of Human Movement Studies 1*, 68–77.
- Gu, Yueguo. (1997). Polite phenomena in modern Chinese. *Journal of Pragmatics 14*, 237–257.
- Gudykunst, W. B. (Ed.). (1983). *Intercultural communication theory: Current perspectives*. Newbury Park, CA: Sage.
- Gudykunst, W. B., & Kim, Y. Y. (Eds.) (1992). *Readings on communication with strangers: An approach to intercultural communication*. New York: McGraw-Hill.

- Gudykunst, W. B., & Nishida, T. (1984). Individual and cultural influence on uncertainty reduction. *Communication Monographs* 51, 23–36.
- Gudykunst, W., Yang, S. & Nishida, T. (1985). A cross-cultural test of uncertainty reduction theory: Comparisons of acquaintance, friend, and dating relationships in Japan, Korea, and the United States. *Human Communication Research* 11, 407–454.
- Gupta, U., & Singh, P (1982). Exploratory studies in love and liking and types of marriages. *Indian Journal of Applied Psychology* 19, 92–97.
- Hall, Edward T. (1959). *The silent language*. Garden City, NY: Doubleday.
- Hall, Edward T. (1966). *The hidden dimension*. Garden City, NY: Doubleday.
- Hall, Edward T., & Reed Hall, Mildred. (1987). *Hidden differences: Doing business with the Japanese*. New York: Anchor Books/Doubleday.
- Hall, J. A. (1984). *Nonverbal sex differences*. Baltimore, MD: Johns Hopkins University Press.
- Hambrick, Ralph S. (1991). *The management skills builder: Self-Directed learning strategies for career development*. New York: Praeger.
- Haney, William. (1973). *Communication and organizational behavior: text and cases* (3rd ed.). Homewood, IL: Irwin.
- Hart, Fiona (1990). The construction of masculinity in men's friendship: Misogyny, heterosexuality, and homophobia. *Resources for Feminist Research* 19, 60–67.
- Hatfield, Elaine, & Rapson, Richard L. (1992) Similarity and attraction in close relationships. *Communication Monographs* 59, 209–212.
- Hatfield, Elaine, & Rapson, Richard L. (1996). *Love and sex: Cross cultural perspectives*. Boston: Allyn and Bacon.
- Hays, Robert. (1989). The day-to-day functioning of close versus casual friendships. *Journal of Social and Personal Relationships* 6, 21–37.
- Hecht, Michael L., Collier, Mary Jane, & Ribeau, Sidney, (1993). *African American communication: Ethnic identity and cultural interpretation*. Thousand Oaks, CA: Sage.
- Hendrick, Clyde, Hendrick, Susan, Foote, Franklin H., & Slapion-Foote, Michell J. (1984). Do men and women love differently? *Journal of Social and Personal Relationships* 1, 177–195.
- Henley, Nancy M. (1977). *Body politics: Power, sex, and nonverbal communication*. Englewood Cliffs, NJ: Prentice-Hall.
- Hess, Ekhard H. (1975). *The tell-tale eye*. New York. Van Nostrand Reinhold.
- Hess, Ursula, Kappas, Arvid, McHugo, Gregory J., Lanzetta, John T. (1992, May). The facilitative effect of facial expression of the self-generation of emotion. *International Journal of Psychophysiology* 12, 251–265.
- Hickson, Mark L., & Stacks, Don W. (1989). *NVC: Nonverbal communication: Studies and applications* (2nd ed.). Dubuque, IA: Wm. C. Brown.
- Hill, Susan E. Kogler. (1997). Team leadership theory. In Peter G. Northouse, *Leadership: Theory and practice* (pp. 159–183). Thousand Oaks, CA: Sage.
- Hocker, Joyce L., & Wilmot W. (1985). *International conflict* (2nd ed.). Dubuque, IA: Wm. C. Brown.
- Hofstede, Geert. (1997). *Cultures and organizations: Software of the mind*. New York: McGraw-Hill.
- Hoft, Nancy L. (1995). *International technical communication: How to export information about high technology*. New York: Wiley.
- Holmes, Janet (1995). *Women, men and politeness*. New York: Longman.
- Infante, Dominic, & Wingley, C. J. (1986). Verbal aggressiveness: An interpersonal model and measure. *Communication Monographs* 53, 61–69.
- Insel, Paul M., & Jacobson, Lenore F. (Eds.). (1975). *What do you expect? An inquiry into self-fulfilling prophecies*. Menlo Park, CA: Cummings.
- James, David L. (1995). *The executive guide to Asia-Pacific communication*. New York: Kodansha International.
