



# Interpersonal Attraction: Review & Follow-ups

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Psych 212

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# Today's Agenda

- Proximity
  - How would proximity play a role in the era of Internet?
- Liking without thinking
  - Classic studies on impression formation and misattribution of arousal
- Similarity
  - More nuanced effect of similarity on attraction
- Physical Attractiveness
  - Is beauty objective or subjective?
- Evolutionary explanation on attraction
  - How does evolutionary psychology explain mate selection preferences of men and women?

# Proximity

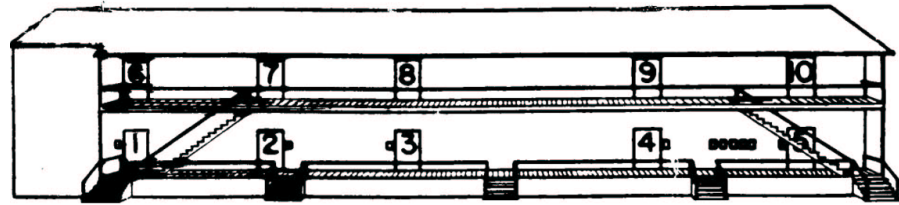
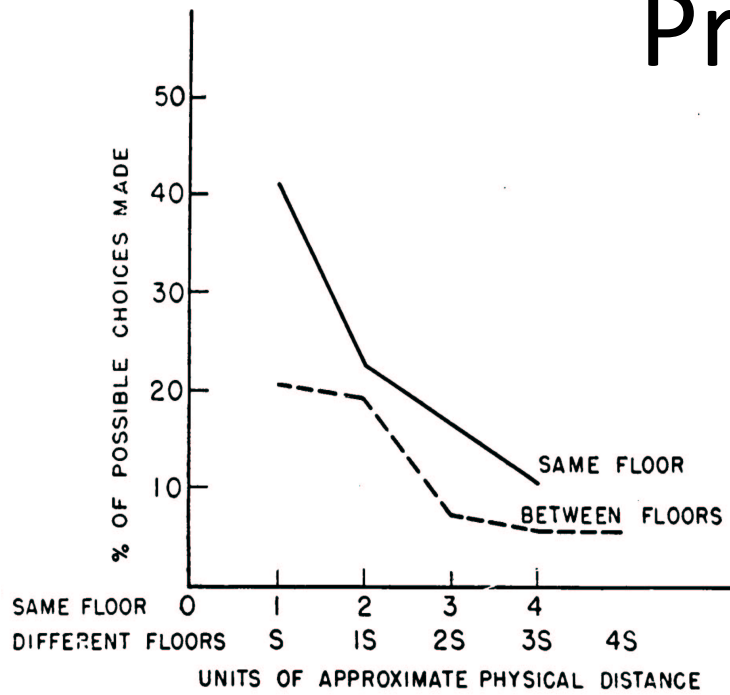
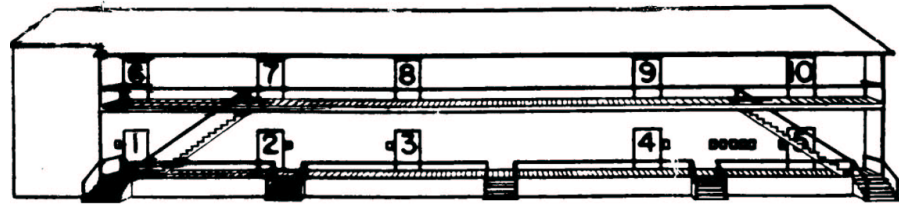
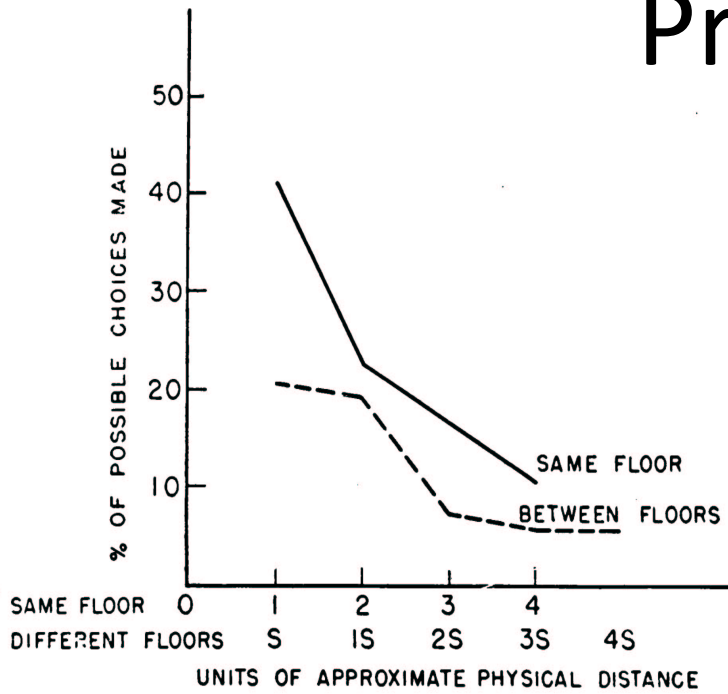
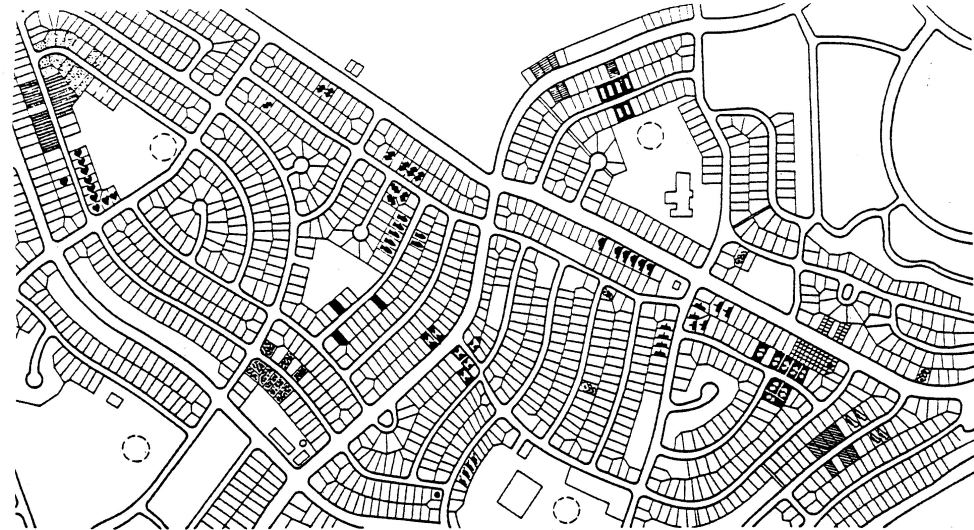
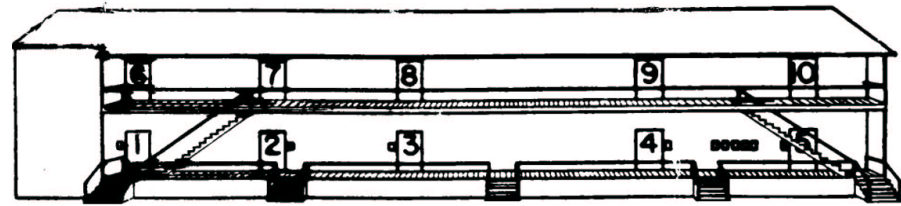
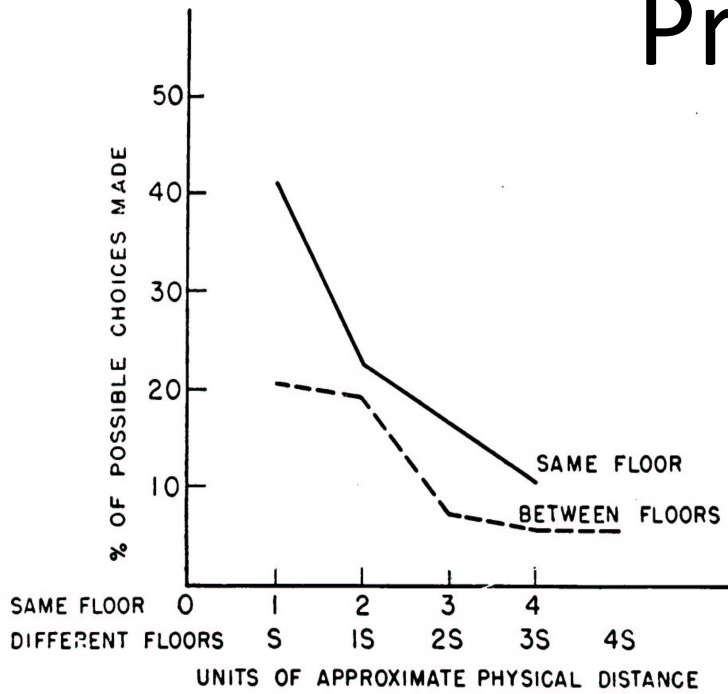


