

ATTRACTION AND MATE SELECTION

Interpersonal Relations

- I. Attraction: Why We Like Some People But Not Others
 - A. Personality - Pratfall Effect (read in Bradbury & Karney, pp. 203-205)
 - B. Similarity: Liking People Who Are Like Us
 - C. Familiarity: Liking What We Know – Mere-exposure Effect
 - D. Reciprocity: Liking People Who Like Us; Gain-Loss Theory

- II. Romantic and Sexual Attraction: The Difference between “I Like You” and “I *Really* Like You”
 - A. Physical Appearance: How Much Does it Matter?
 - 1. Sprecher (1989) “preferences vs. reality” study
 - 2. Matching phenomenon
 - B. What makes someone hot and others not? (read Q1 in Lewandowski et al.)
 - C. Physical Appearance: Why Does it Matter?
 - 1. The Physical Attractiveness Stereotype
 - 2. Characteristics of the Physically Attractive
 - 3. Snyder, Tanke, & Berscheid (1977) “self-fulfilling prophecy” study
 - D. Romantic Attraction in Long-term vs. Short-term Relationships
 - E. Romantic Attraction and Situations
 - 1. Schachter’s Two-Component Theory
 - a. Misattribution of the Source of Arousal
 - b. Dutton & Aron (1974) “bridge” study
 - c. Meta-analysis on arousal and attraction
 - 2. Montoya’s (2005) “minimum standards” study
 - F. Unrequited Love

- III. Mate Selection: From Chemistry to Connection
 - A. Finkel & Eastwick (2008) “speed dating preferences” study
 - B. Proximity: Making Interaction Possible (read in Bradbury & Karney, pp. 232-233)
 - C. Q2, How can I tell if someone’s interested in me?
 - D. Self-disclosure: Knowing and Being Known
 - 1. Altman & Taylor’s (1973) Social Penetration Theory
 - 2. Meta analysis by Collins and Miller (1994)

- IV. Hooking up in College (read in Bradbury & Karney, pp. 238-239)

Optional Readings from Lewandowski et al.

Q3 *What’s the best way to meet someone?*

Q9 *Is there any truth to the saying that “we marry our father/mother?”*