

辽宁省社会科学“八五”规划重点课题

中国人 社会行为分析

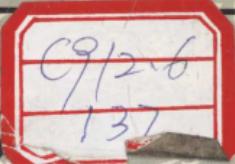
穆怀中 刘志东 著
田学礼 河好宗



辽宁大学出版社

GRSHXWEZGRSHXWEZ

ZGRSHYWA



ISBN 7-5610-3195-5



9 787561 031957 >

ISBN 7-5610-3195-5

C · 58 定价：14.00元

辽宁省社会科学“八五”规划重点课题

中国人社会行为分析

穆怀中 刘志东 田学礼 河好宗 著

辽宁大学出版社

一九九六年·沈阳

(辽)新登字第9号

图书在版编目(CIP)数据

中国人社会行为分析/穆怀中等著. —沈阳:辽宁大学出版社, 1996. 10

ISBN 7-5610-000112

I. 中… II. 穆… III. 社会行为-社会分析-中国 N.D
668

中国版本图书馆 CIP 数据核字 (96) 第 18864 号

中国人社会行为分析
穆怀中等著

辽宁大学出版社出版发行(沈阳市崇山中路 66 号)
沈阳市第一印刷厂印刷

开本: 850×1168 1/32 印张: 9.25 字数: 200 千字
1996 年 6 月第 1 版 1996 年 6 月第 1 次印刷
印数: 1—2000

责任编辑: 刘东杰 封面设计: 邹本忠
责任校对: 刘田

ISBN 7—5610—3195—5

C · 58 定价: 14.00 元

目 录

导论:探寻社会网络中人的行为	(1)
一 现存的行为悖论:令人不解的迷宫	(1)
二 行为悖论的现实:社会行为	(5)
1. 行为	(7)
2. 社会	(10)
3. 社会行为	(12)
三 迷津求解:社会行为方格	(14)

第一篇 社会行为基本类型

第一章 逃不脱的网络:人际关系型	(17)
一 人际关系界定	(17)
二 “人际关系”与“社会人”假说	(19)
三 定格:“人际关系型”社会行为特征	(21)
四 追溯:“人际关系型”社会行为的形成和发展	(23)
五 现实:当代中国人“人际关系型”社会行为调查分析	(27)
1. 人际关系对人们究竟有多大影响	(27)
2. 人们是否喜欢与他人交往	(28)
3. 人们是否喜欢与他人深交	(30)
4. 人们是否相信友谊	(31)
5. 人们对自己交往行为的心理感受	(32)
六 理论:当代人际关系论	(34)
1. 马克思的社会交往理论	(35)

2. 马斯洛的交往需要论	(40)
3. 米德的象征性符号互动理论	(45)
4. 戈夫曼的戏剧性交往理论	(50)
5. 霍曼斯的交换理论	(54)
6. 人际关系认知平衡理论	(61)
第二章 人与超人的结合:权势型	(69)
一 权势的真谛	(69)
二 定格:“权势型”社会行为特征	(71)
三 追溯:“权势型”社会行为的形成和发展	(73)
四 现实:当代中国人“权势型”社会行为调查分析	(76)
1. 人们对权力的重视程度	(76)
2. 人们对权力的挑战	(78)
五 理论:马克斯·韦伯的“权威类型”论	(79)
1. 传统权威	(80)
2. 感召权威	(81)
3. 合法权威	(82)
第三章 你、我、他的轨迹:规范型	(84)
一 看不见的“轨”:社会规范	(84)
二 定格:“规范型”社会行为特征	(87)
三 追溯:“规范型”社会行为的形成和发展	(88)
四 现实:当代中国人“规范型”社会行为调查分析	(90)
1. 风俗对人们的制约程度	(91)
2. 道德对人们的制约程度	(92)
3. 人们对法律的重视程度	(93)
五 理论:“规范压力”论	(94)
1. “规范压力”与“社会整合”	(94)

