

Initial Attraction

- Laws of Attraction
 - proximity: proximal friends costs less time and effort
 - physical attractiveness: believe attractive people offer desirable traits
 - similarity: similar people validate our views
- reward theory of attraction: We like people associated with rewards for us

Proximity

- experiment:
 - 65% of friends mentioned were from same building
 - out of students living on same floor
 - randomly assigned students to seats at their first class meeting; 1 year later ss liked those close to them most
- interaction: more opportunity to discover commonalities and exchange rewards (share similarity)
- anticipation of interaction: expecting to meet or date someone boosts liking
- mere exposure(曝光效应: 指人们对其他人或事物的态度随着接触次数的增加而变得更积极的一种现象。): novel stimuli liked more after repeated exposure (we like what's familiar safe and approachable)
 - four equally attractive women attended varying numbers of lectures in a 200-seat class
 - they sat at the front and did not interact with anyone
 - at the end of term, students were shown a series of women's pictures and asked to rate liking
 - the more class women attended, the better rate the women got

Physical attractiveness

- the more their physical attractiveness, the more likely they want to date them again (1960s)
- infants
 - good-looking baby = moms more affectionate & playful
 - less attractive baby = moms focus on other people/things
- Preschoolers: attractive more popular
- individuals prefer partners that are more physically attractive
- gender differences: men tend to value physical attractiveness more than women
- Speed-dating study
 - ps reported traditional sex differences in mate preferences
 - * men – physical attractiveness
 - * women – earning prospects
 - 1 month follow up: physical attractiveness, earning prospects and personality were equally important for both men and women
- first impressions
- genetic mutations
 - people like symmetrical face
- what is beautiful is good?
 - attractive people judged to be more sensitive, kind, interesting, strong, poised, sociable, outgoing, exciting
 - some truth to the stereotype – self-fulfilling prophecy?
 - * women after cosmetic surgery(整容) rated as kinder, more sensitive, more likeable
 - * teachers perceive attractive child as more intelligent
 - collective culture: high in integrity and concern for others

- individualism culture: more independent, higher in authority and influence for others

Beauty and Matching

- The matching phenomenon
 - * limit by own attractiveness, so tend to end up with a person who has a similar level of attractiveness
 - * mismatch causes pressure in the relationship
 - sense of entitlement in more attractive partner
 - sense of owing in less attractive partner

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Similarity

- birds of a feather (values, beliefs, personality)
 - direction
 - * similarity → liking (mainly)
 - * liking → perceived similarity
 - likeness-lead to liking effect
 - subtle mimicry fosters liking
 - attitude alignment help promote and sustain relationship
- opposite attract
 - we are NOT attracted to those show our worst traits

Good and Bad relationship perception

- idealistic perception leads a long better relationship
 - think the strength is a little bit stronger and the weak is a little bit weaker
 - must be A LITTLE BIT, or it will validate partner's perception

- **positive illusion:** predict greater satisfaction, love, and trust and less conflict, in both dating and marital relationships
 - self-fulfilling effects
 - * e.g. think a little bit funnier about ur partner, laugh more when he makes jokes, he feels himself funnier, create better jokes, then loop
 - partners may be accurate and biased at the same time
 - positive illusions only beneficial if initial levels' negativity are low
 - * at the beginning of relationships, there are conflicts, uncertainties, doubts, then positive illusion will ignore those problems and does not beneficial to cp
- beliefs about the nature of relationships
 - destiny / soulmate
 - * if you really love someone, you should not have to work at it
 - growth/work-it-out
 - * marriage is like a jigsaw puzzle with 5000 pieces
 - coping with relationship stressors
 - * destiny:
 - distancing behaviour
 - no efforts to repair
 - * growth:
 - active coping
 - re-interpret event in a more positive light
 - low denial
 - longevity of relationship
 - * high destiny:
 - short when feel low satisfaction initially
 - long when feel high satisfaction initially
 - * low destiny:

- slightly shorter when feel low satisfaction initially
 - slightly longer when feel high satisfaction initially
- Partner Attributions
 - partner's bad behaviour: external attribution
 - * something about the situation/circumstances
 - partner's good behaviour: internal attribution
 - * this is who he is
 - lead good long relationship if think in that way
- positive relationship perception
 - see your partner in a positive light (rose coloured glasses; positive illusion when levels' negativity is low)
 - hold growth beliefs
 - make external attributions for your partner's negative behaviour, and internal attributions for your partner's positive behaviour