FIG. 4. Relationship Between Physical Distance and Sociometric Choices in Westgate West

# Proximity

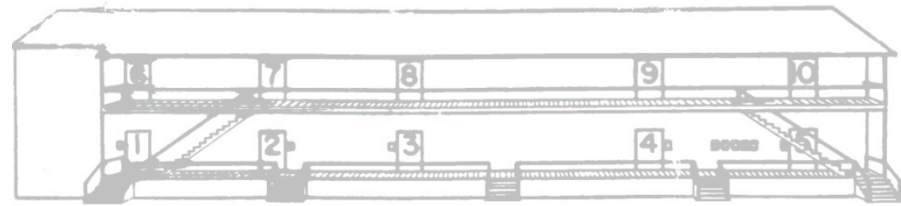
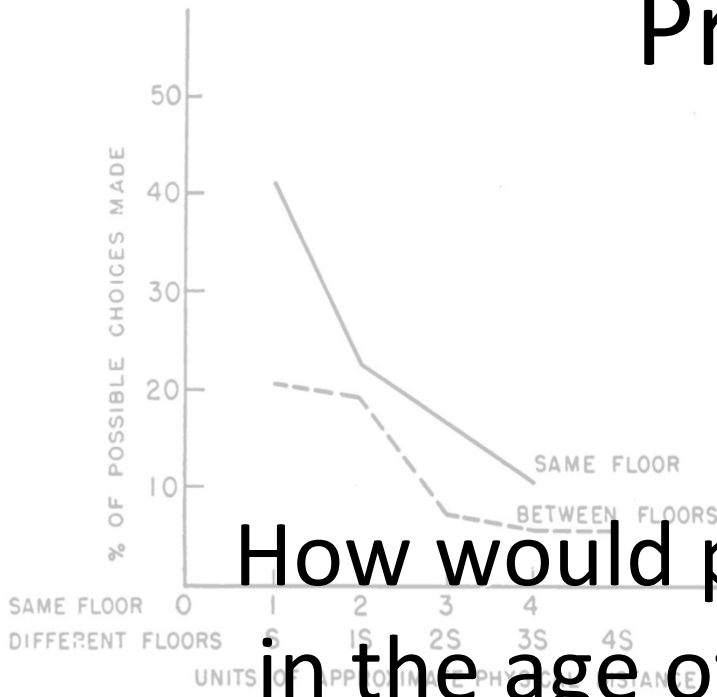


# Proximity



- |                                      |                                    |                                   |
|--------------------------------------|------------------------------------|-----------------------------------|
| Valentine costume party              | New Year's Eve party               | First meeting of new bridge group |
| Surprise baby shower                 | Fishhouse punch party              | Eggnog before Poinsettia Ball     |
| P.T.A. Bunco party                   | Meeting of The Homemakers          | Come-as-you-are birthday party    |
| Hosts at progressive dinner party    | Pre-dance cocktails                | Saturday-night bridge group       |
| Picnic at Sauk Trail Forest Preserve | Breakfast after Homesteaders dance | Gourmet Society                   |
| Christmas-gift-exchange party        | Saturday-night party               |                                   |
| New once-a-month bridge club         | New Year's Eve party               |                                   |

# Proximity



How would proximity play a role in the age of high connectivity?

