

Abstract

The current study proposed a model on explaining Chinese interpersonal behaviors, based on the past research evidence and the guanxi conceptualization by Yang (1999). The model consists of guanxi-oriented and person-oriented paths. In the guanxi-oriented path, Chinese will determine interpersonal behaviors by using guanxi. The effect of guanxi is originated from obligations, which are further conceptualized into hierarchical superiority/inferiority and assumed affection. Another path is the person-oriented path, by which people will take real affection, affected by instrumentality, into account when relating to other people. The proposed model was validated empirically in this study by asking 447 Hong Kong university students to complete an online questionnaire. For empirical validation, the scales for assessing real affection, assumed affection and instrumentality in a relationship were developed and proved in terms of reliability and validity. Results showed that the two routes of the proposed model existed by path analysis, with several adjustments made. Apart from the model validation, the current study also stimulated a dynamic mechanism for explaining how the interactions among assumed affection, real affection and instrumentality during the relationship development.

摘要

於本研究中，筆者從以往有關中國人際關係研究成果，嘗試建立一解構中國人際行為模型。該模型倡議中國人際行為依照兩進路形成，分別為關係進路〔**Guanxi-oriented path**〕及個人進路〔**Person-oriented path**〕。關係進路旨於反映中國人際行為被社會常模及關係名目影響的一面。「關係」影響被理解為一系列由社會常模決定依附於「關係」本身的義務行為〔**Obligations**〕。義務行為進一步被構念化為等級優次〔**Hierarchical Superiority/Inferiority**〕及預設親密度〔**Assumed Affection**〕兩概念。若個人進路被用作決定人際行為的參考指標，則兩人之間的親密度〔**Real Affection**〕將被評估以決定人際行為。親密度則被兩人間的工具程度〔**Instrumentality**〕影響。筆者嘗試運用實徵法以檢驗以上模型。本研究邀請 447 名香港大學生完成問卷。為測量關係內容，量度預設親密度、親密度及工具程度的量表被建立及檢驗。透過因徑分析〔**Path Analysis**〕，結果顯示本模型所倡議的兩條進路確實存在。除檢驗以上模型其效度外，本研究的實徵結果進一步觸發筆者於理論層面倡議一套於中國人際關係發展中，預設親密度、親密度及工具程度之間的互動機制。

Self-constructed questionnaire

Scales for assumed affection

Assumed affection:

現在，請根據社會一般人的看法〔並非你與「XX〔關係〕」交往經驗〕回答以下問題：

請注意：社會一般人並不了解你們的交情及交往經驗，只知道他/她是你的「XX〔關係〕」。

Now, please answer the following questions according to **the understanding of ordinary people** (not your interaction experience with this person with XX (guanxi)):

Please be reminded that the ordinary people they don't realize your relationships and interaction experience, but only know s/he is your XX (guanxi).

| | Item's description | |
|------|--------------------------------------|--|
| Item | Chinese | English |
| 10 | 社會一般人認為，他/她應與你有福同享、有禍同當 | They think s/he should be willing to form a commonwealth with you |
| 11 | 社會一般人認為，他/她應將心中的秘密與你傾訴 | They think s/he should share his/her own secret with you |
| 12 | 社會一般人認為，他/她應對你的個性、興趣及生活習慣非常了解 | They think s/he should understand very well about your personality, hobbies, living habits |
| 13 | 社會一般人認為，當他/她在生活中遇到如意或不如意時，應尋求你的開解及支持 | They think s/he should seek for your condolence and support when in bad encountering |
| 14 | 社會一般人認為，你們的關係應該相當親密的 | They think the relationships two of you should be pretty intimate |
| 24 | 社會一般人認為，你應與他/她有福同享、有禍同當 | They think you should be willing to form a commonwealth with him/her |
| 25 | 社會一般人認為，你應將自己心中的秘密與他/她傾訴 | They think you should share his/her own secret with him/her |
| 26 | 社會一般人認為，你應對他/她的個性、興趣以及生活習慣非常了解 | They think you should understand very well about his/her personality, hobbies, living habits |
| 27 | 社會一般人認為，當生活中遇到如意或不如意時，你應尋求他/她的開解及支持 | They think you should seek for his/her condolence and support when in bad encountering |
| 28 | 社會一般人認為，你們的關係應該相當親密的 | They think the relationships two of you should be pretty intimate |

Scales for real affection

Real affection:

請你根據與「XX〔關係〕」親身交往的經驗回答以下題目：

Please answered the following questions according to the **personal interaction experience** with this XX (guanxi):

| Item's description | | |
|---------------------------|--------------------------------|--|
| Item | Chinese | English |
| 1 | 你願意與他/她有福同享、有禍同當 | You are willing to form a commonwealth with him/her |
| 2 | 你願意將自己心中的秘密與他/她傾訴 | You are willing share your own secret with him/her |
| 3 | 你對他/她的個性、興趣以及生活習慣非常了解 | You understand very well about his/her personality, hobbies, living habits |
| 4 | 當生活中遇到如意或不如意時，你總是會尋求他/她的開解及支持 | You will seek for your condolence and support when in bad encountering |
| 15 | 他/她願意與你有福同享、有禍同當 | S//he is willing to form a commonwealth with you |
| 16 | 他/她願意將他/她心中的秘密與你傾訴 | S/he is willing share your own secret with you |
| 17 | 他/她對你的個性、興趣及生活習慣非常了解 | S/he understands very well about your personality, hobbies, living habits |
| 18 | 當他/她在生活中遇到如意或不如意時，總是會尋求你的開解及支持 | S/he will seek for your condolence and support when in bad encountering |