Self-esteem and relationship perception

- LSEs' perception fuel their insecurities
 - negative event – take it personally
 - * oversensitive to rejection
 - positive event – do not take it personally
 - * slow to perceive or embrace signs of acceptance

Self-esteem and relationship Behaviour

- HSE: express love and draw closer after conflict
- LSE: wait for partner to express love and distance themselves after conflict
 - want to avoid mistakes so wait for partners to express love

Consequences for relationship well-being

- LSEs' insecurities are initially unwarranted
- defensive behaviour in response to conflicts undermines relationship well-being
- underestimates relationship well-being and low satisfaction leads more trouble-being

Self-esteem and positive feedback

- LSE's do not believe compliment
- remind them of times their partner showed love for them
 - LSE minimize meaning of partners' positive behaviour
- Alternative
 - subtle care signals (e.g. how was your day?)
 - reframe compliment in a more meaningful and significant way (explain why your partner admired you)
- experiment for LSE and HSE
 - control: describe the compliment
 - concrete: describe the compliment partner gave them in a very detailed way (e.g. what they are wearing)
 - abstract: describe the compliment by using a more meaningful and significant way(why their partner admire them)
 - * more positive movement, more engage in relationship
 - HSE: high in every condition
 - LSE: higher security in abstract and lower security in concrete. move from concrete to abstract give more relationship values

Good relationship behaviours

- pursue novel and exciting activities can increase relationship satisfaction
 - married/dating when pursuing novel and exciting activities, they are increasing relationship satisfaction

- Capitalize (getting positive response plus the caring)
 - sharing positive news to a partner and getting an enthusiastic response
 - * e.g. got A: cool must be easy / nice, what are we doing tonight
 - how partners react to positive events can be even more important for relationship well-being than how partners react to conflict
- Self-disclose and hang out with other couples
 - going double dates
 - when couple with another couple self-disclose in the form of fast activities, it shows greater passionate love
- Do not neglect your other relationships
 - low specialization: go to the same person for everything
 - high specialization: go to certain people for certain things
 - the buffering effect of having a specialization social portfolio
 - * over nine month period, low specialization couples reports a decreasing relationship well-being

bad relationship behaviours

- conflict inevitable in close relationships
- response to conflict key in determining satisfaction
- four horsemen
 - criticism – 批评
 - * of character (vs. complaint of behaviour)
 - contempt – 轻视
 - * communicates disgust
 - defensiveness
 - * make it your partner's problem

- stonewalling
- * turn partner out

Ratio

- happy: 5 compliments, 1 criticism
- unhappy: 1 compliments, 1 criticism

Relationship Dissolution

- 40% of canadian marriages end in divorce
- factors that increase chances of staying together
 - marriage after 20
 - grew up in stable, 2-parent homes
 - dated long time before marriage
 - well and similarly educated
 - have stable income from good job
 - did not cohabit before marriage
 - are religiously committed
 - are of similar age, faith, and education
- individualistic culture more likely to divorce
- people around you know better if you will break-up
- cope with break-up
 - not as poorly as you would expect
 - people overestimate distress they will feel after breakup (affective forecasting error)
 - * more in love
 - * not expecting to begin new relationship soon
 - * did not initiate breakup

Rejection and Ostracism

- Manipulations
 - cyberball
 - nobody wants to work with you
 - personality profile of single forever
- outcomes
 - mood changes
 - self-defeating behaviours
 - aggression
 - brain activity
- self-fulfilling prophecy

Attachment styles and relationship

- secure: 70%
 - comfortable getting close to others
 - trust others
- insecure
 - anxious: 10%
 - * crave intimacy but fear other do not love them
 - * fear abandonment
 - * repeated breakup with the same person
 - avoidant: 20%
 - * uncomfortable with getting close to others
 - * less invested in relationship

Attachment style

- secure: kids cry when mom leaves and happy when mom comes back + continue exploring
- anxious: kids cry when mom leaves and continue to show distress when mom comes back + do not continue exploring
- avoidant: kids do not care when mom leaves and hardly notice mom when she comes back + continue exploring