FIG. 4. Relationship Between Physical Distance and Sociometric Choices in Westgate West



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- |                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                       |
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- Wired Netville residents had more local ties than those who were offline.

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Recognized by name		
Talked to on a regular basis		
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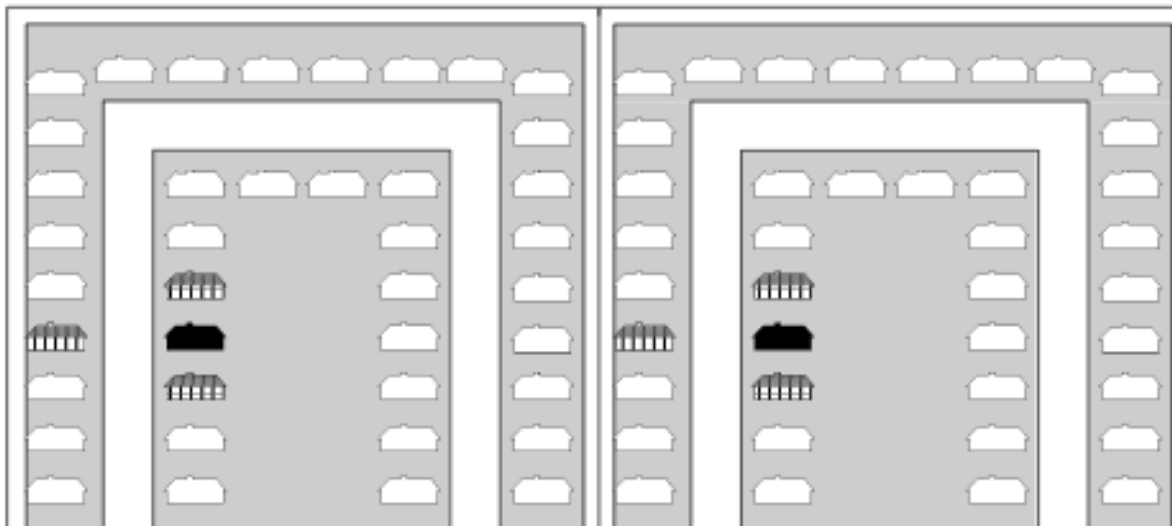
	<b>Wired</b>	<b>Non-Wired</b>
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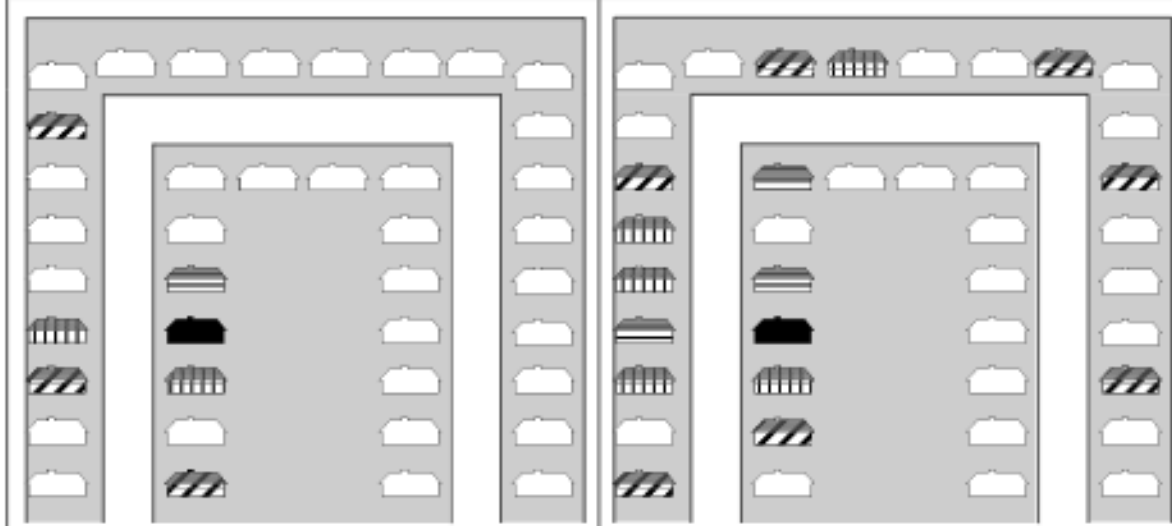
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- Wired Netville residents’ ties were more widespread.








