
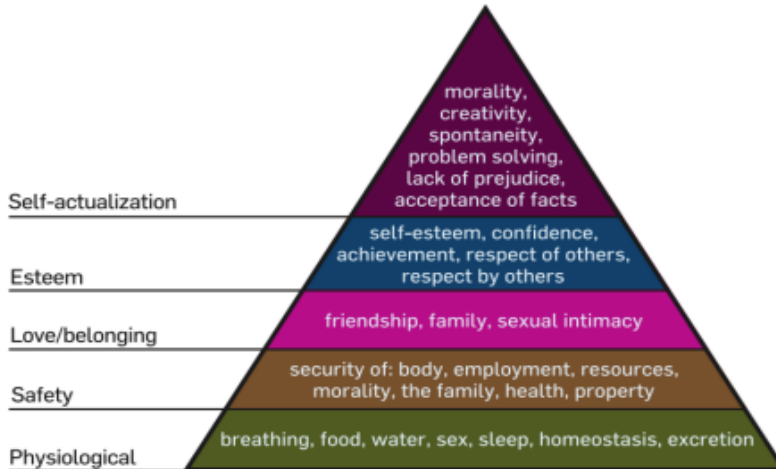


2.write.reflect.maslow (due 1/22)

Wk	Weekly Topic & Assignment
<div>2</div> <div>Jan 16 to 21</div>	<div><div>&lt;01.21.23- questions to answer&gt; <span>page 1 of 4</span></div><div>Question_1: Uncertainty reduction theory states cognitive uncertainty occurs in active, passive, and interactive strategies &lt;p2.1.4, paragraph 2&gt;. Explain how you have used each.</div><div>Question_2: what is the number one previously held belief that could be considered a bias that you have had, or still possess? Did this aspect of your person come from your upbringing/family or develop from current or former peers</div><div></div><div>2.1: Purposes of Interpersonal Communication</div><div><div>Learning Outcomes</div><div><div>1. Explain Maslow's Hierarchy of Needs and its relationship to communication.</div><div>2. Describe the relationship between self, others, and communication.</div><div>3. Understand building and maintaining relationships.</div></div></div><div>Meeting Personal Needs</div><div><p>Communication fulfills our physical, personal, and social needs. Research has shown a powerful link between happiness and communication.<sup>1</sup> In this particular study that included over 200 college students, they found that the ones who reported the highest levels of happiness also had a very active social life. The noted there were no differences between the happiest people and other similar peers in terms of how much they exercised, participated in religion, or engaged in other activities. The results from the study noted that having a social life can help people connect with others. We can connect with others through effective communication. Overall, communication is essential to our emotional wellbeing and perceptions about life.</p><p>Everyone has dreams that they want to achieve. What would happen if you never told anyone about your dreams? Would it really be possible to achieve your dreams without communication? To make your dreams a reality, you will have to interact with several people along the way who can help you fulfill your dreams and personal needs. The most famous people in history, who were actors, musicians, politicians, and business leaders, all started with a vision and were able to articulate those ideas to someone else who could help them launch their careers.</p><p>There are practical needs for communication. In every profession, excellent communication skills are a necessity. Doctors, nurses, and other health professionals need to be able to listen to their patients to understand their concerns and medical issues. In turn, these health professionals have to be able to communicate the right type of treatment and procedures so that their patients will feel confident that it is the best type of outcome, and they will comply with these medical orders.</p><p>Research has shown that couples who engage in effective communication report more happiness than couples who do not.<sup>2</sup> Communication is not an easy skill for everyone. As you read further, you will see that there are a lot of considerations and variables that can affect how a message is relayed and received. As the arrow in Figure 2.1.1 indicates, Maslow believed that human needs emerge in order starting from the bottom of the pyramid. At the basic level, humans must have <i>physiological</i> needs met, such as breathing, food, water, sex, homeostasis, sleep, and excretion. Once the physiological needs have been met, humans can attempt to meet <i>safety</i> needs, which include the safety of the body, family, resources, morality, health, and employment. A higher-order need that must be met is <i>love and belonging</i>, which encompasses friendship, sexual intimacy, and family. Another higher-order need that must be met before self-actualization is <i>esteem</i>, which includes self-esteem, confidence, achievement, respect of others, and respect by others. Maslow argued that all of the lower needs were necessary to help us achieve psychological health and eventually self-actualization.<sup>3</sup> Self-actualization leads to creativity, morality, spontaneity, problem-solving, lack of prejudice, and acceptance of facts.</p></div><div><div> 2.1.1 <a data-bbox="956 1892 1284 1913" href="https://socialsci.libretexts.org/@page/66546">https://socialsci.libretexts.org/@page/66546</a></div><div>Page 2 of 4, 2.write.reflect.maslow</div></div></div>




Wk	Weekly Topic & Assignment
