



▲ **ATTRACTION:**
Liking Other People

Chapter Outline

- What leads to friendship and attraction?
- What is love?
- What enables close relationships?
- How do relationships end?


Our lifelong dependence on one another puts relationships at the core of our existence.

In social Psychology, the **Need to Belong** is a motivation to bond with others in relationships that provide ongoing, positive interactions.

We are, indeed, social animals. We need to belong. When we do belong — when we feel supported by close, intimate relationships — we tend to be healthier and happier.

What leads to friendship and attraction?

- Does absence make the heart grow fonder? Or is someone who is out of sight also out of mind?
- Is it likes that attract? Or opposites?
- How much do good looks matter?
- What has fostered your close relationships?



“I do not believe that friends are necessarily the people you like best, they are merely the people who got there first.”

—SIR PETER USTINOV, DEAR ME, 1979



Factors that Help Begin Friendship

■ PROXIMITY

- Geographical nearness. Proximity (more precisely, “functional distance”) powerfully predicts liking.

- Students reported greater friendship with their seatmates.
- Most people marry someone who lives in the same neighborhood, or works at the same company or job, or sits in the same class, or visits the same favorite place



Factors that Help Begin Friendship



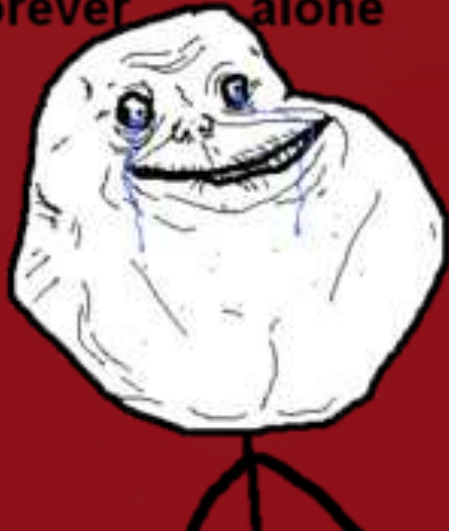
- **PROXIMITY**

- Interaction

- Even more significant than geographic distance is “functional distance”— how often people’s paths cross.

- Proximity breeds liking: fewer opportunities to get to know someone who attends a different school or lives in another town.
- Our infatuation fixes with someone through repeated exposure to and interaction

forever alone



■ PROXIMITY

- Anticipation of Interaction
 - Anticipatory liking — expecting that someone will be pleasant and compatible—increases the chance of forming a rewarding relationship

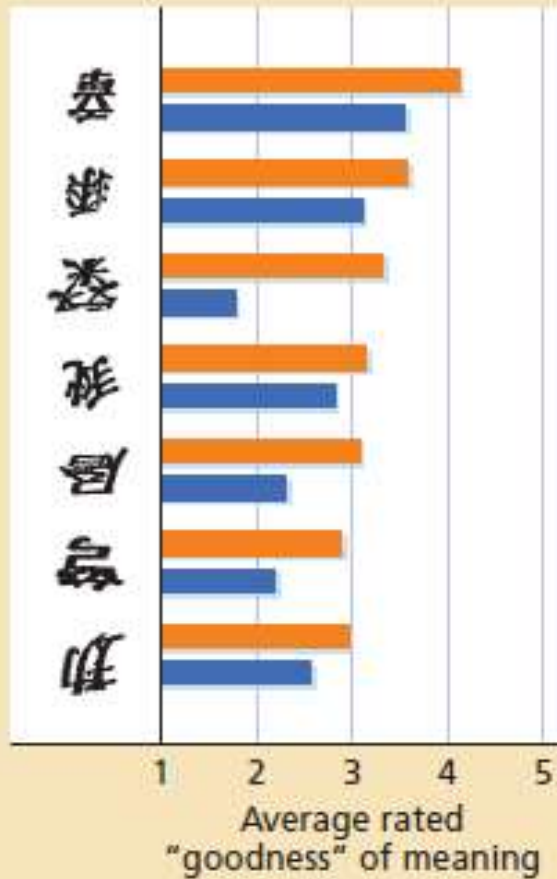


- Women from University of Minnesota were given ambiguous information about two other women, one of whom they expected to talk with intimately. Asked how much they liked each one, the women preferred the person they expected to meet.
- Expecting to date someone similarly boosts liking