Scales for Instrumentality

Instrumentality :

請你根據與「XX〔關係〕」親身交往的經驗回答以下題目：

Please answered the following questions according to the **personal interaction experience** with this XX (guanxi):

| Item's description | | |
|---------------------------|---|--|
| Item | Chinese | English |
| 6 | 在過去的交往中，他/她對你所作的行爲〔如對你的態度、人際行爲〕都符合你對他/她的期望 | According to the past interactions, his/her behaviors (e.g. attitude toward you and how to treat you)met your expectations |
| 7 | 你覺得在過去交往中，他/她都盡了你們關係所應有的要求〔即符合該關係在社會一般禮儀上的要求，或是否依禮〕 | According to the past interactions, s/he fulfilled the requirements of your guanxi (i.e. in line with the courtesy required by that guanxi) |
| 8 | 你對過往你們的交往感到非常滿意 | You are very satisfied with the past interactions with him/her |
| 9 | 根據過去你們的交往，你覺得繼續與他/她交往對你有利 | According to the past interactions, you think continuing to interact with him/her is beneficial to you |
| 20 | 在過去的交往中，你對他/她所作的行爲〔如對他/她的態度、人際行爲〕都符合他/她對你的期望 | According to the past interactions, your behaviors (e.g. attitude toward him/her and how to treat you) met your expectations |
| 21 | 在過去相處中，他/她覺得你盡了你們關係所應有的要求〔即符合該關係在社會一般禮儀上的要求，或是否依禮〕 | According to the past interactions, you think you fulfilled the requirements of your guanxi (i.e. in line with the courtesy required by that guanxi) |
| 22 | 他/她對過往你們的交往感到非常滿意 | S/he is very satisfied with the past interactions with you |
| 23 | 根據過去你們的交往，你覺得繼續與他/她交往對你有利 | According to the past interactions, you think continuing to interact with him/her is beneficial to him/her |

Scales for hierarchical superiority/inferiority

你認為在一般人眼中，你與你的「**XX**〔關係〕」的等級差異是多少？等級差異是指你與此關係的人之間的輩份，職級從屬或尊卑差異。請在以下量表中標出你認為的等級差異。+1 至+4 代表你的等級比該關係的人高，+4 代表非常高，即此關係的人必須尊重你。 -1 至-4 代表你的等級比該關係的人低，-4 代表非常低，即你必須尊重此關係的人。0 代表你與此關係的人沒有等級差異。



Scales for obligation demanding level

Participant's perspective:

現在，請你根據社會一般人士的看法，評估你應向「XX〔關係〕」盡何種義務責任。請在以下列出的各種義務類別上「✓」出合適的〔你可以「✓」多項選擇〕：

社會一般人士認為，你應向「XX〔關係〕」盡的義務行為應該包括：

- 緊急時候提供援手〔當對方有危難，不能見死不救〕
- 禮尚往來〔參與維繫關係的社交活動，如贈送禮物、給別人人情等〕
- 不斤斤計較〔不與對方計算得太明確，因而雙方可以借此情而有進一交往〕
- 合作互惠〔與對方齊心一起努力爭取雙方共同的利益〕
- 互助〔相互在對方需要時給予所需的幫助〕
- 主動關心及助人〔主動給予對方之所需物質及精神援助，不求或寄望對方的回報，但不會犧牲自己的利益〕
- 犧牲自我來助人〔主動幫助對方，不計較自己得失，不求或寄望對方的回報，甚至可以犧牲自己的利益〕

Counterpart's perspective:

現在，請你根據社會一般人士的看法，評估「這位志同道合的朋友」應向你盡何種義務責任。請在以下列出的各種義務類別上「✓」出合適的〔你可以「✓」多項選擇〕：

社會一般人士認為，「這位志同道合的朋友」應向你盡的義務行為應該包括：

- 緊急時候提供援手〔當對方有危難，不能見死不救〕
- 禮尚往來〔參與維繫關係的社交活動，如贈送禮物、給別人人情等〕
- 不斤斤計較〔不與對方計算得太明確，因而雙方可以借此情而有進一交往〕
- 合作互惠〔與對方齊心一起努力爭取雙方共同的利益〕
- 互助〔相互在對方需要時給予所需的幫助〕
- 主動關心及助人〔主動給予對方之所需物質及精神援助，不求或寄望對方的回報，但不會犧牲自己的利益〕
- 犧牲自我來助人〔主動幫助對方，不計較自己得失，不求或寄望對方的回報，甚至可以犧牲自己的利益〕