

# Chapter 17 Notes (Part 1)

- Situational variables- aspects of the situation that interact with aspects of the person to produce behavior
- Dispositional variables- personalities and attitudes

## Relationships

- **Factors Leading to Interpersonal Attraction**
  - Need to belong- strong, innate, need to be involved in relationships with others
  - Interpersonal attraction- factors that lead people to choose to spend time with other people
  - Proximity
    - People tend to choose friends and lovers from nearby
    - People don't become close only because they are near each other; they become close because proximity allows them to get to know one another
    - Environmental spoiling- having negative feelings for someone we initially liked due to proximity; being close to someone exposes us to their bad habits
  - Interpersonal Rewards
    - Degree to which interaction with other person is rewarding
    - People associate relationship with award and are more likely to affiliate
    - Social exchange theories- suggest that the foundation of relationships is reciprocal reward
  - Similarity
    - People tend to choose acquaintances on basis of shared attitudes
    - "Opposites attract"- although people like others with same values, they prefer to be with people whose resources, needs, and behavioral styles complement their own
  - Physical Attractiveness
    - Physically attractive people are magnets, even in nonsexual situations
    - Attraction forms first impressions of people more so than personalities and attitudes
    - Matching hypothesis- people tend to choose as partners people they perceive to be equally attractive to themselves
- **Love**
  - Classifying Love
    - Passionate love- highly emotional form of love marked by intense psychological arousal and absorption in another person
    - Companionate love- love that involves deep affection, friendship, and emotional intimacy

- Triangular theory of love: intimacy (feelings of closeness), passion (sensual arousal), and commitment (dedication to other person)
  - Relationships differ in extent to which they are based on one component or another
- An Evolutionary Perspective
  - Feelings and behaviors we associate with love are evolved mechanisms that lead to reproductive success
  - Marriage is mating strategy that occurs across species
  - Sexual strategies- tactics used in selecting mates
- Romantic Love as Attachment
  - Romantic love relationships share many features with attachment relationships in infancy and childhood
  - Feel security in lover's arms
  - Desire physical proximity
  - Experience distress when lover is gone
- Maintaining Relationships
  - People decide to stay in relationships based on relative costs and benefits
  - People in satisfying relationships think of ways to make it more satisfying
- **The Dark Side of Relationships**
  - People we are closest to are most likely to annoy or hurt us
  - Most common form of ostracism is silent treatment

## Altruism

- Altruism- behaving in a way that helps another person with no apparent gain, or with potential cost, to oneself
- **Theories of Altruism**
  - Ethical hedonism
    - All behavior is and should be designed to increase one's own pleasure or reduce one's own pain
    - People have selfish reasons to behave selflessly
    - Empathetic distress- negative feelings aroused through empathy with a person in distress; relieved by helping
    - Moods have effect on behavior; people in good moods will help to maintain good mood, people in bad mood will help to alleviate negative feelings
  - Genuine Altruism
    - People who have opportunity to escape distress will still endure it to help another person
    - People may help for benefit of group
  - An Evolutionary Perspective
    - Reciprocal altruism- natural selection favors animals that behave altruistically if the likely benefit to each individual exceeds the likely cost

- **Bystander Intervention**
  - Helping a person in need
  - Bystanders must notice the emergency, interpret it as one, assume personal responsibility to intervene, decide how to intervene, and actually intervene
  - Diffusion of responsibility- presence of other people leads to a diminished sense of personal responsibility to act