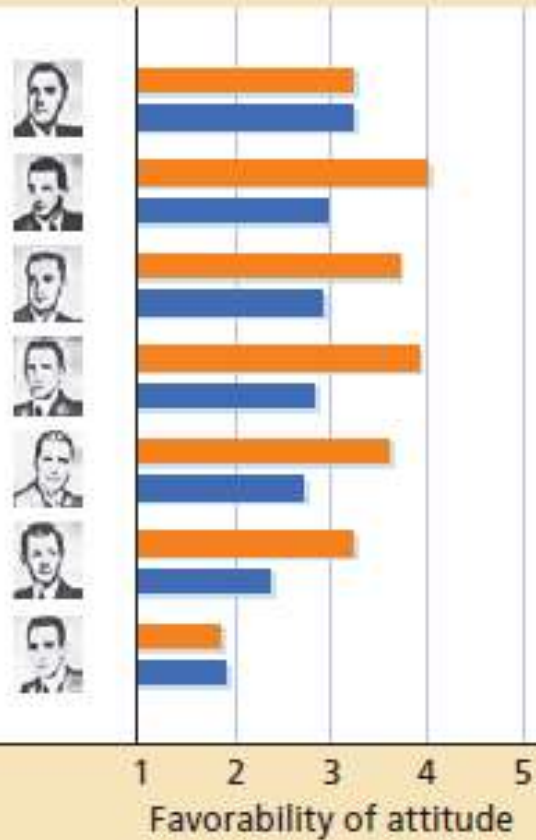
■ PROXIMITY

- Mere Exposure Effect
 - The tendency for novel stimuli to be liked more or rated more positively after the rater has been repeatedly exposed to them.

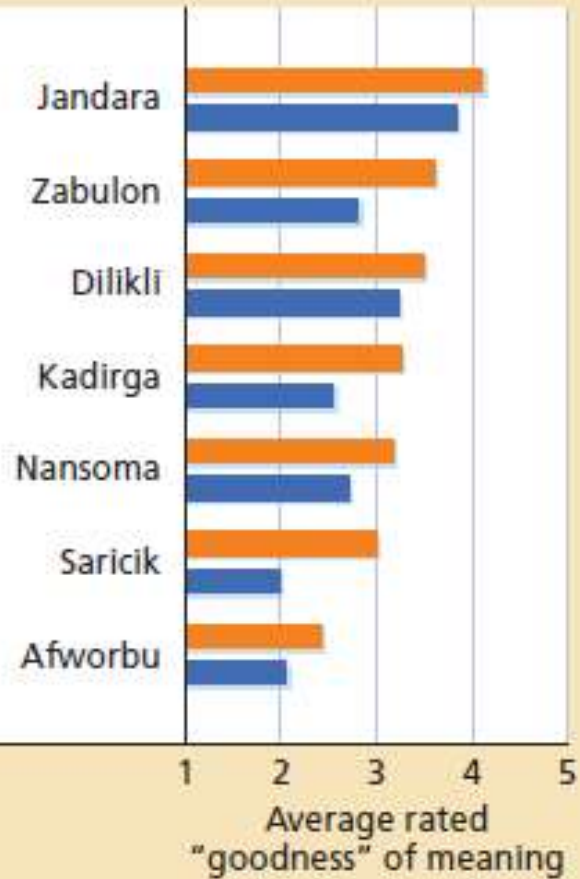
Chinese-like characters



Men's faces



Turkish words



High-frequency exposure Low-frequency exposure



- **PROXIMITY**

- Mere Exposure

- When they showed people a woman's face, their cheek (smiling) muscles typically became more active with repeated viewings. Mere exposure breeds pleasant feelings.

Factors that Help Begin Friendship

- **PHYSICAL ATTRACTIVENESS**

- The belief that looks are unimportant may be another instance of how we deny real influences upon us, for there is now a file cabinet full of research studies showing that appearance does matter.





