

# SOCIAL EXCHANGE THEORY

Social exchange theory postulates that people form a relationship through cost-benefit analysis.

## COMPONENTS

According to social exchange theory, every relationship has the following components:

1. Costs – the elements of a relationship which have a negative value to a person.
2. Rewards – the elements of a relationship which have a positive value to a person.

## EXAMPLES

### 1. Highest Reward

Costs being equal, an individual will choose the alternative from which they expect to receive the highest reward.

### 2. Lowest Cost

Rewards being equal, an individual will choose the alternative from which they expect the lowest cost.

# Social Exchange Theory

**Michael Mulkay**

## **Social Exchange Theory:**

**Social Exchange Theory** Karen S. Cook,1987-06 The current state of social exchange theory is assessed in this collection of original papers The volume has contributions from James S Coleman Peter M Blau and the late Richard Emerson founders of social exchange theory in the 1960s and from young scholars who are expanding the frontiers of the theoretical framework Jon Turner rounds off this important volume with a critique of social exchange theory as presented by the contributors As an up to date analysis of this major strand of social theory this volume is unrivalled and has wide appeal

*Social Exchange Theory* John K. Chadwick-Jones,1976    *Social Exchange in Developing Relationships* Robert L. Burgess,Ted L. Huston,2013-09-11 Social Exchange in Developing Relationships is a collection of papers that deals with the systematic study of the development of relationships The papers discuss several theoretical perspectives such as evolutionary theory personality theory cognitive developmental theory equity theory role theory and attribution theory One paper discusses romantic relationships the evolution of first acquaintance to close or intimate commitment Another paper presents the hypothesis that the factors causing a relationship to begin will also probably steer intermediate cognitive processes eventually influencing the nature of the relationship Commitment requires specific concepts such as input levels contributed to the relationship duration of these inputs and their consistency of occurrence The equity theory suggests that equity principles determine the selection of one's mate and how they the partners will get along in the future One paper analyzes the dynamic theories of social relationships and the resulting research strategies that the conceptualization of a parameter of a social relationship can affect the choice of data collection techniques and other matters Sociologists psychologists historians students and academicians doing sociological research can benefit greatly from this collection

Social Exchange Theory Karen S. Cook,1990 The current state of social exchange theory is assessed in this collection of original papers James S Coleman and Peter M Blau two of the founders of social exchange theory in the 1960s have contributed up to date reviews of their thinking on the subject The volume also includes a piece by the late Richard Emerson and contributions from young scholars who are expanding the frontiers of this theoretical framework Jon Turner a noted social theorist rounds off this important volume with a critique of social exchange theory as presented by the contributors As a current analysis of this major strand of social theory this volume is unrivalled and should be of value to scholars and graduate students of sociology social psychology and anthropology

Social Exchange Theory Peter Palmer Ekeh,1974    *Explaining Conversations* R. Murray Thomas,Marie K. Iding,2011-12-22 Explaining Conversations offers a different way of interpreting people's social exchanges than has been available in the past The book is replete with examples of people's verbal interactions in the form of chats arguments debates and negotiations both within a culture and across cultures The volume's subtitle A Developmental Social Exchange Theory identifies a theme featured in Chapters 2 and 5 the typical pattern by which social exchange skills evolve over the first two decades of life Throughout the book the underlying meanings of conversations are interpreted in

terms of a the needs people seek to fulfill through their conversations b the influence of a person s culture on what is said c individuals patterns of thought metacognition during a conversation d how people s expectations about a conversation affect what they will say and e strategies individuals adopt to achieve their goals The book includes a chapter designed to guide parents and teachers in promoting young children s and adolescents social exchange skills

### **Rational Choice and Social Exchange**

**Anthony Heath,1976-05-20** When this volume was first published in 1976 exchange theory had recently come into the fore in sociology as an attempt to develop systematic theories of social behaviour comparable to those which economics had developed In doing so it borrowed from many different intellectual traditions including economics and anthropology behavioural sociology and on the traditional concerns of sociologists and social psychologists Dr Heath provides a systematic exposition of the principle components of exchange theory and goes on to give a critique of these theories paying particular attention to the success of their empirical applications He concludes that exchange theory despite its limitations has an important part to play in the development of social science and is one of the most promising theories available Rational Choice and Social Exchange will be of interest to anyone concerned with the development of social science and in particular to students of sociology anthropology psychology and political science

### Interpersonal Communication Michael E.

**Roloff,1981-06** A book which examines the social exchange theories of relations between people These theories tend to view communication as an exchange or extraction of benefit undertaken out of self interest The book attempts to answer three questions what are these theories and how do their assumptions differ How do they view a variety of interpersonal communication phenomena What are their strengths and weaknesses This highly readable book contributes by abstracting the substance of exchange then attributing it to the human communication processes Sociology Review of New Books Vol 9