A. Non-wired, early settlement

B. Wired, early settlement



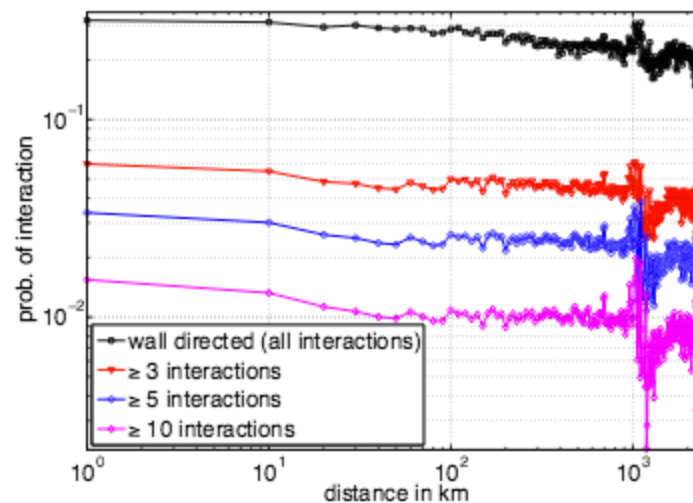
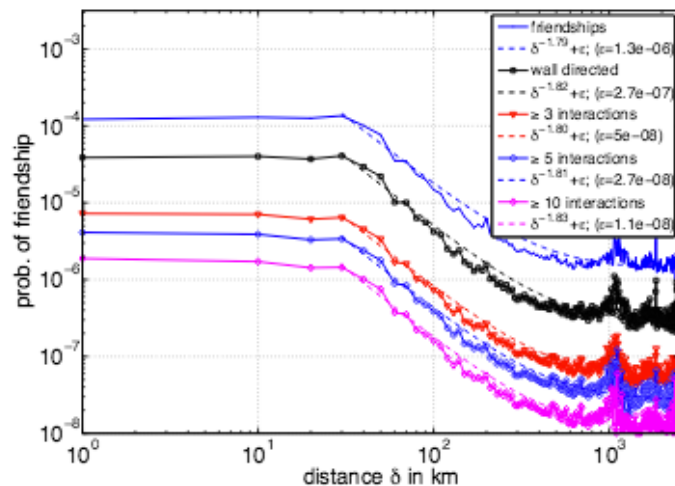
C. Non-wired, settled

D. Wired, settled

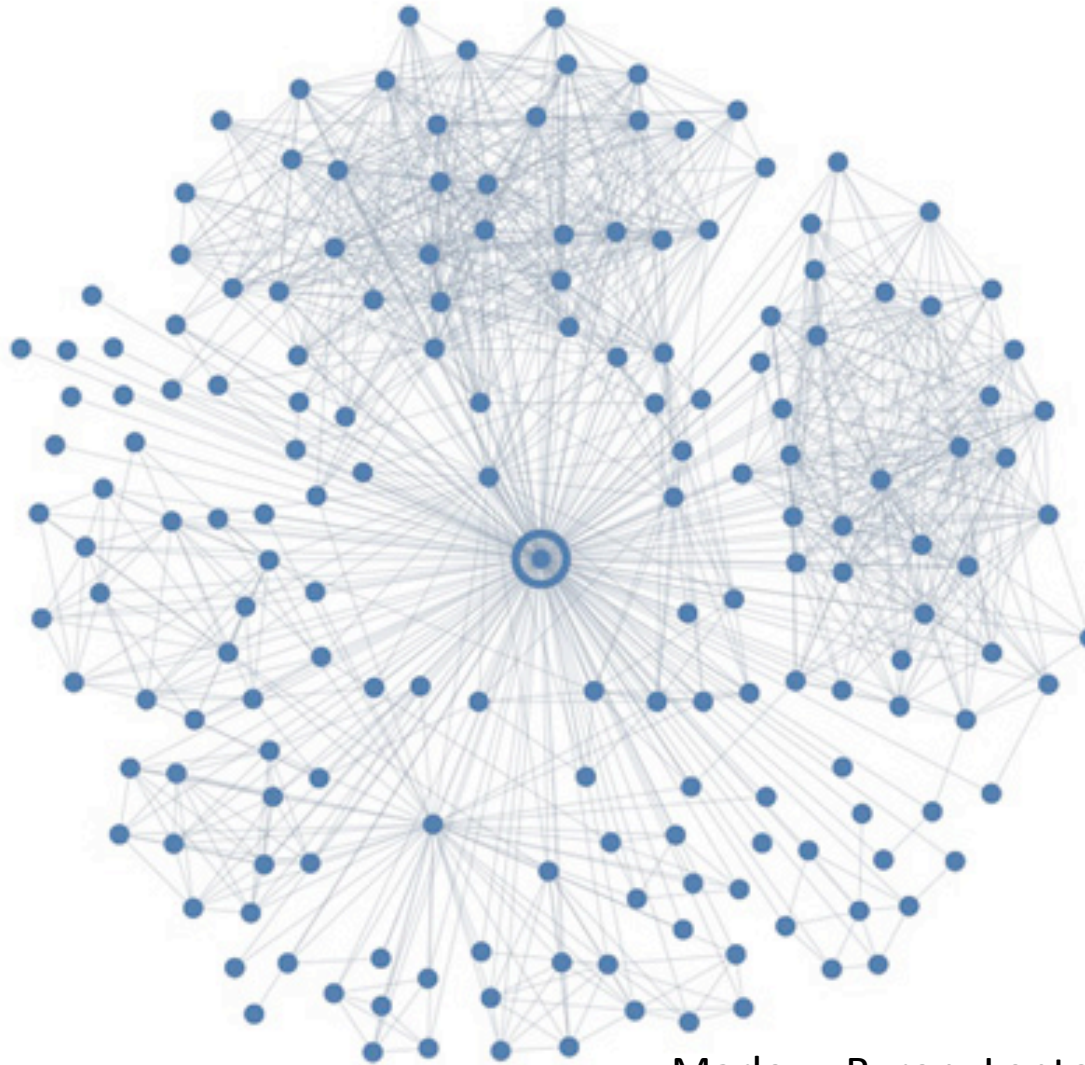
 House     
  Ego     
  Strong Tie  
 Weak Tie     
  Knowing Tie

# Geographical distance & online social interaction (Kaltenbrunner et al., 2012)

- Geographical distance predicted how friendships were made.
  - 60% of social links between users: < 10km
- However, distance was unrelated to interactions.