- Jamieson, Kathleen Hall, & Kohrs Campbell, Karlyn. (1996). *The interplay of influence* (4th ed.). Belmont, CA: Wadsworth.

- Jandt, Fred E. (1995). *Intercultural communication*. Thousand Oaks, CA: Sage.
- Janis, Irving. (1983). *Victims of group thinking: A psychological study of foreign policy decision and fiascoes* (2nd Rev. ed.). Boston: Houghton Mifflin.
- Johnson, C. E. (1987). An introduction to powerful and powerless talk in the classroom. *Communication Education* 36, 167–172.
- Jones, E. E., & Pittman, T. S. (1982). Toward a general theory of strategic self-presentation. In J. Suls (Ed.), *Psychological perspectives on the self* (Vol. 1, pp. 231–262). Hillsdale, NJ: Lawrence Erlbaum.
- Jones, E. E. (1990). *Interpersonal perception*. New York: W. H. Freeman.
- Jones, Stanley, & Yabrough, A. Elaine. (1985). A naturalistic study of the meanings of touch. *Communication Monographs* 52, 19–56.
- Jourard, Sidney M. (1971a). *Self-disclosure*. New York: Wiley.
- Jourard, Sidney M. (1971b). *The transparent self* (Rev. ed.).
- Kelley, H. H., & Thibault, J. W. (1978). *Interpersonal relations: A theory of interdependence*. New York: Wiley/Interscience.
- Kelly, P. Keith (1994). *Team decision-making techniques*. Irvine, CA: Richard Chang Associates.
- Kesselman-Turkel, Judi, & Peterson, Franklynn. (1982). *Note-taking made easy*. Chicago: Contemporary Books.
- Kleinke, Chris L. (1986). *Meeting and understanding people*. New York: W. H. Freeman.
- Knapp, Mark L., & Vangelisti, Anita. (1996). *Interpersonal communication and human relationships* (3rd ed.). Boston: Allyn and Bacon.
- Knapp, Mark L., & Hall, Judith. (1997). *Nonverbal communication in human interaction* (4th ed.). Fort Worth, TX: Harcourt Brace Jovanovich.
- Knapp, Mark L., & Taylor, Eric H. (1994). Commitment and its communication in romantic relationships. In Ann L. Weber & John H. Harvey (Eds.), *Perspectives on close relationships* (pp. 153–175). Boston: Allyn and Bacon.
- Korzybski, A. (1933). *Science and sanity*. Lakeville, CT: The international Non-Aristotelian Library.
- Kurdek, Lawrence A. (1994). Areas of conflict for gay, lesbian, and heterosexual couples: What couples argue about influences relationship satisfaction. *Journal of Marriage and the Family* 56, 923–934.
- Laing, Ronald D., Phillipson, H., & Lee, A. Russell. (1966). *Interpersonal perception*. New York: Springer.
- Langer, Ellen J. (1989). *Mindfulness*. Reading, MA: Addison-Wesley.
- Larsen, Randy J., Kasimatis, Margaret, & Frey, Kurt. (1992). Facilitating the furrowed brow: An unobtrusive test of the facial feedback hypothesis applied to unpleasant affect. *Cognition and Emotion* 6, 321–338.
- Leathers, Dale G. (1997). *Successful nonverbal communication: Principles and applications* (3rd ed.). Boston, MA: Allyn and Bacon.
- Lederer, William J. (1984). *Creating a good relationship*. New York: W. W. Norton.
- Lederman, Linda. (1990). Assessing educational effectiveness: The focus group interview as a technique for data collection. *Communication Education* 39, 117–127.
- Lee, Fiona. (1993). Being polite and keeping MUM: How bad news is communicated in organizational hierarchies. *Journal of Applied Social Psychology* 23, 1124–1149.
- Leung, Kwok. (1988, March). Some determinants of conflicts avoidance. *Journal of Cross Cultural Psychology* 19, 125–136.
- Lewis, David. (1989). *The secret language of success*. New York: Carroll and Graf.
- Littlejohn, Stephen W. (1996). *Theories of human communication* (5th ed.). Belmont, CA: Wadsworth.
- Lujansky, H. & Mikula, G. (1983). Can equity theory explain the quality and stability of romantic relationships? *British Journal of Social Psychology* 22, 101–112.
- Lustig, Myron, W., & Koester, Jolene (1996). *Intercultural competence: Interpersonal communication across cultures* (2nd ed.). New York: HarperCollins, 1993.
- Ma, Ringo. (1992). The role of unofficial intermediaries in interpersonal conflicts in the Chinese culture. *Communication Quarterly* 40, 269–278.

