

Andy Hertel
Introduction to Social Psychology

**Psychology 3201:
Introduction to Social
Psychology**

Elliott Hall Room N119
Wednesday, November 23
2:30-4:25 PM

Today

- Long-term Close Relationships

Long-Term Close Relationships

- Why and how do we remain in close relationships?
- Why and how are close relationships ended?

Long-Term Close Relationships

- Two types of theories
- Stage vs. Continuum
 - Stage
 - Continuing a close relationship depends on different factors at different points in time
 - Continuum
 - Continuing a close relationship depends on same factors across all points in time

Long-Term Close Relationships

- Murstein's Stimulus-Value-Role Theory
 - Stimulus
 - External attributes
 - e.g., physical attractiveness
 - Value
 - Similarity of values and beliefs
 - Role
 - Fulfillment of roles and commitment
 - e.g., husband and wife

Long-Term Close Relationships

- Social Exchange Theory
 - Focus on benefits and costs
 - We are motivated to maximize benefits and minimize costs

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Long-Term Close Relationships

- Social Exchange Theory
 - 4 major components
 - Rewards
 - Costs
 - Expectations
 - Comparison level (CL)
 - Based on past relationships
 - Comparison level for alternatives (CLalt)
 - Based on other possible future relationships
 - Outcome

Long-Term Close Relationships

- Social Exchange Theory

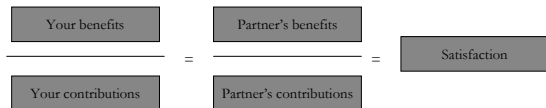
	Outcome (rewards – costs)			
	Positive		Negative	
	High CL	Low CL	High CL	Low CL
High CLalt	Satisfied Unstable	Satisfied Unstable	Unsatisfied Unstable	Satisfied Unstable
Low CLalt	Satisfied Stable	Satisfied Stable	Unsatisfied Stable	Satisfied Stable

Long-Term Close Relationships

- Social Exchange Theory
- Investment
 - Things we have given to a relationship that we cannot take back
 - Time, energy, emotional involvement, shared experiences, sacrifices
 - Investments are as important as satisfaction and stability in determining whether we stay in a relationship

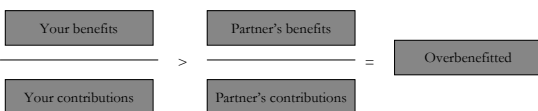
Long-Term Close Relationships

- Equity Theory
 - Focus on balance of benefits between relationship partners
 - We are motivated to achieve equal benefits for all involved



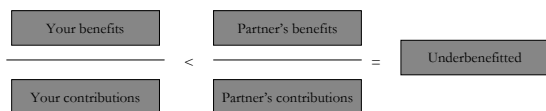
Long-Term Close Relationships

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Long-Term Close Relationships

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Long-Term Close Relationships

- Equity Theory
 - Exchange Relationship
 - Expectation that benefits are exchanged in kind in the immediate future

Long-Term Close Relationships

- Equity Theory
 - Exchange Relationship
 - Expectation that benefits are exchanged in kind in the immediate future
 - Communal Relationship
 - Expectation that benefits are exchanged in kind over the long haul

Long-Term Close Relationships

Situation	Exchange	Communal
Do a favor for the partner	Partner is liked if he/she returns the favor immediately	Partner is disliked if he/she returns the favor immediately
Partner does a favor	Partner is liked if he/she asks for an immediate return of the favor	Partner is disliked if he/she asks for an immediate return of the favor

Long-Term Close Relationships

- Interpersonal Trust
 - Reliability trust
 - Expectations that the partner will do what is promised
 - Emotional
 - Expectations that partner can be counted on to protect needs
 - Self-interest vs. altruism
 - Trust serves to fend off relationship threats
 - Related to intimacy

Long-Term Close Relationships

- Attachment Style
 - Secure
 - Seek closeness, trusting
 - Avoidant
 - Avoid closeness, somewhat trusting
 - Insecure (anxious/ambivalent)
 - Uncomfortable with closeness, not trusting

Long-Term Close Relationships

- Attachment Style
 - Secure
 - Develop long-lasting relationships
 - Companionate love
 - Avoidant
 - Avoid relationships
 - Anxious/ambivalent (insecure)
 - Develop short-lived relationships
 - Passionate love

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Long-Term Close Relationships

- Social Power
 - A person's ability to influence the behavior, thoughts, or feelings of another person and resist their influence
- Principal of least interest
 - Person less committed to the relationship has more power

Long-Term Close Relationships

- Jealousy
 - Emotion in response to threat from a rival towards a relationship
 - Evolution and jealousy (Buss)
 - Men = jealousy in response to sexual infidelity
 - Women = jealousy in response to emotional infidelity

Long-Term Close Relationships

- Jealousy
 - Buss et al. (1999)
 - Which would be more distressing?
 - (a) your partner having passionate sexual intercourse with another person?
 - (b) your partner forming a deep emotional attachment to another person?
 - Women tended to pick b more than a
 - Men tended to pick a more than b
 - But...Berman et al. (2005)
 - No differences in terms of actual behavior

Long-Term Close Relationships

- Coping with bad relationships
 - Passive strategies
 - Wait until things improve
 - Wait for the inevitable break-up
 - Active strategies
 - Work constructively to improve the relationship
 - Exit the relationship

Long-Term Close Relationships

- The dissolution of a relationship
 - A series of steps
 - Intrapersonal...
 - Dyadic...
 - Interpersonal...
 - Intrapersonal...

Long-Term Close Relationships

- Coping with the dissolution of a relationship
 - How you feel about it depends on whether you
 - Left the other person
 - Were left by the other person
 - Mutually agreed up on the dissolution
 - Those who left the relationship tend to be better off

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Exam 2 Results

High	49
Low	26
Mean	38.3
Median	38.0
Mode	38.0

Exam 2 Results

A	5
A-	6
B+	3
B	5
B-	8
C+	2
C	8
C-	7
D+	1
D	5
D-	5
F	5

Exam 2 Results

- Mean comparison
 - Exam 1 = 36.42, Exam 2 = 38.3
- Exam 1 and 2 scores correlate at $r = .90$

Exam 2 Results

- You may visit with your section leader by appointment to look over your test
- You may turn in written disputes over any missed items by next Friday (12/2)
 - Dispute must contain a specific rationale