

FACTORS THAT LET FREINDSHIP BEGIN - LIKING

1. Proximity

● INTERACTION

○ *Functional Distance*

- allows for people to GET TO KNOW each other
- discover COMMONALITIES
- INTERACTION is more likely when people SHARE GEOGRAPHICAL features and AMENITIES

○ ADAPTABILITY of liking those within PROXIMITY

- our lives would run more SMOOTHLY if we were IN GOOD TERMS with our NEIGHBORS, SCHOOLMATES, etc..

● Anticipation of Interaction

● *Mere Exposure*

○ Favorite number

- birthday, anniversary, something meaningful to us

○ SONG repeatedly PLAYED over the radio breeds liking

○ the effect is more EFFECTIVE when perceived WITHOUT awareness

- stimuli that is strong might elicit resistance; CRITICAL THINKING

○ MIRROR image vs PHOTOS

○ ELECTION campaigns; name recall

- people not ready with their ATTITUDES, will MORE likely be PERSUADED

2. Physical Attractiveness

● Attractiveness and Dating

○ Appearance does MATTER; NOT only for MEN

- brings into question: Do we dress for ourselves or to impress?

● The *Matching Phenomenon*

○ people choose their partners ACCORDING to their LEVEL of attractiveness

○ physical attractiveness of partner can be INDICATIVE of level of SELF-ESTEEM, self-CONCEPT

● The Physical-attractiveness stereotype

○ we presume that physically attractive people possess other socially desirable traits

■ Social learning

- children are exposed early on to this stereotype

○ Cinderella, wicked witch

○ physical attractiveness is important in making a positive first impression

○ self-fulfilling prophecy

- attractive people are given social rewards, which boosts their ego, making them more motivated to achieve more

● Who is attractive?

○ Facial symmetry and everything average

- too much is overwhelming; too little lacks

○ Women: baby-faced

○ Men: Dominance

○ Evolutionary Psychology: Beauty suggest HEALTH, YOUTH, FERTILITY

○ *Contrast Effect*

- viewing pornographic material and their UNREALISTIC depictions of sex = unsatisfied with partners

- our standards are temporarily raised; ADAPTATION PHENOMENON

- love can breed loveliness

3. Similarity vs Complementarity

- Liking begets Loving
 - we like better those who are similar to us
- Do opposites really attract?
 - Perhaps we notice more the differences as we get ACCUSTOMED to each other's presence
 - we do pay MORE ATTENTION to differences than similarities
 - “the unusual grabs more attention!!!” (Myers)

→ Proximity and Attractiveness influence our initial attraction to someone; similarities influence longer-term attraction

4. Liking those who Like us

- ◆ Liking is usually mutual;

Would we expect to like those that hate us?

- We do learn to like people who like us; PANLILIGAW
 - “knowing others like us awakens our romantic feelings” (Myers)
- Ingratiation
 - intrinsic and extrinsic reasons
 - we like better those people we see as GENUINE
- Self-Esteem and Attraction
 - Lowered self-esteem
 - there is a need for social support; makes us VULNERABLE/OPEN to receive others
 - rebound relationships
- Gaining another's esteem
 - we like more, people who at first DID NOT LIKE US
 - more genuine when it began from the negative
 - all praise all the time – loses its POTENCY
 - healthy relationships can express both positive and negative feelings

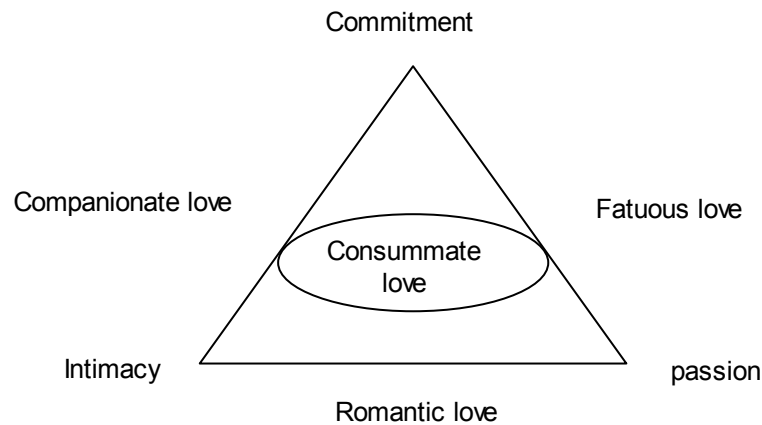
5. Relationship Rewards

- We like people because of the PLEASANT FEELING & ASSOCIATIONS we have of them
 - *reward theory of attraction*

LOVE

Passionate Love

- Robert Sternberg
 1. Passion - Eros
 - motivational side
 - one of the element quick to die out, habituation
 2. Intimacy - Ludus
 - emotional component
 - communication, sharing, closeness, support
 3. Commitment – Storge
 - cognitive dimension
 - SHORT-TERM decision to LOVE ANOTHER; LONG-TERM commitment to MAINTAIN that love



Fatuous love

- lack of intimacy
- sense of being connected with each other
- share role as husband and wife, but not really partners in life
 - sharing of dreams, aspirations, fears, insecurities

Companionate love

- empty love
- simply having someone to grow old with
- friendship up another notch

