**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

**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**

**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

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”