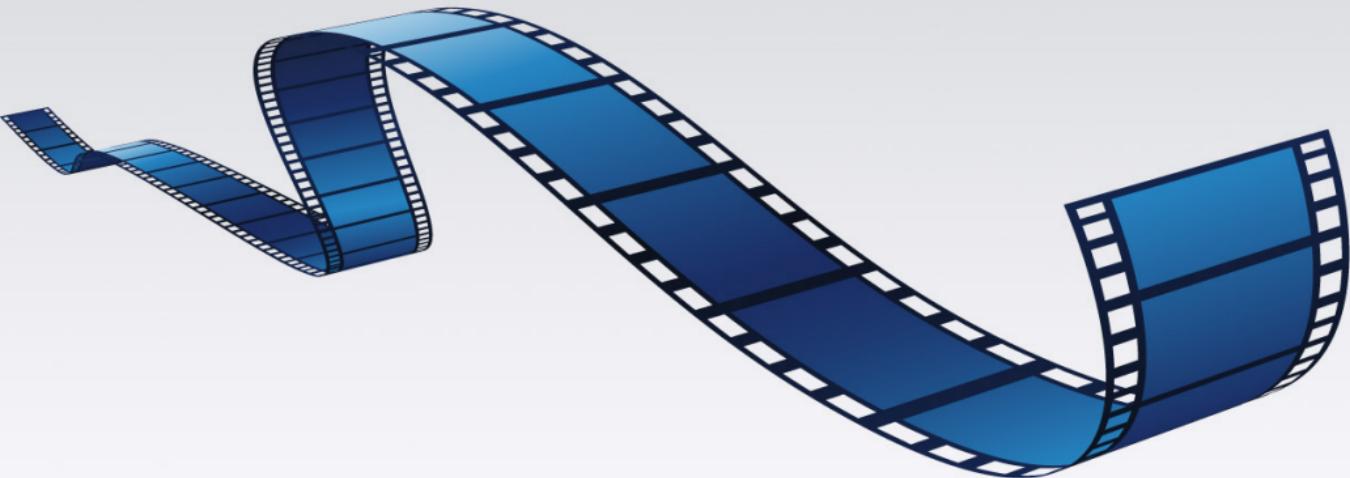


# Interpersonal Relationship

## Scene V - Romance



# Interpersonal Relationship

① survival

② connect to  
others

- Human as “social animals”
- Examples of how we need to be with others
- In relation to Maslow’s model
- Happiness is feeling connected, free, and capable



# Interpersonal Relationship

- Human as “social animals”
- Examples of how we need to be with others
- In relation to Marslow's model
- Happiness is feeling connected, free, and capable  
*positive*

*able*



# Maslow's Hierarchy of Needs

Maslow believed that people are driven by many **needs** (biological, social, personal, etc.), which he arranged into a **need hierarchy**

universal 通用

upward moving  
(向上是下面)

## **Self-actualization need**

Need to live up to one's  
fullest unique potential

## **Esteem needs**

Need for self-esteem,  
achievement,  
competence, and independence

## **Belongingness and love needs**

Need to love and be loved, to  
belong and be accepted

## **Safety needs**

Need to feel safe, secure, and stable

## **Physiological needs**

Need to satisfy hunger and thirst

# Interpersonal Relationship

- Relatedly, people feel bad when being excluded (esp. for women); ostracism socially excluded
- Social pain ~ physical pain -> involve similar brain responses (Eisenberger et al., 2003)
- Increase aggression and decrease heart rate -> heart brake
- Asked to recall an experience of being rejected vs. an experience of being accepted... feel 5 degrees cooler in the former condition (Zhong & Leonardelli, 2008)



# What leads to friendship or attraction?

- Proximity
- Physical attractiveness
- Similarity
- Liking those who like us



# Proximity

closeness

→ serial killer kills neighbor

→ 地理距离 VS.