· 2. 规范发展的理性化趋势	.....	(96)
六 模式：“规范潜在收效曲线”	.....	(98)
第四章 在其外又在其中：责任型	.....	(102)
一 何为责任	.....	(102)
二 定格：“责任型”社会行为特征	.....	(104)
三 追溯：“责任型”社会行为的形成和发展	.....	(106)
四 现实：当代中国人“责任型”社会行为调查分析	.....	(108)
1. 人们对自己的责任是否清楚	.....	(108)
2. 人们是否经常考虑自己的责任	.....	(110)
3. 责任对人们的行为有多大影响	.....	(111)
五 理论：“责任控制”论	.....	(112)
1. 责任的控制过程	.....	(112)
2. 责任的社会控制作用	.....	(114)
第五章 自我与非我的动力：利益型	.....	(118)
一 利益概念界定	.....	(118)
二 定格：“利益型”社会行为特征	.....	(120)
三 追溯：“利益型”社会行为的形成和发展	.....	(123)
四 现实：当代中国人“利益型”社会行为调查分析	.....	(125)
1. 当行为后果损害了自己利益时人们怎么办	.....	(125)
2. 当同自己的知心朋友在利益上发生冲突时人们 怎么办	.....	(127)
3. 当利益得到不断满足时人们是否越干越有劲	.....	(128)
五 理论：“利益驱动”论与“利益中弃”论	.....	(129)
1.“利益驱动”论	.....	(129)
2.“利益中介”论	.....	(134)
第六章 事业与成就的撞击：事功型	.....	(140)

一	事功的含义	(140)
二	定格：“事功型”社会行为特征	(142)
三	追溯：“事功型”社会行为的演化	(144)
四	现实：当代中国人“事功型”社会行为调查分析	(146)
1.	人们是否有干一番事业的动机	(147)
2.	不同年龄段人的成名成家动机	(148)
3.	人们觉得每天工作、学习、劳动有干头吗	(149)
4.	人们完成任务的情况怎样	(150)
五	理论：“成就动机”论	(151)
六	模式：“成功生命曲线”	(155)

第二篇 社会行为平面综合模型

第七章	社会关系中的强我：“人际关系——权势”型	(161)
一	综合方格：25种形式	(161)
二	四种人格与转换：合群/孤独/服从/支配	(166)
三	两种社会功能：整合/管理	(172)
四	现实坐标：当代中国人的社会行为调查分析	(175)
第八章	双面包围的人：“权势——责任”型	(178)
一	综合方格：25种形式	(178)
二	四种人格与转换：支配/服从/游闲/认真	(181)
三	两种社会功能：管理/绩效	(187)
四	现实坐标：当代中国人的社会行为调查分析	(190)
第九章	内外平衡的人：“责任——规范”型	(193)
一	综合方格：25种形式	(193)
二	四种人格与转换：认真/游闲/守规矩/放纵	(196)
三	两种社会功能：绩效/安定	(198)

四	现实坐标:当代中国人的社会行为调查分析	.....	(201)
第十章	左右逢源的人:“规范——人际关系”型	.....	(204)
一	综合方格:25种形式	.....	(204)
二	四种人格与转换:守规矩/放纵/合群/孤独	.....	(207)
三	两种社会功能:安定/整合	.....	(209)
四	现实坐标:当代中国人的社会行为调查分析	.....	(213)

第三篇 社会行为立体综合模型

第十一章	三位一体的人:“权势——利益——责任”型	.....	(218)
一	综合方格模型:125种形式	.....	(219)
二	现存的与合理的:社会行为模型中的“正四棱锥”与“倒四棱锥”	.....	(224)
三	合理的与现实的:社会行为模型中的“合理平行四边形”与“非合理平行四边形”	.....	(228)
第十二章	多面人:“人际关系——利益——规范”型	.....	(234)
一	综合方格模型:125种形式	.....	(235)
二	人的内外“二律背反”:社会行为模型中的“评价曲线”与“行动曲线”	.....	(240)
三	两难境地:利益与友谊之间的选择	.....	(243)
主要参考书目		.....	(247)
附:论中国现代几件大事的思想行为与决策行为		.....	(249)

Contents

Introduction: An Exploration to Human Behaviour

Related to Social Network (1)

