Psychology of Human Relations – Chapter 9 Concept Notes Outline

1. What are the three factors that research has shown tend to underlie initial attraction between strangers? Please provide a brief description of each.

Proximity: Being in the same place at the same time

Familiarity: knowing the other person (exposure)

Physical Attractiveness: Looking good to the other person

1. Describe at least TWO relationship maintenance strategies that you use.

Humor: making light of a difficult day to help my wife reframe negative experiences

Positivity: I try to be cheerful to brighten my wife’s mood.

1. Please describe Sternberg’s Triangular Theory of Love.

Love includes 3 components: intimacy, passion, and commitment. Differing combinations yield 7 relationship types.

1. What are some reasons that relationships end, and how can we help them last?

Premature commitment, ineffective communication, becoming bored, etc.

Taking time getting to know one another, Emphasis on positive qualities, bringing novelty to the relationship, etc.

1. How can the Internet help to build relationships? How can it hinder relationship development?

By connecting people with shared interests or matching personalities. Can hinder if the virtual identity is not truthful.