- Proximity can also foster hostility, but it prompts liking more often
- More precisely -> functional distance
- Good advice: apartment near mailboxes, a desk near coffee pot, a parking near the main building
- One factor is availability for interaction; enable people to discover commonalities and exchange rewards in the relationship  
        交往      ↓  
        only way



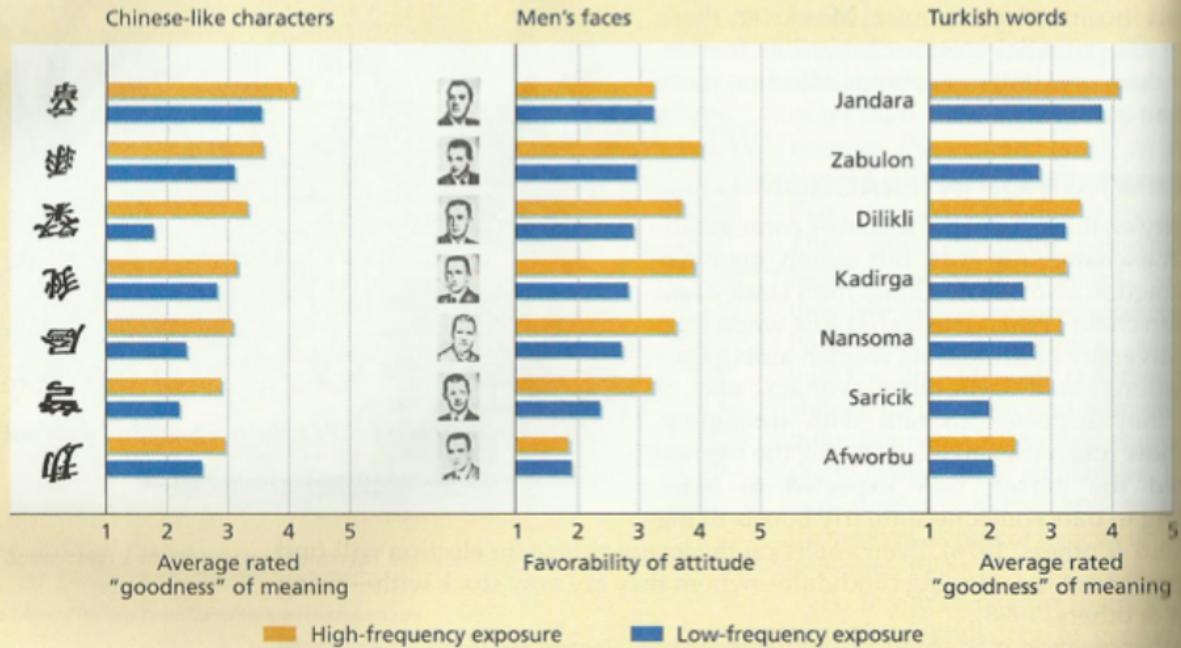
# Mere exposure

frequent → like.

- Mere exposure breeds liking
- Experiment by Robert Zajonc (1970)
- Even exposure without awareness can breed liking
- Experiment by Zajonc and colleagues (1980)



# Robert Zajonc (1970)



# Mere exposure

- Mere exposure breeds liking
- Experiment by Robert Zajonc (1970) *work when we're not aware*
- Even exposure without awareness can breed liking
- Experiment by Zajonc and colleagues (1980)



# Mere exposure

- Mere exposure breeds liking
- Experiment by Robert Zajonc (1970)
- Even exposure without awareness can breed liking
- Experiment by Zajonc and colleagues (1980)



# Zajonc and colleagues (1980)

- Shadowing method:
- Women participants -> wearing a headphone -> listen to a passage closely in one ear and check for errors -> meanwhile a novel melody was played to another **(unattended)** ear -> later tested their preferences on several similar melodies (one had previously played to them) -> they liked the one that had previously played before



# Mere exposure

- Similar to the case of infants -> prefer the voice of their mother than other females' voices (even immediately after birth)
- Sometimes we like something but we just don't know why; Suggest a somewhat independence of emotion and cognition
- Supported by brain research
- Emotion -> amygdala; cognition -> hippocampus



# Mere exposure

- Adaptive value: Differentiate familiar one from stranger; safe from danger
- Even infants can show same-race preference
- A study by Mita et al (1977)
- Showed each female participant two pictures; one is an actual picture of her and the other is a picture of mirror image; most showed a preference for the mirror image

