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

Stage 1: Proximity Filter:
Identify pool of eligible mates
"Narrowing the Field stage"

Stage 2: Stimulus Filter:
Relationship based on external attributes (e.g., physical attractiveness)
"Attraction stage"

Stage 3: Value Filter:
Relationship based on a shared value and belief system
Determine similarity
"Attachment stage"

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.

Outcome = Rewards - 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 others' 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”