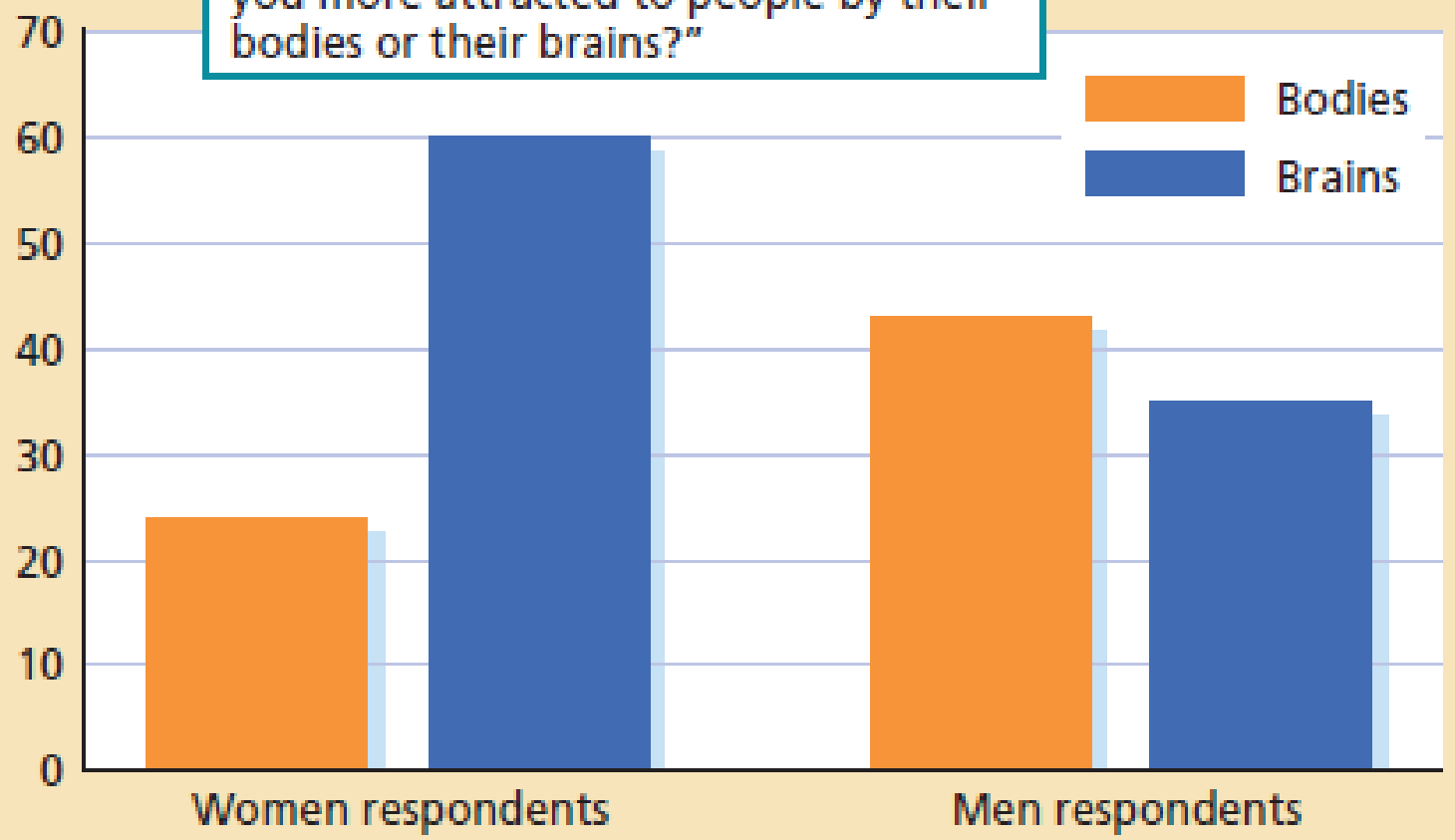
- **PHYSICAL ATTRACTIVENESS**

- Dating and Attractiveness

- Men more than women ranked attractiveness as important in a mate, while women more than men assigned importance to honesty, humor, kindness, and dependability

Percent

“Trying to be as honest as you can, are you more attracted to people by their bodies or their brains?”

