



UNC
GREENSBORO

The University Speaking Center

Skills and Strategies for Developing Interpersonal Relationships

Skills and Strategies used Primarily during the Initiation Stage

- Observe and act on approachability cues
- Identify and use conversation starters
- Follow initiation norms
- Ask questions
- Don't expect too much from the initial interaction

Skills and Strategies used in Both Initiating and Escalating Relationships

- Communicate attraction
- Be open and self-disclose appropriately
- Gather information to reduce uncertainty
- Monitor your perceptions
- Listen actively and respond conformingly
- Socially dissenter and adopt another-oriented perspective

Skills and Strategies Specific to Escalating and Maintaining Relationships

- Express emotions
- Engage in relationship talk
- Be tolerant and show restraint
- Manage conflict cooperatively
- Seek compliance

McLean, S. (2005). *The Basics of Interpersonal Communication* (pp. 119-126). Boston: Pearson/A and B.

Beebe, S.A., Beebe, S.J., & Redmond, M.V. (2005). *Interpersonal Communication: Relating to Others*. (4th ed.). NY: Allyn & Bacon

UNCG University Speaking Center, (336) 256-1346

For more resources check out our Website www.uncg.edu/cac