Romantic attachment

- securely attached people tend to have better relationships than insecurely attached people
 - more satisfied, committed, trusting, intimacy
 - less conflict, jealousy, negative emotion
- Anxiously attached: jealous, clingy(粘人的), difficult during conflict
- avoidantly attached: apathetic(冷漠的), disengage during conflict

Conflict

- anxious individuals (esp. women)
 - displayed more stress, anxiety, anger
 - exhibited more negative behavior
 - derogated(诽谤) partners after
 - more easily to bring up the partners' old false behaviour(e.g. the time forgot birthday, the time late for recital)
- avoidant individualistic (esp. men)
 - were less warm and supportive towards partner

Infidelity

- avoidantly attached people are more likely to cheat on their partners

Attachment styles permanent?

- no, being with a secure partner can make insecure people more secure
 - when there are threats, secure people are responsive and help their insecure partners feel more secure

Attachment over time

- attachment security
 - more commitment, trust, intimacy
 - less conflict, jealousy, negative emotion
- attachment styles can be self-perpetuating, but can
 - differ by relationship
 - change with relationship experiences

Self-disclosure

- self-disclosure: opening up about ourselves without fear of losing the other's affection
 - disclosure reciprocity: amount of self-disclosure matches that of conversation partner
 - friendship study: escalating self disclosure closeness to conversation partner
- critical to the formation of close relationships
- self-disclosure builds closeness and intimacy (foundation of close relationship)
- fast friends procedure is effective because
 - people are self-disclosing at a slow and increasing rate
 - reciprocity norm

Equity – 公平

- outcome proportional to contribution in relationship
- long term relationship less concerned with short term equity

- perceived equity: greater relationship satisfaction
- perceived inequity: marital distress(bi-direction)

How to we measure love

- Passionate love
 - state of intense of longing for another
 - eye-contact study: strong-love couples make more eye contact than weak-love couples
 - arousal
 - * misattribution of arousal – 'wobbly bridge' study
 - * couples who did a three-legged(三人两足) race on hands report higher relationship satisfaction
 - two-factor theory of emotion: arousal x its label
- companionate love
 - affection for those with whom our lives are intertwine – deep affectionate attachment
 - decreasing in testosterone, adrenaline, dopamine
 - increasing in oxytocin (bonding hormone)
- cultural differences
 - asian cultures → less focused on personal feelings and more on practical aspects of social attachment
 - * love marriage: love scores drops after 5 years
 - * arranged marriage: love scores increases after 5 years
 - * lower divorce rates
- decline of the happy marriage
 - couples are less happy now than the marriage couple in the past
 - people perceive happiness increases

- marital happiness decreases overtime

Commitment

- a subjective sense that the relationship must continue
- involves:
 - a strong intention to persist in a relationship
 - having a long-term orientation toward the involvement
 - feeling psychologically attached or tied to a partner
 - the opposite of ambivalence
- Rusbult's investment Model of commitment
 - the more in commitment, the more you stay
 - * satisfaction level: more satisfaction, more commitment, more stay
 - * quality of alternatives: attractions & barriers
 - more attraction & less barriers
 - * investment size: the more you invest, the more you commitment, they more stay

Reading

- need to belong: to connect with others in enduring, close relationships.
- In experiments, people who are left out of a simple game of ball tossing feel deflated and stressed.
- Ostracism(排斥) hurts, and the social pain is keenly felt—more than those who are not ostracized ever know
- whereas ostracism treats a person as though she doesn't exist at all
- children who were ostracized but not bullied felt worse than those who were bullied but not ostracized

- students randomly assigned to be rejected by their peers (versus those who were accepted) became more likely to engage in self-defeating behaviours (such as procrastinating by reading magazines) and less able to regulate their behaviour (such as eating cookies)
- Ostracized people show deficits in brain mechanisms that inhibit unwanted behaviour
- socially rejected people also became
 - more likely to disparage or blast unpleasant noise at someone who had insulted them
 - were less likely to help others
 - more likely to cheat and steal
- ostracized by the other players experienced poorer moods and became more likely to conform to others' wrong judgments on a subsequent perceptual task
- Ostracized people exhibit heightened activity in a brain cortex area that also activates in response to physical pain
- People remember and relive past social pain more easily than past physical pain
- Students who were ordered to ostracize others were just as distressed as those who were ostracized and felt less human