# “Network Neighborhood”



Marlow, Byron, Lento, & Rosenn, 2009

# Mere Exposure Effect

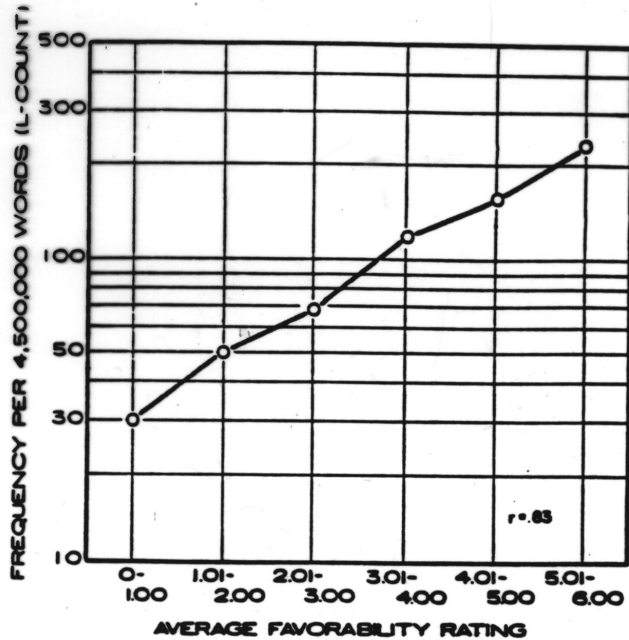


FIG. 1. Average frequencies of 555 adjectives rated for favorability. (Based on data from Anderson, 1964.)

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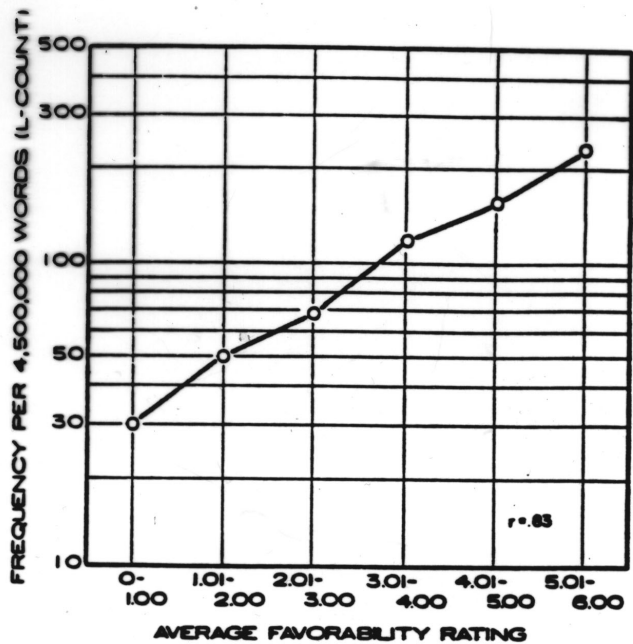


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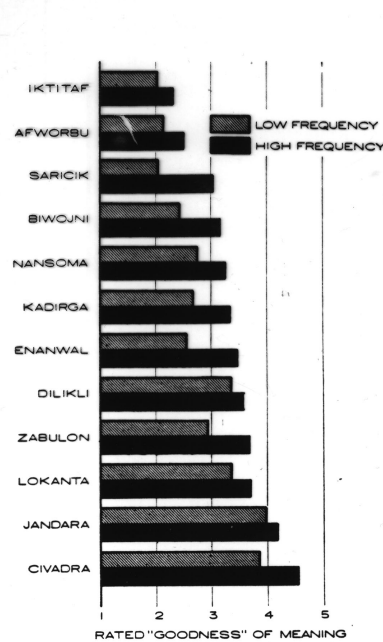


FIG. 3. Average rated affective connotation of nonsense words exposed with low and high frequencies.



FIG. 4. Average rated affective connotation of Chinese-like characters exposed with low and high frequencies.



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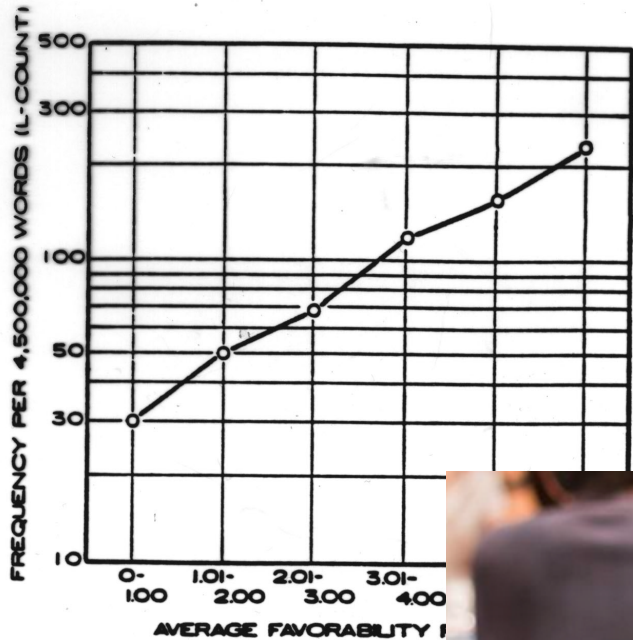


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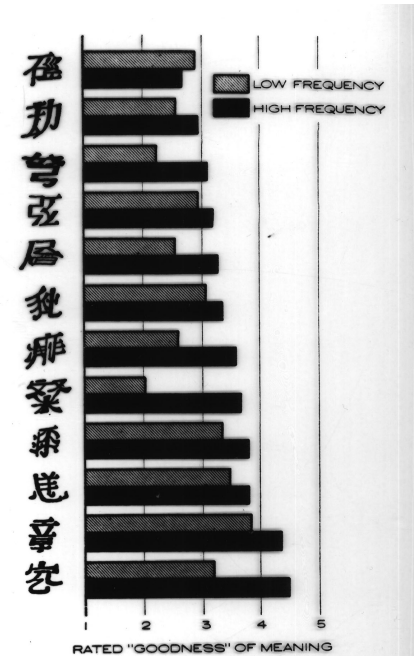
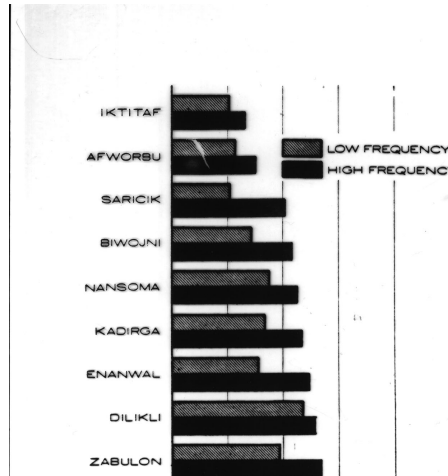


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How others see me

How I see myself

# Preferences without Inferences (Feeling without Thinking)

- Feelings are...
  - First, fast, primary
  - Basic, universal
  - Inescapable
  - Irrevocable
  - Inarticulate (often)

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How we may “misattribute” physiological arousal to being attracted to someone.

