**Lecture 2**  
**Introduction to the theory of relations**

**Types of interpersonal relationships**

**Information communication theory**

* considers accompanying and serving acts of social communication, information processes in their specific content and form. Its representatives are studying communication processes through information, exchange of information, the information environment and focus their attention primarily on the content of the problems of quantity and information circulation patterns in social systems.

**The semiotic theory of communication**

* explores meaningful forms, means of expression of meaning. How is it that some form of something can be denoted for someone, and this meaning can influence the opinions and actions of people? The question of meaning - the main and the most paradoxical question of semiotic theory of communication. The need for a specific science of signs formulated by Ferdinand de Saussure (1857-1913). He offered to call it semiology. The science of signs was initiated by the American philosopher Charles Morris (1901-1979). In 1938 he published the book "Fundamentals of the theory of signs." In the development of new science-semiotics - Charles Morris basically relied on the work of the American philosopher Charles S. Peirce (1839-1914).

**Types of communication**

* Forms and types of communication are extremely diverse  
  There are several classifications of communication:
* On the content:
* Material (Exchange of objects and products of activity)  
  Cognitive (knowledge sharing)
* Conditioned (exchange of physiological and mental states)  
  Motivational (sharing motivations, goals, interests, motives, needs)
* By activity (actions exchange, operations, ability and skills)  
  Directly (by means of natural organs)
* Indirect (use of special equipment and tools for the organization of communication and exchange of information)

2. By the level of interaction between individuals in the communication process:

Personality-oriented (Interpersonal)

* Socially-oriented (inter-group interaction and group identity)
* Subject-oriented communication (in the basis of this communication there is the process of communication, and the individual characteristics of the recipient is not taken into account)

. By means of: direct and indirect communication

4. Interpersonal and mass communication, mass communication  
E. I. Rogov identifies three basic types of communication: an imperative, manipulative and dialogical (E.I. Rogov, 2002)

* Dialogic communication is opposed to the authoritarian and manipulative, as it is based on the equality of partners. Dialogic or humanistic dialogue allows to reach a deeper understanding of self-revelation of the interlocutor. Dialogic communication occurs only when a number of rules are kept in the relationship:
* Psychological mood on the emotional state of the interlocutor and his own psychological state  
  • Complete confidence in the intentions of the partner without evaluation of his personality
* • The perception of the interlocutor as an equal (parity principle)  
  • The direction of communication on common challenges and unresolved issues (problematization principle)  
  • Appeal to the other person on his own behalf (without reference to another's opinion), to express their true feelings and desires (the principle of personification of dialogue)

**Reference:**

. Теория коммуникации. О.Ю.Голуб, С.В.Тихонова учебник Москва. «Дашков и К» 2011

2.<http://www.managementstudyguide.com/interpersonal-relationship.htm>