<div data-bbox="94 241 126 289">2</div> <div data-bbox="94 384 126 499">Jan 16 to 21</div>	<div data-bbox="159 170 1474 388"> <p>&lt;01.21.23- questions to answer&gt; <span style="float: right;">page 2 of 4</span></p> <p>Question_1: Uncertainty reduction theory states cognitive uncertainty occurs in active, passive, and interactive strategies &lt;p2.1.4, paragraph 2&gt;. Explain how you have used each.</p> <p>Question_2: what is the number one previously held belief that could be considered a bias that you have had, or still possess? Did this aspect of your person come from your upbringing/family or develop from current or former peers</p> </div> <div data-bbox="183 443 378 499">  LibreTexts™         </div> <div data-bbox="365 510 1136 976">  </div> <div data-bbox="592 982 920 1005">Figure 2.1.1: Maslow's Hierarchy of Needs</div> <div data-bbox="212 1024 703 1054"> <h3>Communicating and Meeting Personal Needs</h3> </div> <div data-bbox="212 1064 1302 1360"> <p>As you will learn reading this chapter, it is important to understand people and know that people often communicate to satisfy their needs, but each person's need level is different. To survive, physiological and safety needs must be met. Through communication, humans can work together to grow food, produce food, build shelter, create safe environments, and engage in protective behaviors. Once physiological and safety needs have been met, communication can then shift to love and belonging. Instead of focusing on living to see the next day, humans can focus on building relationships by discussing perhaps the value of a friendship or the desire for sexual intimacy. After creating a sense of love and belonging, humans can move forward to working on "esteem." Communication may involve sharing praise, working toward goals, and discussion of strengths, which may lead to positive self-esteem. When esteem has been addressed and met, humans can achieve self-actualization. Communication will be about making life better, sharing innovative ideas, contributions to society, compassion and understanding, and providing insight to others. Imagine trying to communicate creatively about a novel or express compassion for others while starving and feeling unprotected. The problem of starving must be resolved before communication can shift to areas addressed within self-actualization.</p> </div> <div data-bbox="212 1371 1302 1535"> <p>Critics of Maslow's theory argue that the hierarchy may not be absolute because it could be possible to achieve self-actualization without meeting the lower needs.<sup>4</sup> For example, a parent/guardian might put before the needs of the child first if food is scarce. In this case, the need for food has not been fully met, and yet the parent/guardian is able to engage in self-actualized behavior. Other critics point out that Maslow's hierarchy is rather Western-centric and focused on more individualistic cultures (focus is on the individual needs and desires) and not applicable to cultures that are collectivistic (focus is on the family, group, or culture's needs and desires).<sup>5</sup></p> </div> <div data-bbox="212 1543 1302 1791"> <p>It is important to understand needs because other people may have different needs. This can influence how a message is received. For instance, Shaun and Dee have been dating for some time. Dee wants to talk about wedding plans and the possibility of having children. However, Shaun is struggling to make ends meet. He is focused on his paycheck and where he will get money to cover his rent and what his next meal will be due to his tight income. It is very hard for Shaun to talk about their future together and future plans, when he is so focused on his basic physiological needs for food and water. Dee is on a different level, love and belonging, because she doesn't have to worry about finances. Communicate can be difficult when two people have very drastic needs that are not being met. This can be frustrating to both Dee and Shaun. Dee feels like Shaun doesn't love her because he refuses to talk about their future together. Shaun is upset with Dee, because she doesn't seem to understand how hard it is for him to deal with such a tight budget. If we are not able to understand the other person's needs, then we won't be able to have meaningful conversations.</p> </div> <div data-bbox="212 1806 557 1839"> <h3>Learning About Self and Others</h3> </div> <div data-bbox="212 1843 1302 1927"> <p>Communication is powerful, and sometimes words can affect us in ways that we might not imagine. Think back to a time when someone said something hurtful or insightful to you. How did it make you feel? Did you feel empowered to prove that person wrong or right? Even in a classroom, peers can say things that might make you reconsider how to feel about yourself.</p> </div>

