

ATTRACTION AND RELATIONSHIPS

Reading: Franzoi, Chapter 11

Terms You Should Know

Interpersonal Attraction .....  
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Need for Affiliation .....  
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Social Anxiety .....  
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Social Comparison Theory .....  
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Social Exchange Theory .....  
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Attachment .....  
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Secure Attachment .....  
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Avoidant Attachment .....  
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Anxious-Ambivalent  
Attachment .....  
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Loneliness .....  
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Emotional Isolation .....  
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Social Isolation

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**Situational Influences on Attraction**

Proximity

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Personal Space

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Familiarity

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Anxiety-affiliation effect

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Exposure effect

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**Characteristics of Others**

Attractiveness

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Body Esteem

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Similarity

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Complementary

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Reciprocity

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Physical aspects of attraction

Beautiful is *GOOD*

Stereotype

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Matching hypothesis

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Learning Theories of Attraction

Reinforcement Affect Model  
of Attraction

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Theories of Attraction

Balance Theoretical  
Approach to Attraction

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Equity Theory

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Reinforcement Affect

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Biological

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Social Comparison

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Social Anxiety

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## Concepts you Should Master

1. What factors influence our affiliation desires?
2. Be able to describe the various types and levels of attraction.
3. What are the three types of attachment and how are they seen?
4. What are the situational components of attraction?
5. Is similarity necessary for attraction?
6. What role does physical attractiveness have in establishing relationships ?
7. The idea of RECIPROCITY is important in the theories and research on attraction. What does this term mean and how does it influence relationships?