摘　　要

　　由於大陸與台灣雙方政府均強調避免官方接觸，而採用透過民間單位對談互動的模式，產生了所謂的「代理人結構」，而兩岸文教交流事務當中政府與非營利組織間的互動關係也類似此一結構。而不同理論在解釋此結構的結果時常有不同的看法，包括「合作模式」(cooperation)、「吸納模式」(co-optation)、「互補模式」(complementarity)，「衝突模式」(confrontation)等。

　　正因為這些多元的選擇行為模式，筆者一直深受下面問題所困擾：「從實然面的角度來說，非營利組織與政府在互動的時候，在什麼情況下會選擇什麼模式?其原因為何?」，此一問題，便是本研究之問題意識。進一步來說，若能了解非營利組織如何選擇不同模式以及其原因，政府才能據此思考應該採取的因應之道，兩岸文教交流事務才有辦法順利推動。

　　為能解決此一問題，本研究首先建立了一個能夠具有窮盡性及互斥性的分類模式以「描述」現實的各種狀態。之後，本研究以參與觀察找出影響實際互動的變數以及其原因，第三，透過深度訪談得到的資料，驗證本研究建構模式的正確性。

　　經深度訪談證明，本研究所建構之模型，具相當程度的預測能力，可作為後續研究者進行量化研究的參考。

Summary

　　Due to the fact that Chinese and Taiwanese governments both put emphasis on avoiding official contacts while entrusting private organizations with cross-strait dialogues and interactions, a so-called "proxy structure" has been established. Meanwhile, the interactions between Taiwan's government and non-profit organizations in dealing with cross-strait cultural and educational affairs also resemble this structure. However, the results of the "proxy structure," when interpreted based on different theories, are roughly categorized into four modes, including "cooperation," "co-optation," "complementarity" and "confrontation."

Now that there are multiple modes to choose from, I have been perplexed all along by the following question: "From a pragmatic viewpoint, when non-profit organizations interact with Taiwan's government, which mode will be chosen under what circumstances and why?" The core concept of this research lies in this very question. To be more accurate, only when the question how non-profit organizations choose from different modes and why is answered, can Taiwan's government think, act and react accordingly and cross-strait cultural and educational affairs be handled smoothly.

In order to find the answer to this question, first of all, a categorizing model with both exhaustivity and mutual exclusivity and capable of "describing" all kinds of scenarios in the real world was established. Following that, observations were conducted to pinpoint the variables that affect real-life interactions and their causes. Thirdly, information was obtained through in-depth interviews to evaluate the accuracy and applicability of the above-mentioned categorizing model.

In-depth interviews has proven that the categorizing model established in the research has a predicting ability with a considerable degree of accuracy and can act as a reference for future researchers conducting quantitative studies.