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- Replicated with even “thinner” slices (< 6 or 15 s).

# First Impressions in 100-ms

(Willis & Todorov, 2005)

- Manipulated the exposure time of unfamiliar faces: 100 ms, 500 ms, 1,000 ms.
- Judgments on attractiveness, likeability, trustworthiness, ...



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- Judgments made after a 100-ms exposure correlated highly with judgments made without time constraints.
- Longer exposure did not change the correlation of trait judgments—is only increased the confidence.

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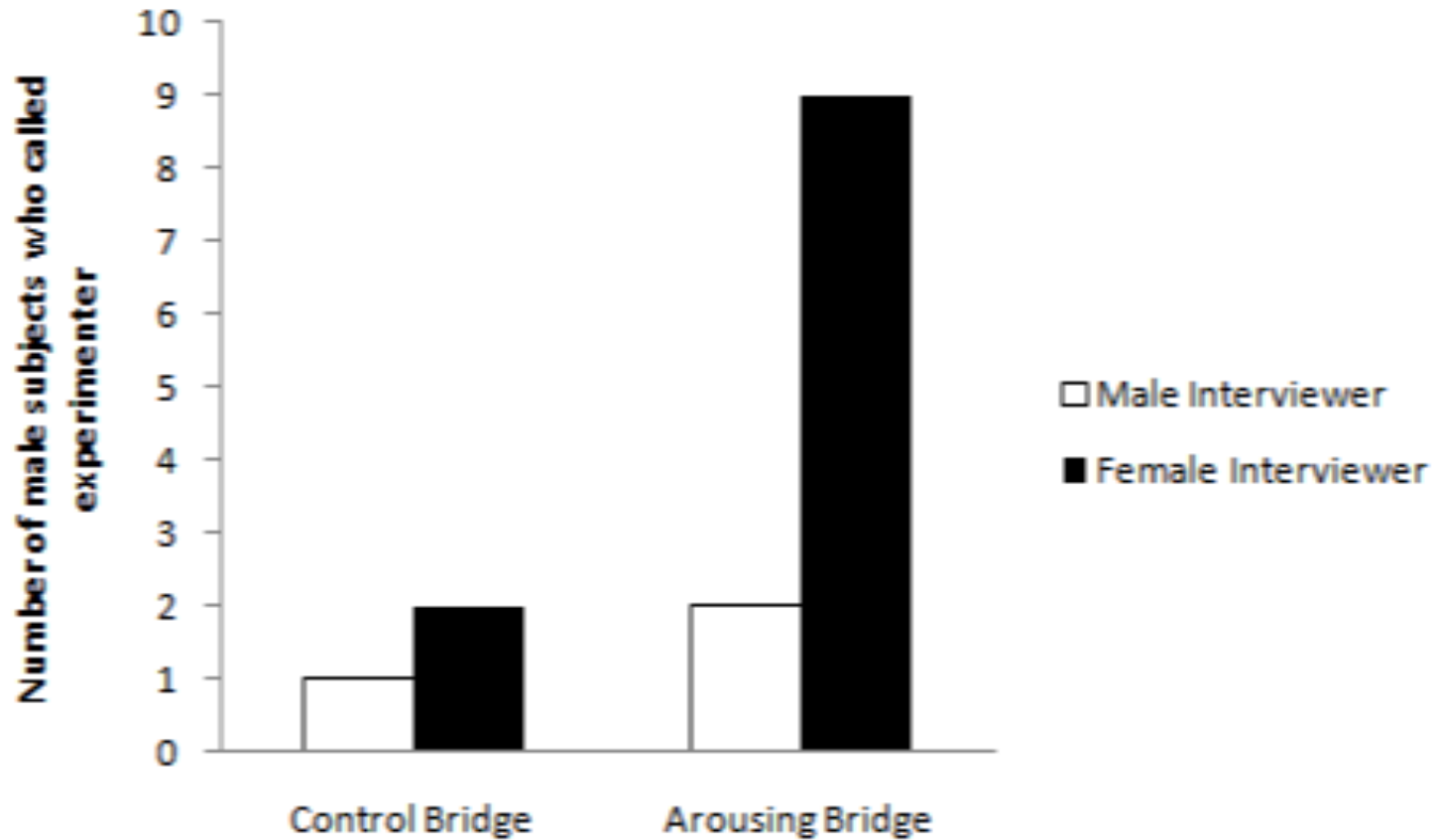
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How we may “misattribute” physiological arousal to being attracted to someone.

# Bridge Study (Dutton & Aron, 1974)



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# Similarity

- Similarity breeds more liking
  - Common ground
  - Cognitive consistency (Balance Theory)
  - Even “incidental” similarities (e.g., names, birthday, hometown,..) increase liking.
  - Mimicry

# Perceived Similarity and Actual Similarity

- Perceived similarity and attraction was highly correlated in lab studies, short-interaction studies, and existing relationship studies.

# Perceived Similarity and Actual Similarity

- Perceived similarity and attraction was highly correlated in lab studies, short-interaction studies, and existing relationship studies.
- However, the link between *actual* similarity and attraction was **weaker** for **short-interaction studies**.
- There was **no relation** between *actual* similarity and attraction in **existing relationships**.



# Online Dating Services' Matching Algorithms Using Similarity—is it effective?

- Does similarity predicts more satisfying and longer-lasting relationships over time?

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- Personality (vs. demographic) similarity does not predict romantic outcomes very well.
  - Some personality is negative (e.g., neuroticism).