- MacLachlan, James. (1979). What people really think of fast talkers. *Psychology Today* 13, 113–117.
- Malandro, Loretta A., Barker, Larry, & Barker, Deborah Ann (1989). *Nonverbal Communication* (2nd ed.). New York: Random House.
- Mao, LuMing Robert (1994). Beyond politeness theory: „Face“ Revisited and renewed. *Journal of Pragmatics* 21, 451–486.
- Marshall, Evan. (1983). *Eye language: Understanding the eloquent eye*. New York: New Trend.
- Marshall, Linda L., & Rose, Patricia. (1987). Gender, stress and violence in the adult relationships of a sample of college students. *Journal of Social and Personal Relationships* 4, 299–316.
- Martin, Mathew M., & Anderson, Carolyn M. (1995). Roommate similarity: Are roommates who are similar in their communication traits more satisfied? *Communication Research Reports* 12, 46–52.
- Marwell, G., & Schmitt, David R. (1967). Dimensions of compliance-gaining behavior: An empirical analysis. *Sociometry* 39, 350–364.
- Masheter, Carol, & Harris, Linda M. (1986). From divorce to friendship: A study of dialective relationship development. *Journal of Social and Personal Relationships* 3, 177–189.
- Matsumoto, David (1991). Cultural influences on facial expressions of emotion. *Southern Communication Journal* 56, 128–137.
- Matsumoto, David, & Kudoh, T. (1993). American-Japanese Cultural Differences in Attributions of Personality Based on Smiles. *Journal of Nonverbal Behavior* 17, 231–243.
- McCroskey, James C., & Wheelless, Lawrence. (1976). *Introduction to human communication*. Boston: Allyn & Bacon.
- McGill, Michael E. (1985). *The McGill report on male intimacy*. New York: Harper & Row.
- McLaughlin, Margaret L. (1984). *Conversation: How talk is organized*. Newbury Park, CA: Sage.
- McLoyd, Vonnie, & Wilson, Leon. (1992). Telling them like it is: The role of economic and environmental factors in single mothers' discussions with their children. *American Journal of Community Psychology* 20, 419–444.
- Mehrabian, Albert. (1976). *Public places and private spaces*. New York: Basic Books.
- Merton, Robert K. (1957). *Social theory and social structure*. New York: Free Press.
- Midooka, Kiyoski. (1990). Characteristics of Japanese style communication. *Media Culture and Society* 12, 47–49.
- Miller, Gerald R., & Parks, Malcolm R. (1982). Communication in dissolving relationships. In Steve Duck (Ed.), *Personal relationships. 4: Dissolving personal relationships*. New York: Academic Press.
- Moghaddam, Fathali M., Taylor, Donald M., & Wright, Stephen C. (1993). *Social psychology in cross-cultural perspective*. New York: W. H. Freeman.
- Molloy, John. (1981). *Molloy's live for success*. New York: Bantam.
- Montagu, Ashley. (1971). *Touching: The human significance of the skin*. New York: Harper & Row.
- Morris, Desmond. (1977). *Manwatching: A field guide to human behavior*. New York: Abrams.
- Mullen, Brian, Salas, Edwardo, & Driskell, James. (1989). Saliency, motivation, and artifact as contributions to the relation between participation rate and leadership. *Journal of Experimental Social Psychology* 25, 545–559.
- Naifeh, Steven, & White Smith, Gregory. (1984). *Why can't men open up? Overcoming men's fear of intimacy*. New York: Clarkson N. Potter.
- Napied, Rodney W., & Gershenfeld, Matti K. (1989). *Groups: Theory and experience* (4th ed.). Boston: Houghton Mifflin.
- Nelson, Paul, & Pearson, Judy. (1996). *Confidence in public speaking* (6th ed.). Dubuque, IA: Brown & Benchmark.
- Neugarten, Bernice. (1979). Time, age, and life cycle. *American Journal of Psychiatry* 136, 887–894.
- Ng, Sik Hung, & Bradac, James J. (1993). *Power in language: Verbal communication and social influence*. Newbury Park, CA: Sage.
- Noller, Patricia. (1993). Gender and emotional communication in marriage: Different cultures or differential social power? Special Issue: Emotional Communication, Culture, and Power. *Journal of Language and Social Psychology* 12, 132–152.

- Northouse, Peter G. (1997). *Leadership: Theory and practice*. Thousand Oaks, CA: Sage.
- O'Hair, Mary John, Cody, Michael J., & O'Hair, Dan. (1991). The impact of situational dimensions on complianceresisting strategies: A comparison of methods. *Communication Quarterly* 39, 226–240.