Proximity

- enables people to discover commonalities and exchange rewards

Proximity–Interaction

- Interaction enables people to explore their similarities, to sense one another's liking, and to perceive themselves as a social unit
- One factor is availability; obviously there are fewer opportunities to get to know someone who attends a different school or lives in another town.

proximity – anticipation interaction

- anticipating interaction boosts liking

- Anticipatory liking increases the chance of a rewarding relationship

mere-exposure effect

- In a stock market simulation study, business students preferred to buy stocks that shared the same first letter as their name
- mere-exposure effect violates the common-sense prediction of boredom regarding repeatedly heard music or tasted foods
- Mere exposure breeds pleasant feelings
- emotions are often more instantaneous than thinking.
- The mere-exposure effect colours our evaluations of others: We like familiar people
- When people have no strong feelings about a product or a candidate, repetition alone can increase sales or votes

Physical attractiveness

- Attractiveness and dating
 - attractive wives led to happier husbands, but attractive husbands had less effect on wives' happiness
 - women worry more about their appearance and constitute almost 90 percent of cosmetic surgery patients
 - The more attractive a woman was, the more he liked her and wanted to date her again. And the more attractive the man was, the more she liked him and wanted to date him again.
 - In speed-dating research, men (vs. women) thought they would care more about a potential date's physical attractiveness; but when it came time to decide whom to date, a prospect's attractiveness was similarly important to both men and women
 - once people have gotten to know each other over months or years through jobs or friendships, they focus more on each person's unique qualities rather than their physical attractiveness and status

- Men were more likely to vote for physically attractive female candidates, and women were more likely to vote for approachable-looking male candidates
- The matching phenomenon
 - people usually approach someone whose attractiveness roughly matches their own
 - Men who advertise their income and education, and women who advertise their youth and looks, receive more responses to their ads
 - The richer the man, the younger and more beautiful the woman.
- The physical-attractiveness stereotype
 - Adults show a similar bias when judging children.
 - physical-attractiveness stereotype: What is beautiful is good.
 - First impressions
 - * first impressions are important—and are becoming more so as societies become increasingly mobile and urbanized and as contacts with people become more fleeting
 - * the attractiveness effect is strongest when people's choices are superficially made
 - * attractiveness and grooming affect first impressions in job interviews—especially when the evaluator is of another sex
 - * people rate new products more favourably when they are associated with attractive inventors
 - * a man, good looks have the earnings effect of another year-and-a-half of schooling.
 - * an attractive face predisposes people to categorize good words faster
 - stereotype
 - * Attractive children and young adults are somewhat more relaxed, outgoing, and socially polished
 - * Physically attractive individuals also tend to be more popular, more outgoing, and more gender-typed

- * Attractive people are valued and favoured and so may develop more social self-confidence.
- who is attractive?
 - Attractive people are valued and favoured and so may develop more social self-confidence.
 - Men with attractive faces have higher-quality sperm
 - Women with hourglass figures have more regular menstrual cycles and are more fertile
 - assume that evolution predisposes women to favour male traits that signify an ability to provide and protect resources
 - focused on short-term relationships prefer symmetrical and thus attractive men, whereas those focused on the long term find this less important, perhaps because physical attractiveness may come with more negative qualities
 - What's attractive to you also depends on your comparison standards.
 - social comparison may leave you more dissatisfied with your normal
 - not only do we perceive attractive people as likeable, we also perceive likeable people as attractive.
 - Discovering someone's similarities to us also makes the person seem more attractive
 - The more in love a woman is with a man, the more physically attractive she finds him (Price et al., 1974). And the more in love people are, the less attractive they find all others of the opposite sex

Similarity versus Complementarity

- similarities
 - the greater the similarity between husband and wife, the happier they are and the less likely they are to divorce
 - Likeness(相似) produces liking not only for college and university students but also for children and the elderly, for people of various occupations, and for those in various cultures.

