



Institut Manajemen Telkom (<http://www.imtelkom.ac.id>)

ARGUMENTATIVE AND AGGRESSIVE COMMUNICATION: Theory, Research, and Application

Key features:

- Discusses the origin and structure of argumentative and aggressive communication: the book completely describes the development of the argumentativeness and verbal aggressiveness trait constructs. In addition, the measurement of argumentativeness is treated in the most comprehensive way to date
- Explores the function of argumentative and aggressive communication in various contexts: guidelines are provided on how to approach conflict and disagreement across multiple contexts in a constructive fashion. This text synthesizes the large corpus of research in several areas of communication, including family, organizational, intercultural, instructional, and mediated contexts
- Provides conclusions drawn from this literature: Suggestions are given for future research on argumentative and aggressive communication from ten distinguished communication scholars.



Institut Manajemen Telkom

<http://www.imtelkom.ac.id>