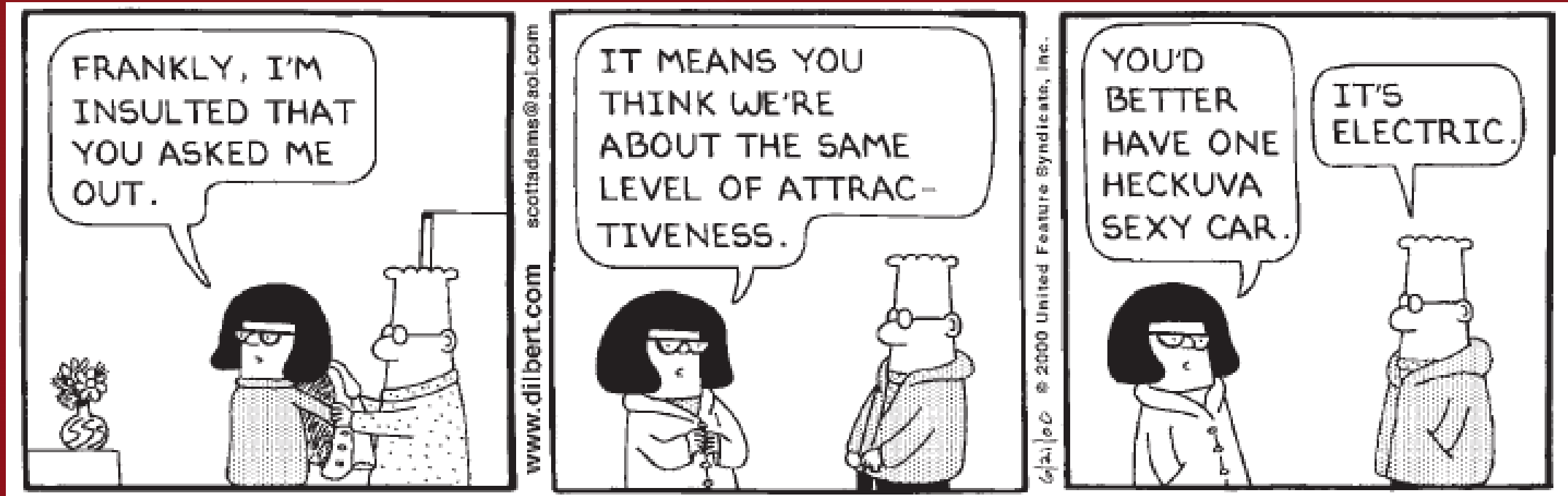



■ PHYSICAL ATTRACTIVENESS

- The Matching Phenomenon
 - The tendency for men and women to choose as partners those who are a “good match” in attractiveness and other traits.
 - Those who were most similar in physical attractiveness were most likely, nine months later, to have fallen more deeply in love.

▸ The Matching Phenomenon

- Perhaps this research prompts you to think of happy couples who differ in perceived “hotness.” In such cases, the less attractive person often has compensating qualities. Each partner brings assets to the social marketplace, and the value of the respective assets creates an equitable match.





“Love is often nothing but a favorable exchange between two people who get the most of what they can expect, considering their value on the personality market.”

—ERICH FROMM, THE SANE SOCIETY, 1955





- **PHYSICAL ATTRACTIVENESS**

- The Physical-Attractiveness Stereotype:

What is beautiful is good

- The presumption that physically attractive people possess other socially desirable traits as well



- **PHYSICAL ATTRACTIVENESS**

- The Physical-Attractiveness Stereotype:
What is beautiful is good

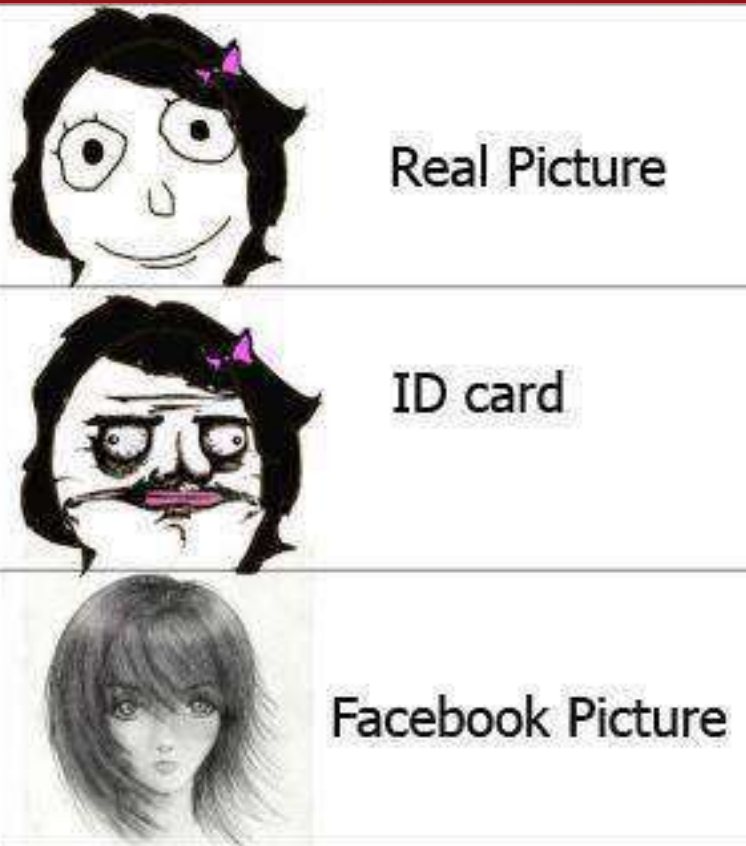
- Fifth-grade teachers identical information about a boy or a girl, but with the photograph of an attractive or an unattractive child attached. The teachers perceived the attractive child as more intelligent and successful in school.

■ PHYSICAL ATTRACTIVENESS

■ The Physical-Attractiveness Stereotype

■ First Impressions

- First impressions are important— and have become more so as societies become increasingly mobile and urbanized and as contacts with people become more fleeting. Your Facebook self-presentation starts with . . . your face.





