Exchange Orientation Scale: An individual difference measure of tendencies to both provide and seek responsiveness/support on a contingent, tit-for-tat basis.

**ORIGINAL SOURCE & EVIDENCE FOR ITS VALIDITY CAN BE FOUND IN**:

Mills, J., & Clark, M.S. (1994). Communal and exchange relationships: New research

And old controversies. In R. Gilmour & R. Erber (Eds.) *Theoretical Approaches to Personal Relationship*s, pp 29-42, Hillsdale, N.J.: Erlbaum.

**THE SCALE AND ADDITIONAL EVIDENCE RELEVANT TO THE VALIDITY OF THIS SCALE CAN BE FOUND IN**:

Clark, M.S. & Mills, J.R. (2012). A theory of communal (and exchange) relationships.

In P.A.M. Van Lange, A. W. Kruglanski & E. Tory Higgins (Eds.) *Theories of Social Psychology, Volume 2,* pp 232-250.

**SCALE:**

1. When I give something to another person, I generally expect something in return.

2. When someone buys me a gift, I try to buy that person as comparable a gift as possible.

3. I don’t think people should feel obligated to repay others for favors.\*

4. I wouldn’t feel exploited if someone failed to repay me for a favor.\*

5. I don’t bother to keep track of benefits I have given others.\*

6. When people receive benefits from others, they ought to repay those others right away.

7. It’s best to make sure things are always kept ‘even’ between two people in a relationship.

8. I usually give gifts only to people who have given me gifts in the past.

9. When someone I know helps me out on a project, I don’t feel I have to pay them back.\*

NOTE:Respondents rate each item for each scale on a five-point scale from ‘extremely uncharacteristic of them (1) to ‘extremely characteristic of them (5). Scores for items followed by an asterisk are reversed prior to calculating a sum indicating the respondent’s communal or the respondent’s exchange score.

This scale was designed to be conceptually independent of the Communal Orientation Scale (also included on this site). Empirically they typically are uncorrelated or very slightly negatively correlated.