**Study Guide: Ch. 14: Interpersonal attraction**

**Social Psychology**

**Terms**

Psychological need

Loneliness

Rejections sensitivity

Reward model of liking

Transference

Gain-loss theory

Halo effect

Averageness effect

1. What happens when the need to belong is satisfied? What happens when it is chronically unmet?
2. What does it mean to say that we have innate affiliation behaviors?
3. Does where you live in the apartment complex influence who your friends will be?
4. According to the reward model of liking, people who are associated with what increase their chances of being liked?
5. How does transference increase liking for someone?
6. Give an example of the types of people who are liked because they have culturally valued attributes.
7. You should be able to recognize the personality traits that we generally value.
8. Are the personality traits that we think we like necessarily those that we really do?
9. Do we like people based on actual or perceived similarity?
10. When we believe that our view of the world is similar to someone else’s, does that increase liking?
11. What does it mean to “I-share” with others?
12. Are we more attracted to people who like us, or those who are “hard to get”?
13. Do we like people who flatter us?
14. What is the spark that gets a relationship going and determines whether you and your blink date go out again?
15. Are other people’s ratings of you influenced by the person you are with?
16. How does “what is beautiful is good” play out in children’s stories and fairy tales?
17. What are two common characteristics of attractive faces?
18. What type of female body do men most commonly find attractive?
19. What characteristics do women find attractive in men – both physical and other/
20. What are these supposed to represent?
21. You should be able to recognize gender differences in sexual attitudes and behaviors.
22. You should be able to recognize the five most common reasons that people gave for having sex.
23. In current US society, what relationship/s make sex acceptable in the eyes of others?
24. When we survey men and women in committed relationships, are men or women more concerned about their partners having a passionate sexual affair? An emotional affair?