- Osborn, Alex. (1957). *Applied imagination* (Rev. ed.). New York: Scribners.
- Osborn, Michael, & Osborn, Suzanne. (1997). *Speaking in public* (4th ed.). Boston, MA: Houghton Mifflin.
- Park Won Woo. (1990). A review of research on groupthink. *Journal of Behavioral Decision Making* 3, 229–245.
- Patton, Bobby R., Giffin, Kim, & Nyquist Patton, Eleanor. (1989). *Decision-making group interaction* (3rd ed.). New York: HarperCollins.
- Pearson, Judy C. (1980). Sex roles and self-disclosure. *Psychological Reports* 47, 640.
- Pearson, Judy C., & Spitzbegr, B. H. (1990). *Interpersonal communication: Concepts, components, and contexts* (2nd ed.). Dubuque, IA: Wm. C. Brown.
- Pearson, Judy C., West, Richard, & Turner, Lynn H. (1995). *Gender and communication* (3rd ed.). Dubuque, IA: Wm. C. Brown.
- Petrocelli, William, & Kate Repa, Barbara. (1992). *Sexual harassment on the job*. Berkeley, CA: Nolo Press.
- Piot, Charles D. (1993). Secrecy, ambiguity, and the everyday in Kabre culture. *American Anthropologist* 95, 353–370.
- Pittenger, Robert E., Hockett, Charles F., & Danehy, John J. (1960). *The first five minutes*. Ithaca, NY: Paul Martineau.
- Pratkanis, Anthony, Aronson, Elliot. (1991). *Age of propaganda: The everyday use and abuse of persuasion*. New York: W. H. Freeman.
- Rankin, Paul. (1929). *Listening ability*. Proceedings of the Ohio State Educational Conference's Ninth Annual Session.
- Rich, Andrea L. (1974). *Interracial communication*. New York: Harper & Row.
- Richards, I. A. (1951). Communication between men: The meaning of language. In Heinz von Foerster (Ed.), *Cybernetics, Transactions of the Eighth Conference*.
- Richmond, Virginia P., & McCroskey, James C. (1998). *Communication: Apprehension, avoidance, and effectiveness* (5th ed.). Needham Heights, MA: Allyn and Bacon.
- Rockefeller, David. (1985). *Vital speeches of the day* 51 (September 15).
- Rosenfeld, Lawrencw. (1979). Self-disclosure avoidance: Why I am afraid to tell you who I am. *Communication Monographs* 46, 63–74.
- Rosenthal, Robert, & Jacobson, L. (1968). *Pygmalion in the clasroom*. New York: Holt, Rinehart and Winston.
- Ruben, Brent D. (1988). *Communication and human behavior* (2nd ed.). New York: Macmillan.
- Rubin, Rebecca. (1982). Assessing speaking and listening competence at the college level: The communication competency assessment instrument. *Communication Education* 31, 19–32.
- Rubin, Zick. (1973). *Liking and loving: An invitation to social psychology*. New York: Holt, Rinehart and Winston.
- Rubin, Zick, & McNeil, Elton B. (1985). *Psychology: Being Human* (4th ed.). New York: Harper & Row.
- Ruggiero, Vincent Ryan. (1990). *The art of thinking: A guide to critical and creative thought* (3rd ed.). New York: HarperCollins.
- Scherer, R. B., & Keith, P. M. (1980). Equity and depression among married couples. *Social Psychology Quarterly* 43, 430–435.
- Schwartz, Marilyn, and the Task Force on Bias-Free Language of the Association of American University Presses. (1995). *Guidelines for bias-free writing*. Bloomington: Indiana University Press.
- Shapiro, Debra, & Bies, Robert J. (1994). Threats, bluffs, and disclaimers in negotiations. *Organizational Behavior and Human Decision Processes* 60, 14–35.
- Sharkey, William F., & Stafford, Laura. (1990). Turn-taking resources employed by congenitally blind conversers. *Communication Studies* 41, 161–182.

- Shaw, Marvin. (1981). *Group dynamics: The psychology of small group behaviors* (3rd ed.). New York: McGraw-Hill.
- Siegert, John R., & Stamp, Glen H. (1994). „Our First Big Fight“ as a milestone in the development of close relationships. *Communication Monographs* 61, 345–360.
- Spitzberg, Brian H., & Cupach, William R. (1989). *Handbook of interpersonal competence research*. New York: Springer-Verlag.
- Spitzberg, Brian H., & Hecht, Michael L. (1984). A component model of relational competence. *Human Communication Research* 10, 575–599.
