

# Social Psychology

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## Chapter SEVEN Interpersonal Relationships and Attraction

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# Internal Determinants of Attraction: The Need to Affiliate and the Basic Role of Affect

- The tendency to affiliate appears to be based on neurobiological factors
- People respond automatically to facial cues
- When affiliation needs are not met, sadness and anger may result and cognitive functioning may be affected
- *Need for Affiliation*: The basic motive to seek and maintain interpersonal relationships

Figure 7.2