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<div data-bbox="94 241 126 289">2</div> <div data-bbox="94 384 126 499">Jan 16 to 21</div>	<div data-bbox="164 170 1511 262"> <p>&lt;01.21.23- questions to answer&gt; <span style="float: right;">page 3 of 4</span>  <b>Question_1:</b> Uncertainty reduction theory states cognitive uncertainty occurs in active, passive, and interactive strategies &lt;p2.1.4, paragraph 2&gt;. Explain how you have used each.</p> </div> <div data-bbox="164 296 1511 388"> <p><b>Question_2:</b> what is the number one previously held belief that could be considered a bias that you have had, or still possess? Did this aspect of your person come from your upbringing/family or develop from current or former peers</p> </div> <div data-bbox="164 394 345 447">  </div> <div data-bbox="164 468 1511 552"> <p>already compare ourselves to others. When there is an exam, students want to know how other people performed on the exam to see if they are different or similar. By comparing ourselves to others, we might be able to discern if we are better or worse than others, which can, in turn, influence our self-esteem.</p> </div> <div data-bbox="164 567 1511 682"> <p>We will build and maintain relationships with others who have similar self-concepts to us, or we perceive them to have a similar self-concept about ourselves. Your closest friends are usually people that are similar to you in some way. These relationships most likely occurred because you were willing to disclose information about yourself to see if you were similar or compatible with the other person.</p> </div> <div data-bbox="164 705 518 737"> <h3>Uncertainty Reduction Theory</h3> </div> <div data-bbox="164 747 1511 982"> <p>As humans habitually form relationships, theorists Charles Berger and Richard Calabrese<sup>9</sup> sought to understand how humans begin relationships. Their research focused on the initiation of relationships, and it was observed that humans, in first meetings, attempt to reduce uncertainty. Thus, the <b>Uncertainty Reduction theory</b> emerged. This theory addressed cognitive uncertainty (uncertainty associated with the beliefs and attitudes of another) and behavioral uncertainty (uncertainty regarding how another person might behave). Three strategies are used to reduce uncertainty, including passive, active, and interactive strategies. Passive strategies avoid disrupting the other individual and can be accomplished through observation. Active strategies involve asking a friend for information or observing social networking such as Facebook, Twitter, and Instagram. Finally, interactive strategies involve direct contact with the other individual.</p> </div> <div data-bbox="164 995 1511 1318"> <p>Charles Berger and Richard Calabrese (1975) believed that when we meet new people, we are fraught with uncertainty about the new relationship and will seek to reduce this uncertainty and its resulting anxiety.<sup>10</sup> They found that the best and most common way of reducing this uncertainty is through self-disclosure. As such, self-disclosure needs to be reciprocal to successfully reduce uncertainty. Upon new introductions, we tend to consider three things: (1) The person's ability to reward or punish us, (2) the degree to which they meet or violate our social expectations, and (3) whether we expect to reencounter them. Most of these considerations are made instantly and often through expectancy biases. Research revealed that we tend to make snap decisions about people upon meeting them based on previously held beliefs and experiences and that these decisions are extremely difficult to overcome or change.<sup>11</sup> When we meet other people, there is a ton of information for us to go through very quickly, so just as in other situations, we draw on our previous understandings and experiences to make assumptions about this new person. The process of self-disclosure allows us to gain more data to create a more accurate understanding of other individuals, which gives us better insight into their future actions and reduces our uncertainty of them.</p> </div> <div data-bbox="164 1331 1511 1476"> <p>These ideas can be seen very clearly in the digital age as they relate to Chang, Fang, and Huang's (2015) research on consumer reviews online and their effect on potential purchasers.