No 3    **Exchange and Power in Social Life** Peter Blau,2017-09-29 In his landmark study of exchange and power in social life Peter M Blau contributes to an understanding of social structure by analyzing the social processes that govern the relations between individuals and groups The basic question that Blau considers is How does social life become organized into increasingly complex structures of associations among humans This analysis first published in 1964 represents a pioneering contribution to the sociological literature Blau uses concepts of exchange reciprocity imbalance and power to examine social life and to derive the more complex processes in social structure from the simpler ones The principles of reciprocity and imbalance are used to derive such processes as power changes in group structure and the two major forces that govern the dynamics of complex social structures the legitimization of organizing authority of increasing scope and the emergence of oppositions along different lines producing conflict and change

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behavioural sociology and on the traditional concerns of sociologists and social psychologists Dr Heath provides a systematic exposition of the principle components of exchange theory and goes on to give a critique of these theories paying particular attention to the success of their empirical applications He concludes that exchange theory despite its limitations has an important part to play in the development of social science and is one of the most promising theories available Rational Choice and Social Exchange will be of interest to anyone concerned with the development of social science and in particular to students of sociology anthropology psychology and political science *Coercive Power in Social Exchange* Linda D.

Molm,1997-01-28 Coercive Power in Social Exchange describes the progression and results of a decade long program of experimental research on power in social exchange relations Exchange theorists have traditionally excluded punishment and coercion from the scope of their analyses Molm examines whether exchange theory can be expanded to include both reward and coercive power Working within the framework of Emerson s power dependence theory but also drawing on the decision theory concepts of strategic action and loss aversion Molm develops and tests a theory of coercion in social exchange that emphasizes the interdependence of these two bases of power Her work shows that reward power and coercive power are fundamentally different not only in their effects on behavior but also in the structural incentive to use power and the risks of power use When exchanges are nonnegotiated and secured by the shadow of the future rather than by binding agreements dependence both encourages and constrains the use of coercion *Social Exchange Theory* Peter P. Ekeh,1974

**Families, Labour and Love** Maureen Baker,2001 Annotation We think of family life as very personal but in fact it is shaped by influences well beyond our control Families Labour and Love identifies the ways in which family and personal life in three settler societies Australia New Zealand and Canada have been shaped by colonization immigration globalization demographic changes law and policy Baker shows that these three countries each a former colony developed similar family trends and similar family policies The family practices of indigenous people were largely overlooked as were those of recent immigrant groups Strongly gendered patterns of paid and unpaid work played a major role in family life Nevertheless local conditions also produced significant differences in family experiences among the three countries Containing numerous examples comparative data and textual sources Families Labour and Love provides a wide ranging analysis of the family that will appeal to students researchers and policy makers BOOK JACKET Title Summary field provided by Blackwell North America Inc All Rights Reserved *Social Exchange* Kenneth Gergen,2012-12-06 INTRODUCTION In developing scientific theory there is perhaps nothing more propitious than a compelling metaphor If the metaphor is rich in imagery complexly differentiated emotionally evocative and vitally wedded to the cultural lore the theory to which it gives rise may enjoy a long and vigorous life If the metaphor is sufficiently powerful the theory may even be sustained in independence of systematic empirical support Role theory is likely to remain prosperous so long as there is a thriving theater decision theory experienced a dramatic rejuvenation with the development of the electronic computer and in spite of its archaic construction Jungian

theory will prevail so long as ancient myths and symbols continue to haunt us d Smith 1978 From this standpoint the development of social exchange theory is hardly surprising Experience with the marketplace is extensive in society its images are both complex and richly evocative its challenges are often exciting and its lessons sometimes painful It is thus both intellectually and emotionally invigorating to consider the social arena in all its diversity as an extended market in which each individual seeks to maximize profits The economic metaphor is hardly new to the social sciences The recent intellectual roots of contemporary exchange theory can be traced to the works of Claude Levi Strauss Marcel Mauss Karl Marx and B

### **Structural Power-Dependence and Social Negotiation in Exchange Networks** John Stolte,2024-12-16

What are key causes and effects of structural inequality across many social economic and psychological situations of life Power dependence exchange theory and relevant data are used in this book to help answer this complicated question Crucial dimensions of interpersonal behavior social symbolic communication and individual social psychology are explored in the context of exchange network and group dynamics Developed across the past 60 years the research program covered here provides a distinctive perspective on social exchange theory bringing to bear data produced through use of various research methods qualitative ethnography controlled laboratory experiment vignette experiment social sample survey and psycholinguistic analysis

### **Engaging Theories in Interpersonal Communication** Leslie A. Baxter,Dawn O.

Braithwaite,2008-03-07 Discusses major theories of interpersonal communication

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### **Strategic Market Relationships** Bill Donaldson,Tom O'Toole,2007-05-21 The book develops the student's understanding of the nature relevance and importance of creating and sustaining relationships as a strategic resource It takes a managerial perspective to the study of relationships from strategy to implementation The first edition was the first text that comprehensively addressed relationships as a strategic issue and considering relationships as strategic and as a basis for competition is central to this book In a nutshell strategic market relationships is the process of analyzing formulating and implementing a relationship strategy for an organization

### **Social Exchange Theory** Karen Schweers Cook,1987

### Social Behavior as Resource Exchange Kjell Yngve Törnblom,Ali Kazemi,2023 Humans are social animals Thus we cannot survive in isolation We satisfy our needs through seeking maintaining and engaging in relationships and interaction with other people However

social interactions are complex

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