- **PHYSICAL ATTRACTIVENESS**
 - Who is Attractive?
 - Attractiveness is whatever the people of any given place and time find attractive – which varies









So who is attractive?





To be really attractive is, ironically, to be perfectly average and symmetrical.



■ PHYSICAL ATTRACTIVENESS

- Evolution and Attractiveness
 - Beauty signals biologically important information: health, youth, and fertility
 - Women favor male traits that signify an ability to provide and protect resources.
 - Men everywhere have felt most attracted to women whose waists are 30 percent narrower than their hips—a shape associated with peak sexual fertility
 - Women, too, prefer a male waist-to-hip ratio suggesting health and vigor

Factors that Help Begin Friendship

■ SIMILARITY VS COMPLEMENTARITY

■ Likeness Begets Liking

- The more similar someone's attitudes are to your own, the more likable you will find the person.
- When others think as we do, we not only appreciate their attitudes but also make positive inferences about their character



Factors that Help Begin Friendship

■ SIMILARITY VS COMPLEMENTARITY

- Do opposites attract?
 - Complementarity
 - The popularly supposed tendency, in a relationship between two people, for each to complete what is missing in the other.

Factors that Help Begin Friendship

■ LIKING THOSE WHO LIKE US

- Liking is usually mutual. Proximity and attractiveness influence our initial attraction to someone, and similarity influences longer-term attraction as well
- Those told that certain others like or admire them usually feel a reciprocal affection

Kapag Crush Ka Din Pala ng Crush Mo

Sorry,
Nahilo ako bigla.



Kaya mo pa?
Pahinga ka muna.



Factors that Help Begin Friendship

- **LIKING THOSE WHO LIKE US**

- Attribution

- If there is no apparent ulterior motive, then we warmly receive both flattery and flatterer
- But if we attribute the flattery to **ingratiation** or the use of strategies, such as flattery, by which people seek to gain another's favor, the opposite applies.

Factors that Help Begin Friendship

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■ LIKING THOSE WHO LIKE US

■ Self-Esteem and Attraction

- If another's approval especially rewarding after we have been deprived of approval? As the results of an experiment suggest, YES.

■ REBOUND

- Low-self-esteem individuals tend to underestimate how much their partner appreciates them. They also have less generous views of their partner and therefore feel less happy with the relationship





- **LIKING THOSE WHO LIKE US**

- Relationship Rewards

- Attraction is in the eye (and brain) of the beholder.

- Reward Theory of Attraction:

- The theory that we like those whose behavior is rewarding to us or whom we associate with rewarding events.