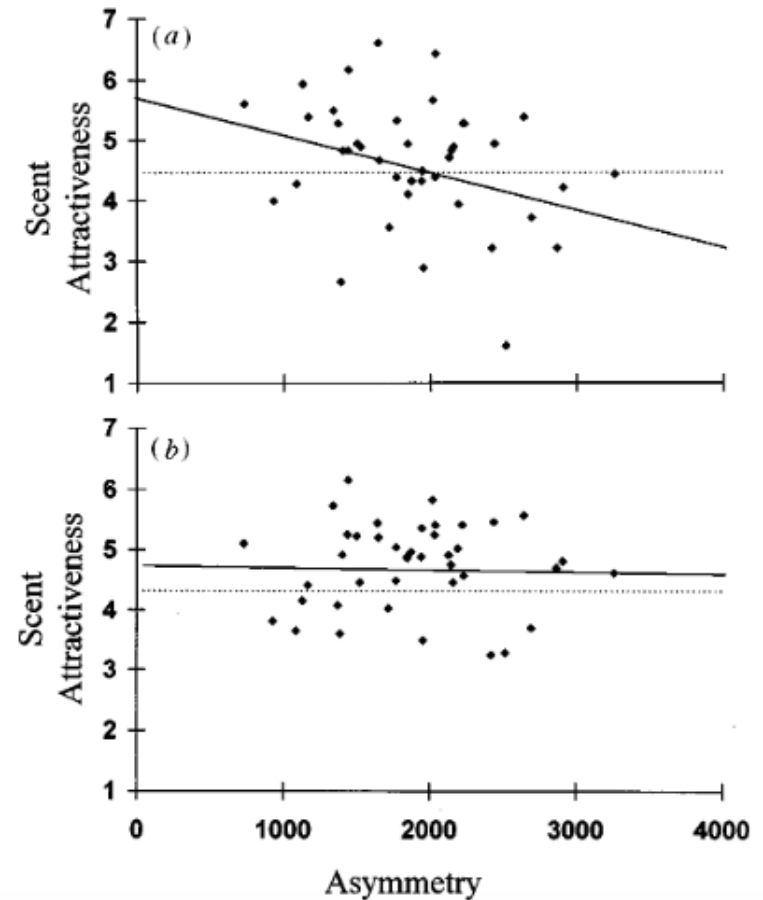
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- Does similarity predicts more satisfying and longer-lasting relationships over time?
- Personality (vs. demographic) similarity does not predict romantic outcomes very well.
  - Some personality is negative (e.g., neuroticism).
- What dimensions of similarity matter the most?
  - Values and attitudes (still weak and inconsistent)
  - Beliefs about gender role

# Physical Attractiveness

- Beauty is an “objective” quality
  - “Average” faces
  - Symmetry
  - Height
  - Body shapes (hour-glass figure for women; V-shaped figure for men).

- Preference for physical features/symmetry interacts with...
  - Stage of menstrual cycle
  - Birth control usage
  - Marital (commitment) status



Gangestad & Thornhill, 1998

# Physical Attractiveness

- Beauty is an “objective” quality
  - “Average” faces
  - Symmetry
  - Height
  - Body shapes (hour-glass figure for women; V-shaped figure for men).
- Beauty is a “subjective” quality
  - Body size
    - Across culture
    - Across time

# “Subjective” factors of beauty

- Varies by culture



# “Subjective” factors of beauty

- Varies by time

**1953**



**2001**





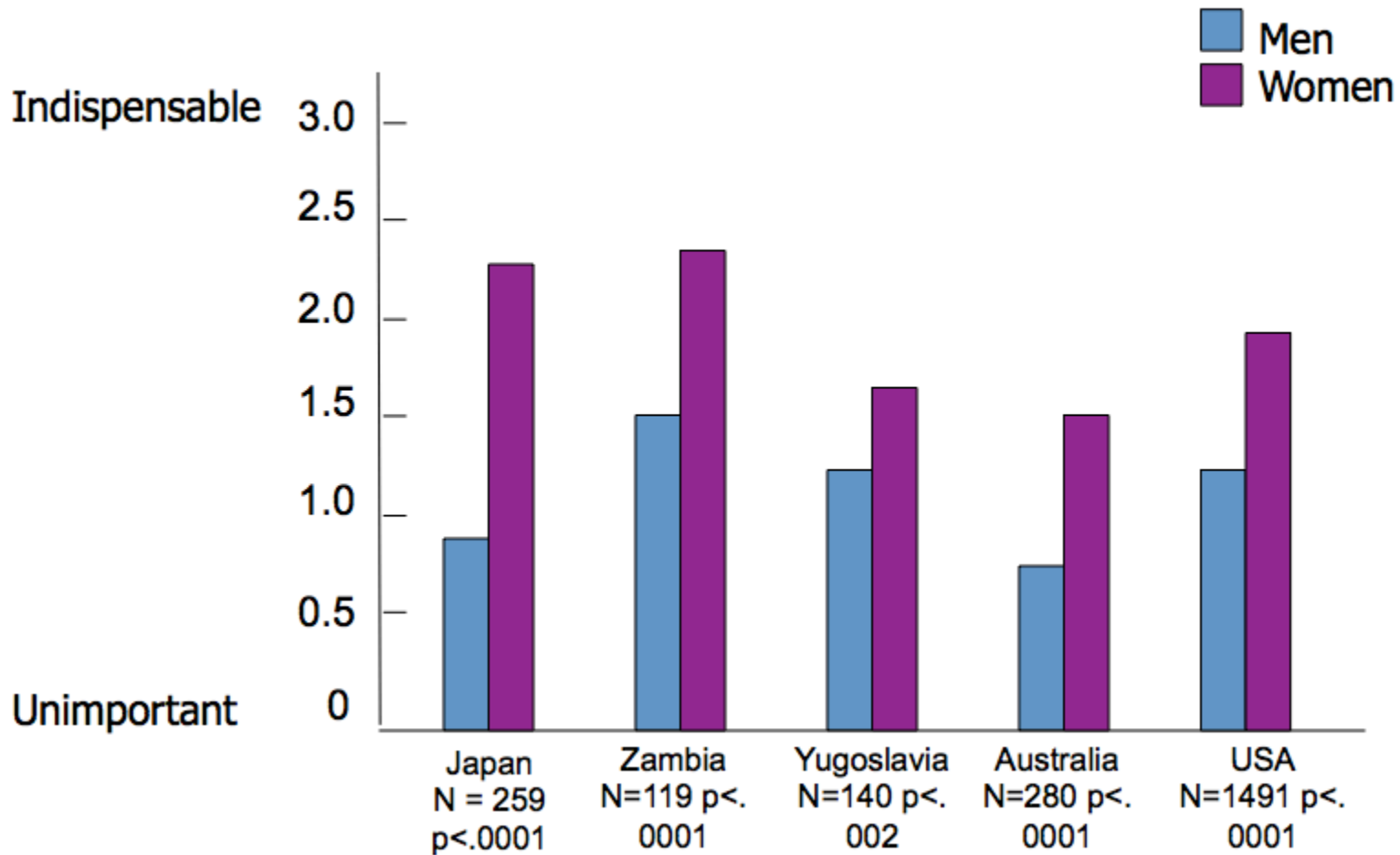
# Buss' s Evolutionary Analysis of Mate Selection Preferences (1994)

