**CHAPTER 18**

**Individual Interaction**

**Section 1: Interpersonal Attraction**

**Chapter Objectives**

Explain how we depend on others to survive and the factors that influence our attractions to others.

**Main Idea**

We depend on others to survive. We are attracted to certain people because of factors such as proximity, reward values, physical appearance, approval, similarity, and complementarity.

**Vocabulary**

social psychology: the study of how our thoughts, feelings, perceptions, and behaviors are influenced by interactions with others

social cognition: focuses on how we perceive, store, and retrieve information about social interactions

physical proximity: the distance of one person to another person

stimulation value: the ability of a person to interest you in or to expose you to new ideas and experiences

utility value: the ability of a person to help another achieve his or her goals

ego-support value: the ability of a person to provide another person with sympathy, encouragement, and approval

complementarity: the attraction that often develops between opposite types of people because of the ability of one to supply what the other lacks

**Why You Need Friends**

Social psychology

Social cognition

•Being around other humans is a habit that we acquire beginning at birth.

•Social psychologist have found that we need company most when we are afraid or anxious, and we also need company when we are unsure of ourselves and want to compare our feelings with other peoples’.

•Many individuals use the performance of others as a basis for self-evaluation.

•Friendship also offers support in trying times.

**How You Choose Friends**

•Factors in friend-choice:

–Physical proximity—the distance from one another that people live or work is one of the most important factors in determining whether two people will become friends.

–Rewards values are another reason people become friends:

•Stimulation value

•Utility value

•Ego-support value

–Physical appearance—people tend to hold more positive views of physically attractive people than those people who are not attractive.

–Approval—we choose friends who agree with and support us—they provide ego-support value.

–Similarity—we tend to choose friends whose backgrounds, attitudes, and interests are similar to our own.

**Reasons we choose friends:**

–Agreement about what is stimulating, worthwhile, or fun provides the basis for sharing activities.

–Most of us feel uneasy around people who are constantly challenging our views.

–People who agree about things usually find it easier to communicate with each other.

•Some people do choose friends or mates who are complementarity

**Section 2: Social Perception**

**Chapter Objectives**: Describe the ways in which we explain the behavior of others by making judgments about them based on our perceptions of them.

**Main Idea**: We explain the behavior of others by making judgments about them. Our judgments are influenced by our perceptions of others.

**Vocabulary:**

primacy effect: the tendency to form opinions about others based on first impressions

stereotype: a set of assumptions about people in a given category summarizing our experience and beliefs about groups of people

attribution theory: a collection of principles based on our explanations of the causes of events, other people’s behavior

fundamental attribution error: an inclination to over attribute others’ behavior to internal causes (dispositional factors) and discount the situational factors contributing to their behavior

actor-observer bias: tendency to attribute one’s own behavior to outside causes but attribute the behavior of others to internal causes

self-serving bias: a tendency to claim success is due to our efforts, while failure is due to circumstances beyond our control

nonverbal communication: the process through which messages are conveyed using space, body language, and facial expression

**Objectives**

•Explain how we use first impressions and schemas.

•Describe several factors that influence how we interpret other’s behavior.

**First Impressions**

•Primacy effect

–First impressions sometimes become a self-fulfilling prophecy.

•A **schema** is the knowledge or set of assumptions that we develop about any person or event.

–Schemas allow us to organize information and predict behavior so that we can respond appropriately in social situations.

–Schemas can influence and distort our thoughts, perceptions, and behaviors.

–We also form schemas about events.

•Stereotype

–They can be negative or positive, and should be modified by experience.

**Attribution Theory**

–Internal attributions (dispositional)—personal characteristics.

–External attributions (situational)—acting in response to a situation.

•Fundamental attribution error

•Actor-observer bias

•Self-serving bias

**Nonverbal Communication**

•Many of the gestures we make and postures we adopt are governed by very subtle social rules.

**Section 3: Personal Relationships**

**Personal Relationships**

Explore the different types of love and relationships people experience throughout their lives.

**Main Idea:** People experience different types of love and relationships throughout their lives.

**Vocabulary**

**generational identity**: the theory that people of different ages tend to think differently about certain issues because of different formative experiences

**Objectives**

•Describe sources of parent-adolescent conflict.

•Describe different types of love.

**Parent-Child Relationships**

•Erik Erikson believed that parent-child relationships could influence people’s later adult expectations about their relationships with the significant people in their lives.

•Parents also provide the first model of a marital relationship.

•Parent-child conflict may develop during adolescence.

**Causes:**

–Generational identity

–Changes in both the parent and child over the years.

–The parent and child have different ideologies and concerns.

**Love Relationships**

•Two common types of love:

–Passionate love—intense, sensual, and all-consuming love.

–Companionate love—friendship, liking someone, mutual trusting, and wanting to be with him or her.

•Liking is based primarily on respect for another person and the feeling that he or she is similar to you.

•Zick Rubin identified three major components of romantic love:

–Need—a longing, hunger for that other person.

–Caring—the desire to give.

–Intimacy—special knowledge of each other derived from uncensored self-disclosure.

•Rubin found that women expressed the same degree of love for her partner as he did for her.

•Robert Sternberg’s triangular theory of love contends that love is made up of three parts that are present in various combinations:

–Intimacy

–Passion

–Commitment

•Two principles tend to govern behavior leading to successful marriages:

–Endogamy—the tendency to marry someone who is from one’s own social group.

–Homogamy—the tendency to marry someone who has similar attributes.

•Healthy adjustments to marriage seems to hinge on whether:

–the couple’s needs are compatible.

–the husband’s and wife’s images of themselves coincide with their images of each other.

–they agree on what the husband’s and wife’s roles in the marriage are.

•Most people who end up divorced experience “separation shock”—a period of mourning that lasts until the person suddenly realizes that he or she has survived.

•Children have a harder time adjusting to divorce because they:

–usually do not want the divorce to occur.

–might not understand the reasons for the divorce.

–can’t exercise any control over the situation.

–are not emotionally mature enough to deal with the experience.

**Schachter’s Results:** These graphs show the results of Schachter’s experiment about the effects of anxiety on affiliation. See Figure 18.2 on textbook page 521.

**Triangular Theory of Love Intimacy** refers to the feeling part of love—as when we feel close to another. Passion is love’s motivating aspect—feeling physically aroused and attracted to someone. Commitment is the thinking component—when we realize that a relationship is love and we desire to maintain that relationship over time. See Figure 18.10 on textbook page 539.

**Profiles in Psychology**

Sigmund Freud 1856–1939 “Martha is mine, the sweet girl of whom everyone speaks with admiration, who despite all my resistance captivated my heart at our first meeting, the girl I feared to court and who came toward me with high-minded confidence, who strengthened the faith in my own value and gave me new hope and energy to work when I needed it most.