Romantic love

- ecstatic feeling for each other
- lacks commitment

John Lee's 6 Styles of Loving

- Three primary styles:
 1. Eros – Loving an ideal person
 2. Ludos – Love as a game
 3. Storge – Love as friendship
- Three secondary styles:
 1. Mania (Eros + Ludos) – Obsessive love
 2. Pragma (Ludos + Storge) – Realistic and practical love
 3. Agape (Eros + Storge) – Selfless love

Notes

- succession: passion, intimacy, commitment
 - passion eventually dies out, unless couples DEVELOP other DIMENSIONS, to FUEL the relationship, it might die out
 - it is a SUCCESSION of developmental stages, each with a different NEED from the other stages
- “Love Acts, *The Evolutionary Biology of Love*” suggests MATE SELECTION as motivated by evolutionary principles
 - propagation of genes
 - resource display, exclusivity, commitment and marriage, sexual intimacy, reproduction,

- resource sharing, parental involvement
- suggests that love is just some label we place, which functions aesthetically to differentiate and signify our human characteristics as being distinct from other species.

two-factor theory of emotion

arousal X label = emotion

- the same physiological arousal may be said of lust, liking, affection, passion, etc...; much the same as fear, anxiety, excitement, anger

What about homosexual relationships and heterosexual partners who adopt?

- There is no reproductive investment in such, but they experience the same phenomenon of love

Variations in love

1. Time and Culture
 - in some culture, love only comes after marriage
 - arranged marriages
2. Self-monitoring
 - people high in self-monitoring
 - more sexually promiscuous, date more often, have more but shorter relationships
 - they are PRONE to make a GOOD first IMPRESSION, but fail to give a FOLLOW through when the RELATIONSHIP progresses
 - low self-monitors, are more natural
 - they exhibit WHO THEY REALLY ARE immediately

Maintaining Close Relationships

Attachment styles

- many believe to be ROOTED in the parenting STYLE; RESPONSIVENESS of primary caregivers

Secure Attachment

- Having a sense of trust, despite anxiety caused by separation
 - mother is leaving now, but she will be back
- that everything will be okay

Insecure Attachment

- Overly CLINGING when about to be SEPARATED, but AMBIVALENT when together

Equity

- we usually expect to RECEIVE as much as we INVEST
 - in more enduring love and friendship relationships, the PAYMENT may come in different forms
 - *utang ng loob*

Self-Disclosure

- typical when people SHARE personal INFORMATION
- revealing INTIMATE information
 - people become CHOOSY whom to disclose these to
- important in UNDERSTANDING one's SELF, we come to KNOW OURSELVES
 - putting FEELINGS into WORDS allows for BETTER PROCESSING
- making ourselves TRANSPARENT, EXPRESING thoughts and feelings allow for HEALTHY psychological WELL-BEING

- evident in therapy
- they get in touch with TRUE SELF

Why do people often fear self-disclosure?

- Fear of REJECTION and a NEGATIVE EVALUATION from others
 - apprehension to reveal BAD HABITS
- not self-disclosing results in the continued effort to HIDE our TRUE SELVES
- THERAPISTS must also be WILLING to self-disclose
 - create an atmosphere of TRUST
 - sometimes proves DIFFICULT
 - experiments show improvement in clients
 - need to balance the OBJECTIVE of the therapy; DAUNTING task for therapists

Disclosure Reciprocity

Dyadic Effect /Disclosure Reciprocity- people often match the level of intimacy being volunteered in a conversation

Why do we match the level of intimacy?

- A RESPONSE to the developed ATTRACTION and TRUST
- provides us with a CUE as to how we should RESPOND
- Friends and Romantic Partners
- already established TRUST does not require reciprocity
 - person already knows that friend will LISTEN
- Men and Women
- social dictates
 - it's not that men do not want to be self-disclosing; they are SUPPRESSED by SOCIAL NORMS
 - gender ROLES and EXPECTATIONS play a significant role
- Traumatic Experiences
- studies show that disclosing traumatic experiences reduces overall tension, stress and physical deterioration; COMMON KNOWLEDGE!!!
 - probably REASON why PSYCHOTHERAPY works
- keeping unwanted THOUGHTS inside requires COGNITIVE and physiological RESOURCES
 - hence the DETERIORATION of overall HEALTH

Ending Relationships

- Individualists place more PRESSURE on their RELATIONSHIPS
 - GREATER need to SATISFY self

The detachments process

- it is a process, NOT an EVENT
- 1. follows a sequence
- 2. grievance over the loss of a partner
- 3. deep sadness
- 4. emotional detachment
- 5. return to normal living
- availability of replacements can alleviate DIFFICULTY of breaking up

Coping with Failing relationships:

Loyalty

- sticking together

Neglect

- being passive, ignoring relationship problems

Voice

- actively taking steps to fix the problem

– satisfying relationships are not devoid of conflicts; they take ACTIVE PARTICIPATION in maintaining communication (intimacy)

Notes:

- “love makes us WEAK and VULNERABLE”; it leads us to break ourselves (SACRIFICE)
- GENUINE love expects us to GIVE and NOT ANTICIPATE return
 - makes the PAYMENT more potent
- a REALIZATION that a relationship evolves through time, much as personality, and everything else for that matter, helps people to better prepare and expect the things to come.