<sup>12</sup> They found that similarities in a reviewer's diction to the shoppers' language, and the confirmation of the shoppers' prior beliefs, created more credibility. We are more comfortable with things and people that are like us, and that we understand and can predict. How does this translate to more personal forms of computer-mediated communication (CMC) such as email?</p> </div> <div data-bbox="164 1488 1511 1635"> <p>In another study, researchers sought to find out what factors influence our understanding of such messages.<sup>13</sup> They found that the individual personality of the receiver was the biggest factor in the way the messages were interpreted. Again we see that we as humans interpret data in as much as we are familiar with that data. We will consistently make assumptions based on what we would do or have experienced previously. The lack of nonverbal information in CMC adds to this. We have very little more than text to use in the formation of our opinions and seek to eliminate the uncertainty.</p> </div> <div data-bbox="164 1648 1511 1913"> <p>We need to go back then to the solution that Berger and Calabrese found for the reduction of uncertainty, self-disclosure. Many new relationships today, particularly in the dating world, begin online. To be successful in these initial encounters, the key would seem to be to engage in as much self-disclosure as possible on the front end to help others reduce anxiety based on uncertainty. More research in this area would support that an increase in self-disclosure results in an increase in positive reactions from similar users in a social network. The implied problem of all of this is that there is little to no way to verify the information disclosed by users. So a new kind of uncertainty reduction theory seems necessary. How can we alter our previous notions of human behavior to reflect a culture in which deception is presumably so much easier? Is the answer to live in a world of uncertainty and its resulting anxiety? To what degree must we assume the best of others and engage in potentially risky relationships to maintain a functional society? Who can we trust, and how can we know?</p> </div> <div data-bbox="164 1921 776 1955"> <p>Page 3 of 4, 2.write.reflect.maslow</p> </div>



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<div data-bbox="89 241 121 294">2</div> <div data-bbox="89 388 121 504">Jan 16 to 21</div>	<div data-bbox="162 168 1510 388"><p>&lt;01.21.23- questions to answer&gt; page 4 of 4</p><p>Question_1: <a href="#">Uncertainty reduction theory states cognitive uncertainty occurs in active, passive, and interactive strategies &lt;p2.1.4, paragraph 2&gt;.</a> Explain how you have used each.</p><p>Question_2: <a href="#">what is the number one previously held belief that could be considered a bias that you have had, or still possess? Did this aspect of your person come from your upbringing/family or develop from current or former peers</a></p></div> <div data-bbox="162 493 381 556"></div> <div data-bbox="203 577 1421 976"><div data-bbox="203 577 414 619"> Key Takeaways</div><ul data-bbox="227 630 1404 756" style="list-style-type: none"><li>• Maslow's Hierarchy of Needs impacts the content of communication as well as the purpose.</li><li>• The feedback we receive from others provides insight into who we are as individuals.</li><li>• A major theory in building relationships is Uncertainty Reduction Theory, which explains how we put ourselves at ease with others.</li></ul><div data-bbox="203 787 349 829"> Exercises</div><ul data-bbox="227 840 1404 955" style="list-style-type: none"><li>• Write down a list of questions you asked when you first met your college roommate or a new friend? Review these questions and write down why these questions are useful to you.</li><li>• Recall a situation in which you were recently carrying on a conversation with another person. Write down the details of the conversation. Now, relate the parts of the conversation to Maslow's Hierarchy of Needs.</li></ul></div> <div data-bbox="203 997 1421 1092"><p>This page titled <a href="#">2.1: Purposes of Interpersonal Communication</a> is shared under a <a href="#">CC BY-NC-SA 4.0</a> license and was authored, remixed, and/or curated by <a href="#">Jason S. Wrench, Narissra M. Punyanunt-Carter &amp; Katherine S. Thweatt (OpenSUNY)</a> via <a href="#">source content</a> that was edited to the style and standards of the LibreTexts platform; a detailed edit history is available upon request.</p></div> <div data-bbox="154 1249 771 1285"><p>Page 4 of 4, 2.write.reflect.maslow</p></div>