■ LIKING THOSE WHO LIKE US

■ Reward Theory of Attraction

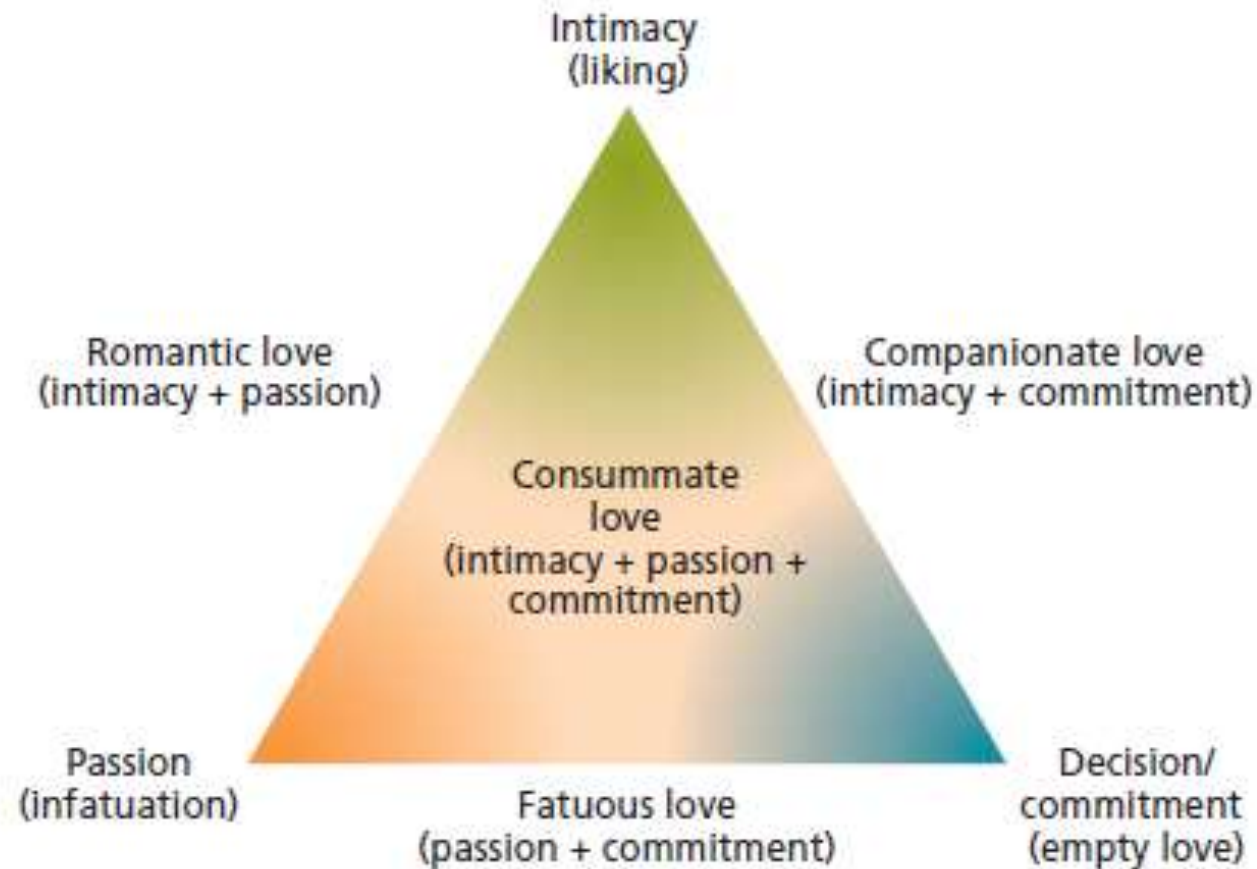
- **Proximity** is rewarding. It costs less time and effort to receive friendship's benefits with someone who lives or works close by.
- We like **attractive** people because we perceive that they offer other desirable traits and because we benefit by associating with them.
- If others have **similar** opinions, we feel rewarded because we presume that they like us in return. Moreover, those who share our views help validate them. We especially like people if we have successfully converted them to our way of thinking
- We like to be liked and love to be loved. Thus, liking is usually **mutual**. We like those who like us.



What is LOVE?



Triangular Theory of Love



Triangular Theory of Love

■ PASSION

- can be associated with either physical arousal or emotional stimulation and defined in three ways:
 - A strong feeling of enthusiasm or excitement for something or about doing something
 - A strong feeling (such as anger) that causes people to act in a dangerous way
 - strong sexual or romantic feeling for someone

Triangular Theory of Love

- **INTIMACY**

- Intimacy is described as the feelings of closeness and attachment to one another. This tends to strengthen the tight bond that is shared between those two individuals. Additionally, having a sense of intimacy helps create the feeling of being at ease with one another, in the sense that the two parties are mutual in their feelings.

Triangular Theory of Love

■ COMMITMENT

- Unlike the other two blocks, commitment involves a conscious decision to stick with one another. The decision to remain committed is mainly determined by the level of satisfaction that a partner derives from the relationship. There are three ways to define commitment:
 - A promise to do or give something
 - A promise to be loyal to someone or something
 - the attitude of someone who works very hard to do or support something

Triangular Theory of Love

- **NON LOVE**

- The absence of any of the three types of love.
No connection. Indifferent to relationship.



Triangular Theory of Love

■ LIKING/FRIENDSHIP

- This type of love is intimacy without passion or commitment. This includes friendships and acquaintances.