- Sprecher, Susan. (1987). The effects of self-disclosure given and received on affection for an intimate partner and stability of the relationship. *Journal of Social and Personal Relationships* 4, 115–127.
- Steil, Lyman K., Barker, Larry L., & Watson, Kittie W. (1983). *Effective listening: Key to your success*. Reading, MA: Addison-Wesley.
- Steiner, Claude. (1981). *The other side of power*. New York: Grove.
- Stephan, W. G., & Stephan, C. W. (1985). Intergroup anxiety. *Journal of Social Issues* 41, 157–176.
- Sternberg, Robert J. (1987). Questions and answers about the nature and teaching of thinking skills. In Joan Boykoff Baron & Robert Sternberg (Eds.), *Teaching thinking skills: Theory and practice*. (pp. 251–259). New York: W. H. Freeman.
- Stewart, Charles J., & Cash, William B., Jr. (1988). *Interviewing: Principles and practices* (4th ed.). Dubuque, IA: Wm. C. Brown.
- Swann, W. B., Jr. (1987). Identity negotiation: Where two roads meet. *Journal of Personality and Social Psychology* 53, 1038–1051.
- Szapocznik, Jose. (1995). Research on disclosure of HIV status: Cultural evolution finds an ally in science. *Health Psychology* 14, 4–5.
- Tannen, Deborah. (1990). *You just don't understand: Women and men in conversation*. New York: Morrow.
- Tannen, Deborah. (1994a). *Gender and discourse*. New York: Oxford University Press.
- Taub, Marci. (1997). *Interviews*. New York: Random House.
- Thibault, J. W., & Kelley, H. H. (1959). *The social psychology of groups*. New York: Wiley.
- Thorne, Barrie, Kramarae, Cherie, & Henley, Nancy. (Eds.) (1983). *Language, gender and society*. Rowley, MA: Newbury House Publishers.
- Ting-Toomey, Stella. (1985). Toward a theory of conflict and culture. *International and Intercultural Communication Annual* 9, 71–86.
- Verderber, Rudolph. (1997). *The challenge of effective speaking* (10th ed.). Belmont, CA: Wadsworth.
- Vernon, JoEtta A., Williams, J. Allen, Phillips, Terri, & Wilson, Janet. (1990). Media stereotyping: A comparison of the way elderly women and men are portrayed on primetime television. *Journal of Women and Aging* 4, 55–68.
- Watzlawick, Paul. (1977). *How real is real? Confusion, disinformation, communication: An anecdotal introduction to communications theory*. New York: Vintage Books.
- Watzlawick, Paul. (1978). *The language of change: Elements of therapeutic communication*. New York: Basic Books.
- Watzlawick, Paul, Helmick Beavin, Janet, & Jackson, Don D. (1967). *Pragmatics of human communication: A study of interactional patterns, pathologies, and paradoxes*. New York: W. W. Norton.
- Weyant, James M. (1996). Application of compliance techniques to direct-mail requests for charitable donations. *Psychology and Marketing* 13, 157–170.
- Wheless, Lawrence R. & Grotz, Janis. (1977). The measurement of trust and its relationship to self-disclosure. *Human Communication Research* 3, 250–257.
- Wiemann, John M. (1977). Explication and test of a model of communicative competence. *Human Communication Research* 3, 195–213.
- Wilson, A. P., & Bishard, Thomas G. (1994). Here's the dirt on gossip. *American School Board Journal* 181, 27–29.
- Wolfson, Nessa. (1988). The bulge: A theory of speech behaviour and social distance. In J. Fine (Ed.), *Second language discourse: A textbook of current research* (pp. 21–38). Norwood, NJ: Ablex.

- Won-Doornink, Myong Jin. (1991). Self-disclosure and reciprocity in South Korean and U.S. male dyads. In Stella Tin-Toomey & Felipe Korzenny (Eds.), *Crosscultural interpersonal communication* (pp. 116–131). Newbury Park, CA: Sage.
- Wood, Julia T. (1982). *Gendered lives: Communication, gender, and culture*. Belmont, CA: Wadsworth.
- Woodward, Gary C., & Denton, Robert E. (1996). *Persuasion and influence in American life* (3rd ed.). Prospect Heights, IL: Waveland Press.
- Zuckerman, M., Klorman, R., Larrance, D. T., & Spiegel, N. H. (1981). Facial, autonomic, and subjective components of emotion: The facial feedback hypothesis versus the externalizer-internalizer distinction. *Journal of Personality and Social Psychology* 41, 929–944.