- dissimilar
 - discovering that the person is actually dissimilar—tends to decrease liking
 - dissimilar attitudes depress liking more than similar attitudes enhance it
 - “Attitude alignment” helps promote and sustain close relationships, a phenomenon that can lead partners to overestimate their attitude similarities
 - as a general rule, opposites do not attract

Like those who like us

- attribution
 - low self-esteem focus narrowly on the literal meaning of compliments
 - high self-esteem, in contrast, attribute more abstract significance to compliments—that their partner is attentive, values and cares for them—and they feel more secure in their relationships
- Self-esteem and attraction
 - low-self-esteem individuals tend to underestimate how much potential partners will accept them.
 - low-self-esteem individuals believe they will be less accepted than high-self-esteem individuals.
 - low-self-esteem people underestimate how much their romantic partners value them.
- Gaining another’s esteem
 - an open, honest relationship—one where people enjoy one another’s esteem and acceptance yet are honest—is more likely to offer continuing rewards
 - Someone who really loves us will be honest with us but will also tend to see us through rose-coloured glasses.
 - the most satisfied married couples tend to have idealized one another as newlyweds and to approach problems without immediately criticizing their partners and finding fault

Relationship Rewards

- reward theory of attraction: Those who reward us, or whom we associate with rewards, we like.
 - If a relationship gives us more rewards than costs, we will like it and will want it to continue.
- we like those we associate with good feelings
 - Conditioning creates positive feelings toward things and people linked with rewarding events
 - We are less likely to take a liking to someone we meet while suffering a splitting headache.
 - When an experimenter was friendly, participants chose to interact with someone who looked similar to her(会和跟长得相似的 friendly 的 experimenter 互动), but if she was unfriendly, they avoided the similar-looking woman
- we like those who reward us and those whom we associate with rewards

passionate Love

- Passionate love is emotional, exciting, intense.
- viewed love as a triangle consisting of three components: passion, intimacy, and commitment.
- Passionate love is what you feel not only when you love someone but also when you are “in love” with him or her.
- A theory of passionate love
 - Proponents of the two-factor theory of emotion argue that when the revved-up men responded to a woman, they easily misattributed some of their arousal to her.
- physical arousal accentuated romantic responses
- passionate love engages dopamine-rich brain areas associated with reward

- Supplement sexual desire with a deepening friendship and the result is romantic love
- Variations in love: Culture and gender
 - love is a precondition for marriage.
 - practising arranged marriages, love tends to follow rather than to precede marriage.
 - men who tend to fall in love more readily
 - Men also seem to fall out of love more slowly and are less likely than women to break up a premarital romance.

Companionate Love

- it' s a deep, affectionate attachment. It activates different parts of the brain
- Those who married for love reported diminishing feelings of love after a five-year newlywed period. By contrast, those in arranged marriages reported more love if their marriage was five or more years old

avoidant Attachment

- more likely to be sexually unfaithful to their partners in both straight
- Avoiding closeness, avoidant adults tend to be less invested in relationships and more likely to leave them.
- avoidantly attached people were less satisfied and supported in their relationships
- In the best of relationships, the initial romantic high settles to a steadier, more affectionate relationship called companionate love.

Anxious Attachment

- are more likely to cling tightly to their mother. If she leaves, they cry; when she returns, they may be indifferent or hostile
- anxious-ambivalent individuals are less trusting and more possessive and jealous.
- break up repeatedly with the same person.

- anxiously attached people experienced more relationship conflict

Attachment

- Attachment styles may be partially based in inherited temperament
- young adults whose parents were divorced did not differ in attachment style from those whose parents were still married

Equity

- What you and your partner get out of a relationship should be proportional to what you each put into it
- Long-term equity
 - happily married people tend not to keep score of how much they are giving and getting
 - in total assets, they are an equitable match

Self-disclosure

- we are free to open ourselves without fear of losing the other' s affection
- disclosure reciprocity effect: Disclosure begets disclosure
- dropping our masks, letting ourselves be known as we are, nurtures love
- people feel better on days when they have disclosed something significant about themselves
- Intimate self-disclosure is also one of companionate love' s delights. The most self-revealing dating and married couples tend to enjoy the most satisfying and enduring relationships
- Researchers have also found that women are often more willing to disclose their fears and weaknesses than are men (