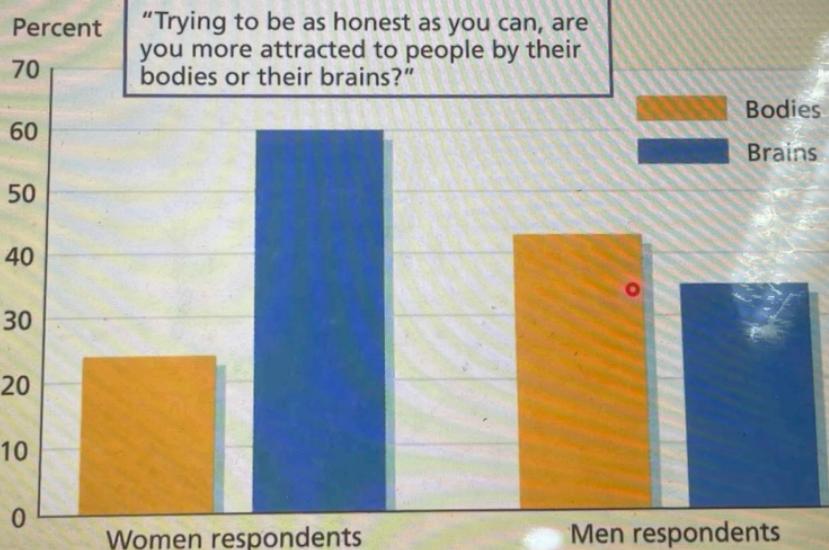


# Physical attractiveness

- Findings from Fox News opinion poll (1999)
- People's *attitudes* towards the importance of physical attractiveness



# Fox News opinion poll (1999)



# Physical attractiveness

- In reality, both men and women are similarly affected by physical attractiveness, at least at the beginning stage of relationship development
- Simulated dating experiments/ speed dating experiments



# Matching phenomenon

- People tend to choose whose attractiveness (along with other traits) roughly matches
- A study of UCLA couples; similar in physical attractiveness -> a strong predictor for relationship 9 months later
- Compensating qualities can be at work



# Physically attractive stereotype

- Bias to physically attractive
- Even infants as young as three months show such a bias too
- Stereotype -> what is beautiful is good
- Beauty pays; a study by Patricia Rozell and colleagues (1990)
- Culture and time dependent



infants



# Who is more attractive?

- Interestingly, to be really attractive is perfectly *average*
- Computer generated composite faces are usually <sup>更吸引人</sup> look more attractive than many actual faces
- Reason 1 *average face is more likely to*
- Match the typical face in our eyes (brains); easy to process
- Reason 2
- Tend to be perfectly symmetrical
- Evolutionary perspective (gender difference)
- Weak correlation in the long run (Zebrowitz et al., 1998)



# Nurture also matters

- A study by Gross and Crofton (1977)
- Participants read either a favorable or unfavorable description of another person's personality; view a picture of the person; the person in the picture looks more attractive after reading a favorable description
- *Love sees loveliness*; the more a woman falls in love with a man, the more attractive the man looks for the woman (Price et al., 1974)



# Similarity

- Do birds of a feather really flock together?
- Similarity between husband and wife ~ marital happiness (Byrne, 1971)
- Study in Hong Kong (Lee & Bond, 1996); university students living in dormitory; roommates' (perceived) similarity increases -> relationship becomes better later on
- Dissimilar attitudes breed dislikes



# Similarity



相似性

- What about complementarity? Is that not opposites attract?
- No support from research findings (Buss, 1985; Kandel, 1978)
  - Contrast effect  
more sensitive in fault
  - Positive reinforcement from like-minded people -> I am probably right because he/she also thinks so  
~~他跟~~ pick others' fault



# Liking those who like us

- “If you wish to be loved, love”
- “The only way to have a friend is to be one” by Ralph Emerson
- Self-esteem and attraction; innate response
- Use praise honestly and wisely
- Gaining another’s esteem, what’s the best strategy?



# Short summary

- Proximity and physical attractiveness promote initial attraction and the beginning of a relationship
- Similarity and mutual appreciation are better predictors for long term relationship



# What is love in a romantic relationship?

- Difference between loving and liking; a conceptual distinction - Zick Rubin (1970)
- Two attitude scales to measure love and liking
  - Liking items:
    - I think that \_\_\_ is usually well-adjusted
    - I think that \_\_\_ and I are quite similar to each other
    - I have confidence in \_\_\_'s good judgment
  - Love items:
    - If I could never be with \_\_\_, I would be miserable
    - I feel very possessive toward \_\_\_,
    - I would do almost anything for \_\_\_



# Difference between loving and liking

- Favorable evaluation, respect for the other, sense of similarity
- Dependent need component, exclusiveness, predisposition to help



