RELATIONSHIPS
Filtering Model of Mate Selection

Romantic relationships involve 4 fixed stages:

- Stage 1: Proximity Filter
- Stage 2: Stimulus Filter
- Stage 3: Value Filter
- Stage 4: Role Filter
Filtering Model of Mate Selection

Stage 1: Proximity Filter:
Identify pool of eligible mates

“Narrowing the Field stage”
Filtering Model of Mate Selection

Stage 2: Stimulus Filter:

Relationship based on external attributes

(e.g., physical attractiveness)

“Attraction stage”
Filtering Model of Mate Selection

Stage 3: Value Filter:

Relationship based on a shared value and belief system

Determine similarity

“Attachment stage”
Filtering Model of Mate Selection

Stage 4: Role Filter:

Relationship based on successful fulfillment of one’s roles

“Commitment stage”
Social Exchange Theory

Based on the Max-Min principle

- People seek to maximize their benefits and minimize their costs

- A relationship is more satisfying the more rewards and fewer costs it entails
Social Exchange Theory

**Rewards**: All positive things that a close relationship offers people. These are all of the reasons why somebody would want to be in a relationship.

**Costs**: All of the downsides to a relationship. These are all of the reasons why somebody would not want to be in a relationship.

**Outcome**: The difference between the rewards and costs of a relationship.

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\text{Outcome} = \text{Rewards} - \text{Costs}
\]
Social Exchange Theory

Additional factors that influence one’s interpretation of the outcome:

Comparison level (CL): The standard against which the outcome is compared.

Comparison level alternative (CLalt): A person’s expectations about his or her other alternatives.
Self-Disclosure

Reveal intimate aspects of self to another
Social Penetration Theory

Proposes that:

1. Relationships progress from superficial exchanges to more intimate ones.

2. Specific stages of relationships are characterized by specific patterns of self-disclosure.
Social Penetration Theory

Stage 1: Initial encounters
- Self-disclosure follows strict pattern of reciprocity

Stage 2: Established relationships
- Self-disclosure does NOT follow strict pattern of reciprocity. Partners self-disclose but do not expect nor receive reciprocity each time they self-disclose
Self-Disclosure

We......

disclose to people we like

like the people we disclose to

like people who disclose to us
Love in the Lab

1. Two strangers put in a room together for 90 minutes during which time they exchange intimate information

2. They stare into each other’s eyes for 2 min. without talking

3. “Tell the other person what you like about him/her”

4. Participants leave by separate doors
Psychological “Love Potion”

Want somebody to fall in love with you?

1. Talk intimately with them

2. Do a risk taking activity together

3. Acknowledge your feelings: “I like you”