Triangular Theory of Love

■ INFATUATED LOVE

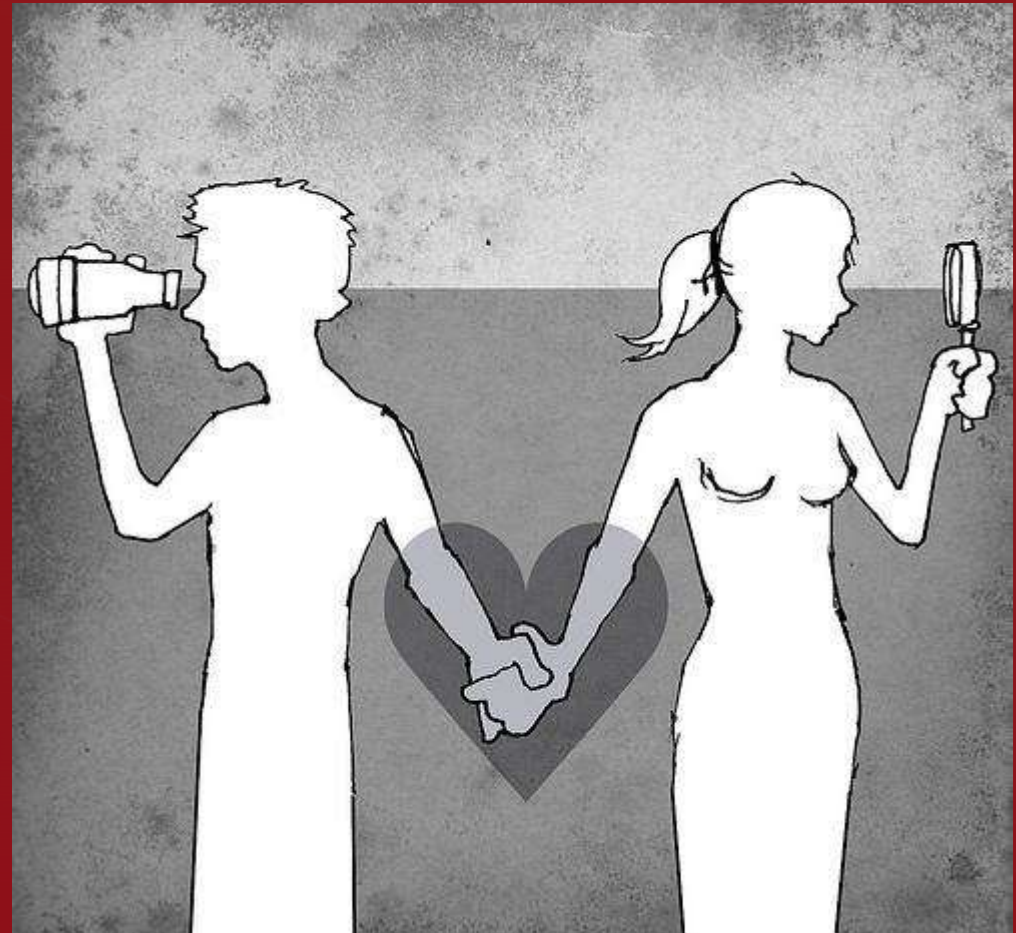
- Infatuated love is passion without intimacy or commitment. This is considered "puppy love" or relationships that have not become serious yet.
- Romantic relationships often start out as infatuated love and become romantic love as intimacy develops over time.
- Without developing intimacy or commitment, **infatuated love may disappear suddenly.**

p a g a s a

Triangular Theory of Love

- **EMPTY LOVE**

- is characterized by commitment without intimacy or passion.
- A stronger love may deteriorate into empty love.



Basta nandito lang ako no matter what 😞 i hindi ako mawawala sayo. Darating at darating din ang araw na magiging tayo na. Yung masabi mong sayo na ako at akin ka. Magiging ok din ang lahat. Promise yan. I believe everything happens for a reason. Hindi lang to basta basta. Maybe stepping stone mo na to for a better future diba? Ako lang pala hinihintay para matupad yun. I'm so happy and lucky na naging close tayo, na timing pa nung nagkasakit ka. Sobrang saya ko talaga as in, to the point na hinahanap hanap na kita 😊 pero baby shark. Pwede ba ganto nalang muna tayo? Yung kung anong meron tayo? Yung masaya tayo sa isat isa. Yung love natin isat isa pero walang label? I just want this to just go on and on and on. Sobrang sobrang saya ko lang pag kausap kita. Napaka gaan ng loob ko tipong wala nakong naiisip kundi ikaw.

Triangular Theory of Love

- **ROMANTIC LOVE**
 - This love is passionate and intimate but has no commitment. This could be considered a romantic affair or could be a one-night stand.

Triangular Theory of Love

■ COMPANIONATE LOVE

- is an intimate, non-passionate type of love that is stronger than friendship because of the element of long-term commitment. "This type of love is observed in long-term marriages where passion is no longer present" but where a deep affection and commitment remain. The love ideally shared between family members is a form of companionate love, as is the love between close friends who have a platonic but strong friendship.



Triangular Theory of Love

- **FATUOUS LOVE**
 - can be exemplified by a whirlwind courtship and marriage—it has points of passion and commitment but no intimacy. An example of this is "love at first sight".



Triangular Theory of Love

- **CONSUMMATE LOVE**

- is the complete form of love, representing an ideal relationship which people strive towards.
- Of the seven varieties of love, consummate love is theorized to be that love associated with the "perfect couple".

Triangular Theory of Love

- **CONSUMMATE LOVE**

- According to Sternberg, these couples will continue to have great sex fifteen years or more into the relationship, they cannot imagine themselves happier over the long-term with anyone else, they overcome their few difficulties gracefully, and each delight in the relationship with one other.

