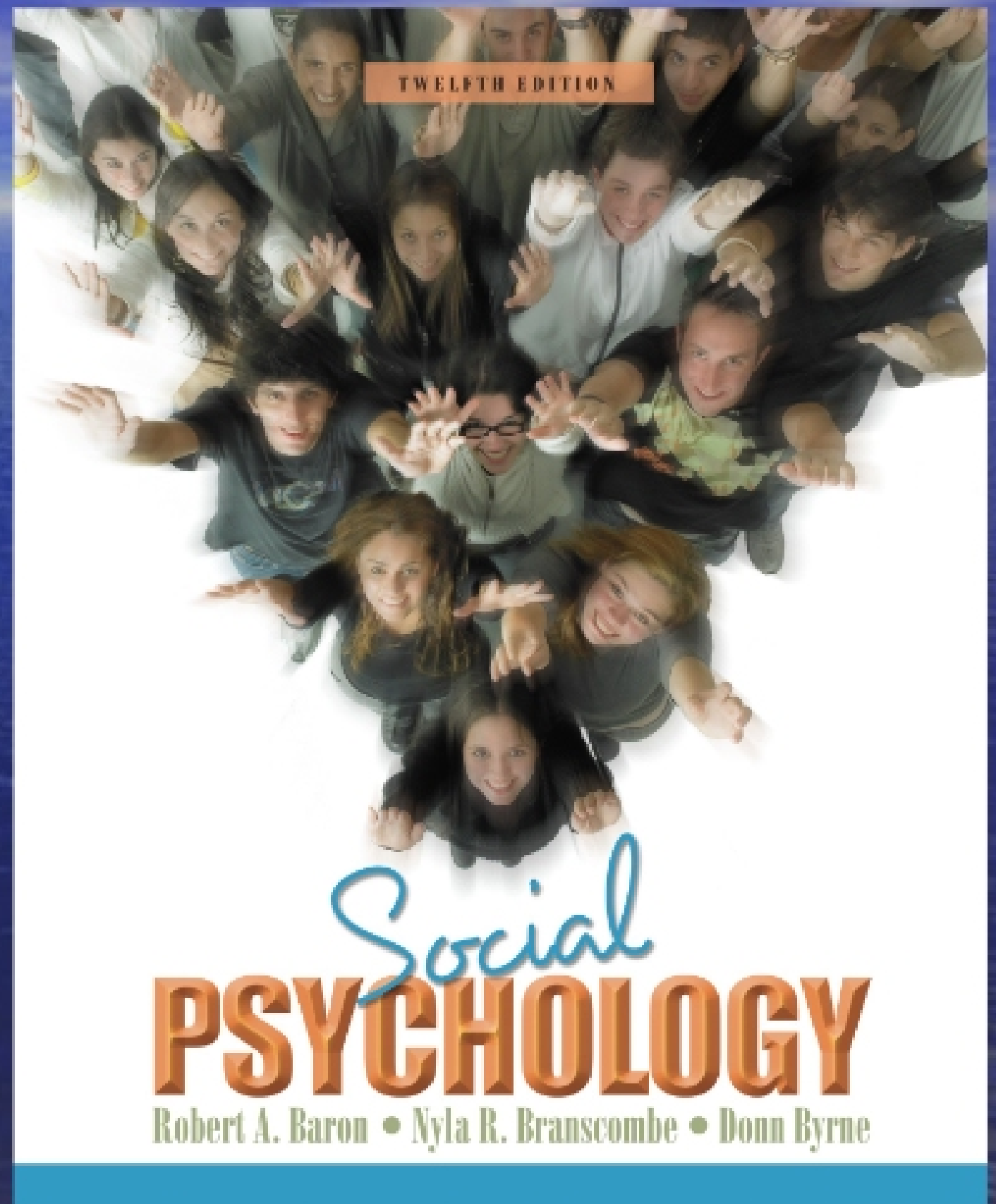


# Chapter 7

## Interpersonal Attraction and Close Relationships

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# Chapter Preview

1. Internal determinants
2. External determinants
3. Interactive determinants
4. Close relationships

# Internal determinants of attraction:

## The Need to Affiliate and the Basic Role of Affect



## The Importance of Affiliation for Human Existence

- 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