

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

Kenneth Gergen



Social Exchange Theory:

Unveiling the Power of Verbal Artistry: An Psychological Sojourn through **Social Exchange Theory**

In a global inundated with screens and the cacophony of fast conversation, the profound energy and mental resonance of verbal artistry usually fade into obscurity, eclipsed by the regular barrage of noise and distractions. Yet, set within the lyrical pages of **Social Exchange Theory**, a charming perform of literary brilliance that impulses with natural emotions, lies an unforgettable journey waiting to be embarked upon. Composed by a virtuoso wordsmith, that exciting opus instructions visitors on an emotional odyssey, lightly revealing the latent potential and profound impact stuck within the elaborate web of language. Within the heart-wrenching expanse of this evocative evaluation, we shall embark upon an introspective exploration of the book is central subjects, dissect its captivating writing fashion, and immerse ourselves in the indelible effect it leaves upon the depths of readers souls.

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