Triangular Theory of Love

- **CONSUMMATE LOVE**

- However, Sternberg cautions that maintaining a consummate love may be even harder than achieving it. He stresses the importance of translating the components of love into action. "Without expression," he warns, "even the greatest of loves can die."

Triangular Theory of Love

■ CONSUMMATE LOVE

- Thus, consummate love may not be permanent. If passion is lost over time, it may change into companionate love. Consummate love is the most satisfying kind of adult relation because it combines all pieces of the triangle into this one type of love. It is the ideal kind of relationship. These kinds of relationships can be found over long periods of time or idealistic relationships found in movies.

The penguins have the same **mates** for their whole **lives**



WHEN
RELATIONSHIPS
END

OVER

FOR

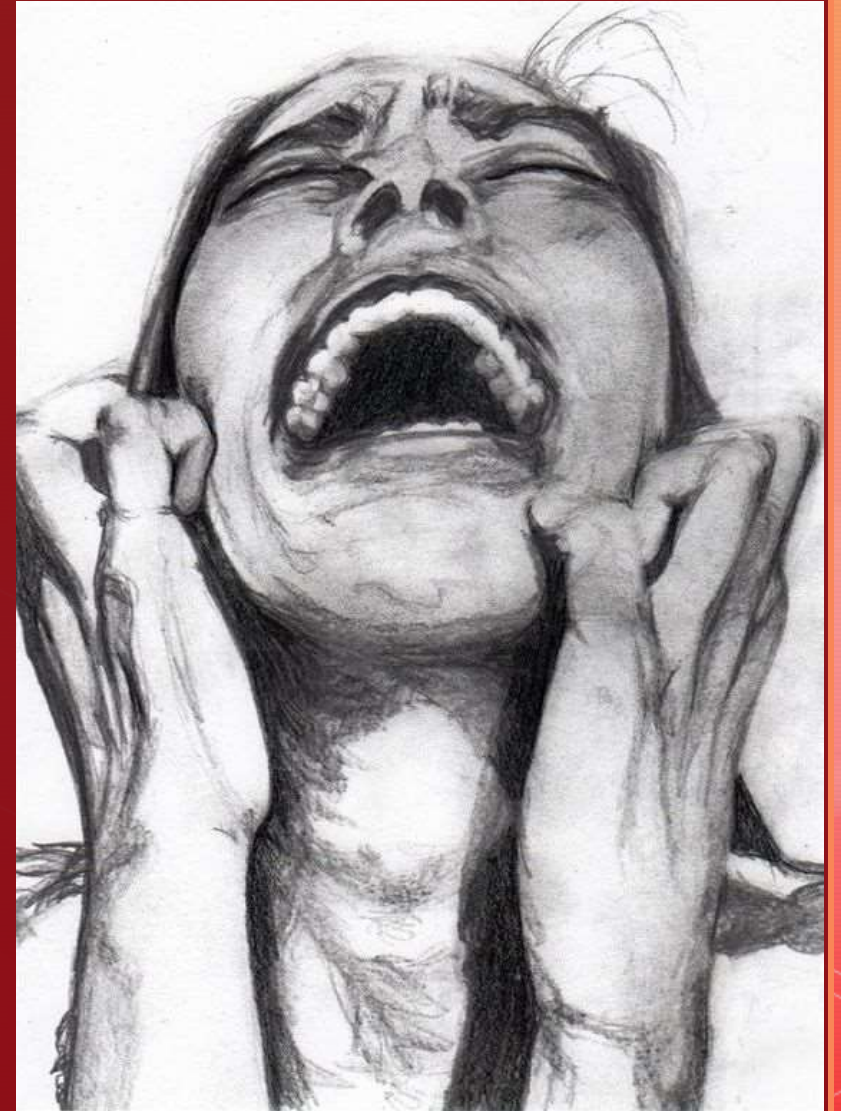


"I was too young to know how to love her."

—Antoine de Saint-Exupéry, *The Little Prince*

When You Finally Decide To Let Go...

- **FEEL THE PAIN UNTIL IT HURTS NO MORE**



When You Finally Decide To Let Go...

- **CALL FOR
BACK UP**



When You Finally Decide To Let Go...

- **HEAL YOURSELF**



When You Finally Decide To Let Go...

- **TAKE YOUR TIME**



When You Finally Decide To Let Go...

■ **LOVE... AGAIN.**





Love Wins

The image features the words "Love Wins" written in a cursive, calligraphic font. The text is rendered in a vibrant rainbow gradient, starting with red at the top, transitioning through orange, yellow, green, and blue, and ending in purple at the bottom. The letters are thick and have a soft, watercolor-like texture. The entire graphic is centered on a white square background, which is itself set against a dark red background.