When You Are More Than A Stranger, But Less Than A Friend
Definitions

• Individuals with limited familiarity and contact

• Individuals may know each other through casual encounters; however, a strong bond, past history, and depth of mutual knowledge between the parties is lacking

• Interactions between individuals is not necessarily voluntary or positive

How do you influence an acquaintance?

Does politeness matter?
Depends on how you think of them


**Communal Relationship**

- Relationships in which members respond to each other’s needs
- Social interactions may become a platform for diagnosing and advancing the state of the relationship

**Exchange Relationship**

- Relationships imbued with tit-for-tat and/or concrete reciprocity expectations
- Careful accounting of giving and taking
Depends on how you think of them

**Prefriends (preunits)**
- These are acquaintances that see potential to move towards friendship
- Closeness is not established but can be imagined
- You want to act as friends but you do not feel as comfortable about gestures between you two
- There is a need for constant reassurance about the state of the relationship

**Nonfriends (nonunits)**
- You share things in common, but you are different people—you don’t feel the need to change
- You define the relationship as casual
- There is not as much at stake in the relationship
- Typically defined as “just someone I know”
- There is a lack of closeness in the relationship
Scenarios

• **In the first scenario**, participants were asked how they would feel if the other person paid for both dinners while they were away from the table.

• **The second scenario** involved the participant in her or his room studying one evening for a midterm the next day. The selected person drops by, concerned about a personal matter and looking for someone to talk with.

• **The fifth scenario** involved phoning the selected person on a Friday evening just before going to meet some people and discovering that the person is sick and is unable to get to the drugstore to pick up a prescription. You are given $2.50 extra for your trouble after being reimbursed for the prescription.
Do Acquaintances Differ?

Intention to repay favor or comfort receiving the favor

Table 1
Means for Study 1 Dependent Measures

<table>
<thead>
<tr>
<th>Measure</th>
<th>Condition</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Unit</td>
</tr>
<tr>
<td>Intentions(^a)</td>
<td>38.2</td>
</tr>
<tr>
<td>Affect(^b)</td>
<td>32.8</td>
</tr>
</tbody>
</table>

\(^a\) Reliable planned contrast of units and preunits versus nonunits. \(^b\) Reliable planned contrast of units versus preunits and nonunits.
Do Acquaintances Differ?
Expectations and feelings toward receiving favor, time to repaying favor, or importance of favor to the relationship

Table 2
Means for Study 2 Dependent Measures

<table>
<thead>
<tr>
<th>Measure</th>
<th>Condition</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Unit</td>
</tr>
<tr>
<td>Behavioral Expectation/Intention</td>
<td>31.4</td>
</tr>
<tr>
<td>Affect</td>
<td>36.7</td>
</tr>
<tr>
<td>Reciprocation importance</td>
<td>13.8</td>
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<tr>
<td>Time until reciprocation</td>
<td>35.3</td>
</tr>
<tr>
<td>(n)</td>
<td>20</td>
</tr>
</tbody>
</table>

\* Reliable planned contrast of units and preunits versus nonunits.  
\* Reliable planned contrast of units versus preunits and nonunits.  
\* Reliable planned contrast of preunits versus units and nonunits.  
\* Reliable post hoc difference between units and preunits.
Do Acquaintances Differ?
Explanatory attributions about favor or significance of favor to relationship

Table 3
A Priori Comparisons of the Percentage Making Attributions for the Dinner and Seeing Implications of the Dinner for the Relationship in Study 3

<table>
<thead>
<tr>
<th>Attributions</th>
<th>Code</th>
<th>Unit</th>
<th>Preunit</th>
<th>Nonunit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Relationship development(^a)</td>
<td>6</td>
<td>41</td>
<td>21</td>
<td></td>
</tr>
<tr>
<td>Interpersonal dispositions(^b)</td>
<td>37</td>
<td>13</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>Implications</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Relationship development(^a)</td>
<td>9</td>
<td>21</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>Explicitly stated ‘None’(^a)</td>
<td>54</td>
<td>28</td>
<td>47</td>
<td></td>
</tr>
</tbody>
</table>

\(^a\) Reliable planned comparison of preunits versus units and nonunits.
\(^b\) Reliable planned comparison of units versus preunits and nonunits.
Nonfriend Acquaintances are ...

• **Least likely to repay** a favor even though experience most discomfort receiving favor.

• **Least likely to expect** the favor or feel comfortable receiving the favor.

• **Perceive the favor as less important to the relationship and take longer to repay** favor than prefriends.

• Even though slightly more likely to attribute favor to “because he likes me” and “to share with me” than prefriends; nonfriends are **decidedly more likely to say the favor has NO relationship significance.**
Conclusions

If your acquaintance is unlikely to expect or repay a favor (i.e., no exchange orientation) AND if he/she does not value favors from you (i.e., no communal orientation), how do you motivate him/her to act?

COMPLIANCE GAINING STRATEGIES