Part I The Basic Types of Social Characters

Chapter I The Unavoidable Network: Human Relations	(17)
Section I A Definition of Human Relations	(17)
Section II A Hypothesis on "Human Relations" and "Socialized Man"	(19)
Section III Style: The Social Features of "Human Relations"	(21)
Section IV Reminiscence: The Formation and Development of "Human Relations"	(23)
Section V The Reality: An Investigation and Analysis to Modern China's "Human Relations" ...	(27)
1. Human Relations' Effect to A People	(27)
2. Whether A People Likes to Contact with the Other People	(28)
3. Whether A People Likes to Have Deep Contact With the Other People	(30)
4. Whether A People Believes in Friendship	(31)
5. The Sychological Feeling of A People to His Behaviour for Communicating with the Other People	(32)

Section VI	Theory:On Modern Human Relations	(34)
1.	Marx's Views on Social Communication	(35)
2.	Marslow's Views on Necessity of Communication	(40)
3.	Mead's Views on Symbolic Interactionism	(45)
4.	Goffman's Views on Dramatic Way of Communication	(50)
5.	Hallman's Views on Exchanges	(54)
6.	Recognition to Human Relations and the Balanced Human Relations	(61)
Chapter II	The Combination Between A Common Man and A Superman:Authority and Power	(69)
Section I	A Truth on Authority and Power	(69)
Section II	Style:The Social Features of "Authority and Power"	(71)
Section III	Reminiscence:The Formation and Development of "Authority and Power" ...	(73)
Section IV	The Reality:An Investigation and Analysis to the Modern Chinese Social chavacter of "Authority and Power"	(76)
1.	How An Authority Is Valued	(76)
2.	The Challenges to An Authority	(78)
Section V	Theory: Max Weber's Views on "Authority and Power".	(79)
Chapter III	The Orbits for "You,Me and Him" ;Norms ...	(84)
Section I	An Invisible "Orbit":Social Norms	(84)
Section II	Style:The Social Features of "The Norm Patterned"	(87)

Section II	Reminiscence: The Formation and Development of the Social Behaviour for "the Norm Patterned"	(88)
Section IV	The Reality: An Investigation and Analysis to Modern China's Social Behaviours of "the Norm Patterned"	(90)
1.	How A Man Is Conditioned by Customs	(91)
2.	How A Man Is Conditioned by Moralities	(92)
3.	How Laws are Valued	(93)
Section V	Theory: The Pressure from Norms	(94)
Section VI	Model: the Curve for the Potential Results from Norms	(98)
Chapter IV	Being In and Out at the Same Time :The Duty Patterned	(102)
Section I	What Is A Duty?	(102)
Section II	Style: The Features of Social Behaviour of "the Duty Patterned"	(104)
Section III	Reminiscence: The Formation and Development of the Social chavacter of "the Duty Patterned"	(106)
Section IV	The Reality: An Investigation and Analysis to Modern China's Social Behaviour of "the Duty Patterned"	(108)
1.	Whether A People Is Clear About His Duty ...	(108)
2.	Whether A People Often Thinks About His Duty	(110)
3.	How A People Effectd by Duty	(111)
Section V	Theory:Duty and Control	(112)

Chapter V	The Power of Ego and Nouego: The Interest Patterned	(118)
Section I	A Definition to Interest	(118)
Section II	style: The Features of the Social Behaviour of “The Interest Patterned”	(120)
Section III	Reminiscence: The Formation and Development of the Social Behaviour of “The Interest Patterned”	(123)
Section IV	The Reality: An Investigation and Analysis to Modern China’s Social Behaviour of “the Interest Patterned”	(125)
1.	After the Results of An Action Harms Ones Own Interests what shall be done	(125)
2.	When There Happens the Interest Contradiction Between A Man and His Intimate Friend what shall be done	(127)
3.	When A Man Is Continuously satisfied with Getting Interests, whether He works Harder and Harder	(128)
Section V	A Theory on “Interest As Drive” and “Interest As Intermediary”	(129)
1.	On “Interest As Drive”	(129)
2.	On “Interest As Intermediary”	(134)
Chapter VI	The shock Between Career and Achievements: “The Career and Achievement (CA) Oriented”	(140)
Section I	The Meaning of Career and Achievements (CA)	(140)

