Chapter 13: Social Psychology
Module 13.4: Interpersonal Relations
Psychology 100
Introduction to Psychology

Listen to the audio lecture while viewing these slides

Relations with Others: Overview
- Facial attractiveness
- Determinants of liking and loving
- Romantic love
  - What is it?
  - The triangular view of love

What Makes a Face Attractive?
- Evolutionary perspective: Attractiveness relates to how healthy a person is (and ultimately, to mate choice)
- Evidence: Cross-cultural similarity of attractive faces; babies’ preference for attractive faces
- Prototypicality: “Averaged” faces are especially attractive
- Subjective components: Cultural preferences, individual experience also affect attractiveness
  - Example: Attractiveness of pierced noses

Determinants of Liking and Loving
- Proximity: Likelihood of becoming friends strongly determined by how close by someone lives
  - May derive from frequency of exposure
- Similarity: Friends typically resemble each other
  - Example: social status, age, education, politics
- Reciprocity: Tendency to return in kind feelings that are shown toward us

Romantic Love: What is it?
- Complex emotion expressed in a variety of ways
- Romantic love differs from parent-child, friend-friend, other kinds
- Two kinds of romantic love:
  - Passionate: Intense state characterized by powerful longing to be with a specific person
  - Companionate: Emotional attachment characterized by feelings of trust, companionship

Triangular View of Love
- Sternberg (1986, 1999): Love is composed of three major dimensions
  - Intimacy: Confiding, sharing feelings
  - Passion: Erotic attraction; feeling "in love"
  - Commitment: Intention to remain in relationship
- All forms can be defined in terms of these three dimensions
  - Example: Passionate love high on intimacy and passion, but low on commitment
  - Dimensions develop at different points over time
Solving the Adaptive Problems

- Interpreting the behavior of others:
  - Physical appearance and preexisting knowledge such as social schema and stereotypes influence initial impressions
  - Attributions may involve external or internal causes of behavior, but can be biased in certain ways
  - Attitudes have several components and can be changed through central and peripheral routes to persuasion, or when attitudes and behavior are inconsistent

- How behavior changes in the presence of others:
  - Social influence can produce positive or negative effects on performance, and may reduce the willingness to help others in need
  - Social pressures of groups or authority can produce conformity and obedience, as demonstrated by Asch and Milgram

- How we establish relations with others:
  - Facial attractiveness is influenced by several things, including health, prototypicality, culture
  - Familiarity, proximity, and reciprocity help determine friendship
  - Romantic love has several components including intimacy, passion, and commitment.