

## Figure 13.2 Interpersonal Communication Goals

Type of Goal	Explanation	Example
<b>Self-Presentation Goals</b>	Goals that help us present ourselves to others in a particular fashion and help others see us as we wish to be seen	If you want a new acquaintance or love interest to see you as a caring, compassionate person, you will use words and actions that reveal yourself as caring, trustworthy, honest, and compassionate.
<b>Instrumental Goals</b>	Goals that help us present information in such a way as to get what we want or need from another person, to possibly win approval	If you wanted to borrow your best friend's tablet, you would remind him or her that you are always careful and respect other's property.
<b>Relationship Goals</b>	Goals that help us build meaningful, lasting, and effective relationships with other people	If your friend loaned you her tablet, you might write a thank you note or buy a small gift as a token of your appreciation to show your gratitude.

Take a moment and identify one way that you could use each of the interpersonal communication goals to help you succeed in college and establish strong relationships.

### Self-Presentation Goal

I can use this to \_\_\_\_\_

### Instrumental Goal

I can use this to \_\_\_\_\_

### Relationship Goal

I can use this to \_\_\_\_\_

## THE STORY OF ONE WILD BOY

### Why Is Interpersonal Communication Important?

You do *not* have a choice—if you are in the presence of another human being, you are communicating. Period! Smiling is communication. Reading a newspaper is communication. Turning your back to the wall and hiding your face from everyone is communication. Silence is communication. It is just the law of nature—if you are around one or more people, you are communicating with them. With that said, understanding the impact of your communication is paramount.

Consider this: nothing in your life is more important than effective communication. **Nothing!** Your family is not. Your friends are not. Your career is not. Your religion is not. Your money is not. “*Why?*” you may ask. “*That’s a harsh, drastic statement.*” We make this assertion because without effective communication, you would not have a relationship with your family and friends. You would not have a career or money or even religious beliefs. Communication is that important. In fact, it is so important that communication gives us our identity. That’s right. Without communication and interaction, **we would not even know that we were human beings.**

Take into account the *true story* of the Wild Boy of Aveyron. It may sound like this story was taken from *The National Enquirer*, but it was not. This story has been documented in many