Section I	Style: The Features of the Social Behaviour of “The CA Oriented”	(142)
Section II	Reminiscence; The Transformation of the Social Behaviour of “The CA Oriented” ...	(144)
Section IV	The Reality: An Investigation and Analysis to Modern China’s Social Behaviour of “The CA Oriented”	(146)
1.	Whether A People Has A Motive of Doing A Great Business	(147)
2.	The Motives of Being Famous and Becoming An Expert for the Different Aged	(148)
3.	Is It More Hopeful to Work and Study?	(149)
4.	The Fulfilment of Tasks	(150)
Section V	Theory: On “Achievement As Motive” ...	(151)
Section VI	Model: “The Curve for A Successful Life”	(155)

Part I: A Comprehensive Mode for Social Behaviour

Chapter VII	A Strong Ego in the Social Relations; The “Human Relations and Authority” Oriented	(161)
Section I	A Comprehensive Style; Twenty-five Patterns	(161)
Section I	The Four Types of Personality: Gregariousness/ Isolatedness/Obedience/Dominance	(166)
Section II	The Two Kinds of Social Function: Conformity/Administration	(172)

Section N	The Reality: An Investigation and Analysis to Modern Chinese Social Behaviour	(175)
Chapter VII	The Double Oriented Man: The "Authority and "Duty" Oriented	(178)
Section I	A Comprehensive Style: Twenty-five Types	(178)
Section II	The Four Types of Personality and Their Transformation: Dominance /Obedience/ Loafedness/Enthusiasm	(181)
Section III	The Two Kinds of Social Function: Administration/Effective Achievement ...	(187)
Section IV	The Reality: An Investigation and Analysis to the Modern Chinese Social Behaviour	(190)
Chapter VIII	An Inside and Outside Balanced Man: The "Duty and Norm" Oriented	(193)
Section I	A Comprehensive Style: Twenty-five Types	(193)
Section II	The Four Types of Personality and Their Transformation: Enthusiasm/Loafedness/ Normalizedness/Undisciplinedness	(196)
Section III	The Two kinds of Social Function: Effect/ Order	(198)
Section IV	The Reality: An Investigation and Analysis to the Modern Chinese Social Behaviour	(201)
Chapter X	A Popularization Surrounded Man: The "Norm and Human Relations" Oriented	(204)

Section I	A Comprehensive Style, Twenty-five Types	
		(204)
Section II	The Four Types of Reasonality and Their Transformation; Normalizedness/Undisciplinedness/Gregariousness/Isolatedness	(207)
Section III	The Two Kinds of Social Function Safety/Conformity	(209)
Section IV	The Reality: An Investigation and Analysis to the Modern Chinese Social Behaviour	(213)

Part III A Cubic Comprehensive Mode for Social Behaviour

Chapter XI	Tri—Pattern Embodied Man: The “Authority—Interest—Duty” Oriented	(218)
Section I	A Comprehensive Style, 125 Types	(219)
Section II	The Existed and The Reasonallized: “The Straight Quagripyramid” and “The Inverted Quagripyramid” of the Social Behaviour Modes	(224)
Section III	The Reasonallized and The Reality: “The reasonable Parallelogram” and “The Unreasonable Parallelogram” of the Social Behaviour Modes	(228)
Chapter XII	Multi—Pattern Embodied Man: The “Human Relations—Interest—Norm” Oriented	(234)
Section I	A Comprehensive Style, 125 Types	(235)

Section I	"Two laws Betray to Each Other" for A Man of His Inside and His Outside: "The Evaluation Curve" and "The Action Curve" of the Social Behaviour Modes	(240)
Section II	The Dilemma: Choice Between Interest and Friendship	(243)
A List of the Main Reference Books		(247)
APPENDIX: ON IDEOLOGICAL AND DECISION —MAKING ACTION OF SEVERAL MODERN EVENTS OCCURED IN CHINA		(249)