# Triangular Theory of Love

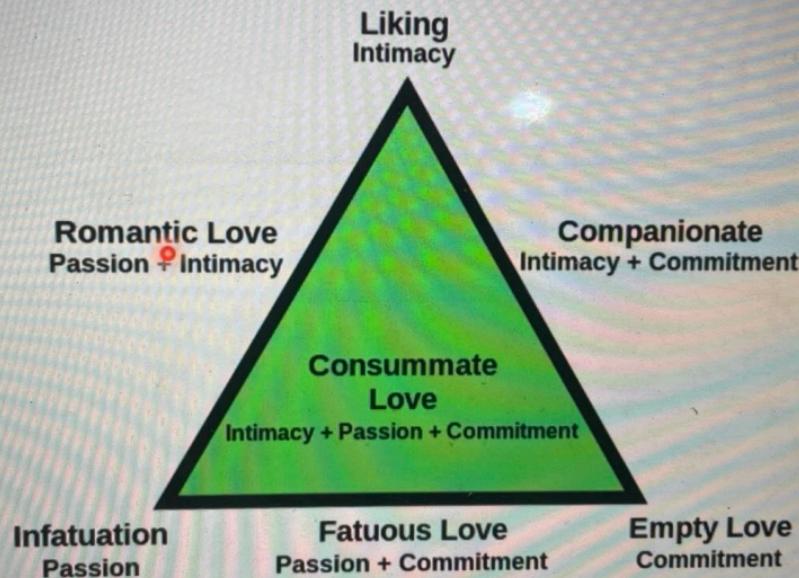
- Robert Sternberg's (1998) Triangular Theory of Love
- Three components: passion, intimacy, and commitment

attitude  
determination to  
be together  
in a longer  
term

irrational      emotional bonding  
biological  
how much  
you know  
each other



# Triangular Theory of Love



# Passionate love

- Passionate love is emotional, exciting, and intense
- Love vs. Love in a romantic relationship
- “I love you but I am not in love with you”
- Passionate love is the psychological experience of being biologically aroused by someone we are attracted to
- Attribution of physical arousal



# Passionate love

- Study by Dutton & Aron (1974)
  - A female experimenter administering questionnaire to male informants; Group 1: doing the questionnaire on a suspended walkway; Group 2: doing the questionnaire on a low, solid bridge; Experimenter leaves phone contact at the end;  
Significantly larger number of informants in the first group made the call
- have scared*
- not scary*



# Passionate love

- Women focus more on intimacy than men, while men focus more on the physical aspect more than women
- Brain region associating with reward shows higher in activation



# Companionate love

- No high lasts forever
- Companionate love is lower key, deep, and affectionate attachment
- Arranged vs. love-based marriage?
- Gupta & Singh (1982)
  - 50 couples in India to complete a love scale



# Gupta & Singh (1982)

Scores on Rubin's love scale  
(9-item version, possible range 9 to 91)



# Companionate love

- Cooling of intense romantic love
- Romantic love might be essential for a start-off but it is not for a long term continuation of the relationship
- Intimacy and commitment are more important in the long run



# Enduring relationship

willing to share emotions and thoughts.

- Self-disclosure: trust replaces anxiety; one is free to open oneself without fear of losing the other's affection
- Most of us enjoy being singled out for another's disclosure (Archer & Cook, 1986)
- We like those who disclose; we also like those whom we disclose to (Collins & Miller, 1994)



# Self-disclosure

- Disclosure reciprocity effect -> disclosure promotes disclosure
- Progresses like dancing -> intimacy increases
- Females are generally better in self-disclosure;  
skilled openers; good listeners
- More accepting of other's feeling, more empathic and sensitive
- Women express, men repress



# Disclosure enriches relationship

- Study 1 (Mehl et al., 2010)
- Equipping undergraduate participants with recording devices; 30-sec conversation samples over 4 days; participants tend to feel happier on days having deep talks with others



# Disclosure enriches relationship

- Study 2 (Arons et al., 1997)
- Paired volunteer students who were strangers to each other; 45 mins of talk; Group 1: progressively self-disclosing topics “When did you last sing to yourself?” “What is your most treasured memory?” “When did you last cry in front of another person, or by yourself?”, Group 2: small talks; Group 1 felt much closer to each other; closer than the closest friends among 30% of participants!



# Disclosure enriches relationship

- Study 3 (Slatcher & Pennebaker, 2006)
- 86 couples; invited one member of each to write his/her deepest thought about the relationship for 20 mins, for 3 days; those written down their feelings expressed more emotions to their partners later; 77% still dating three months later (vs. 52% in the control group)