- Significant Biological Gender Differences
  - Necessary Paternal / Maternal Investment in Children
  - Certainty of Paternity / Maternity
  - Period of Fertility of Men / Women

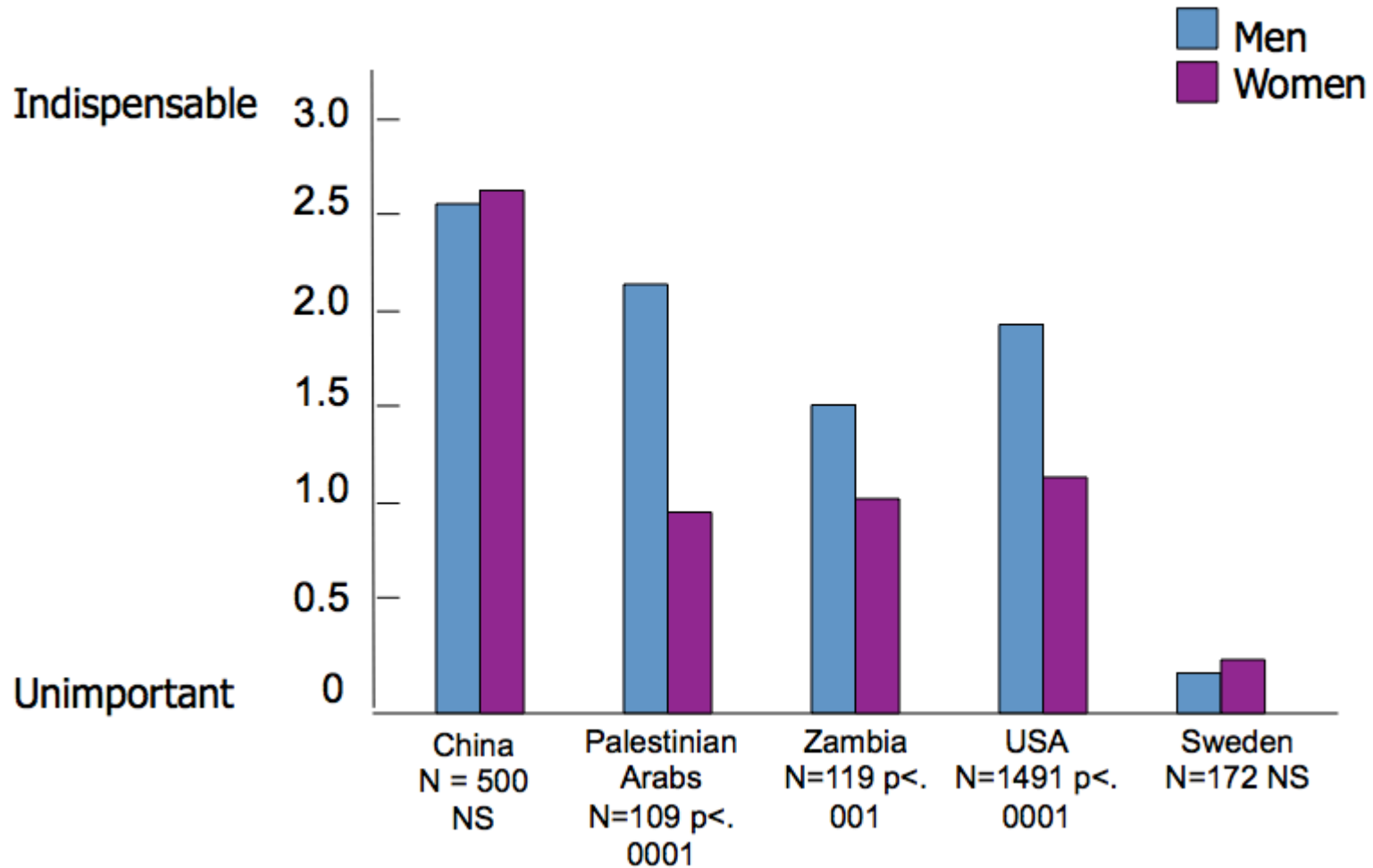
# Buss' s Evolutionary Analysis of Mate Selection Preferences (1994)

- “Predicted” Gender Differences:
  - For males:
    - More mating partners --> Promiscuity
    - More concern with partner' s fidelity --> Chastity
    - More concern with partner' s fertility --> Emphasis on health, youth, physical attractiveness
  - For females:
    - More concern with partner' s resources --> Emphasis on status, financial stability.
    - More concern with partner' s involvement > Emphasis on commitment

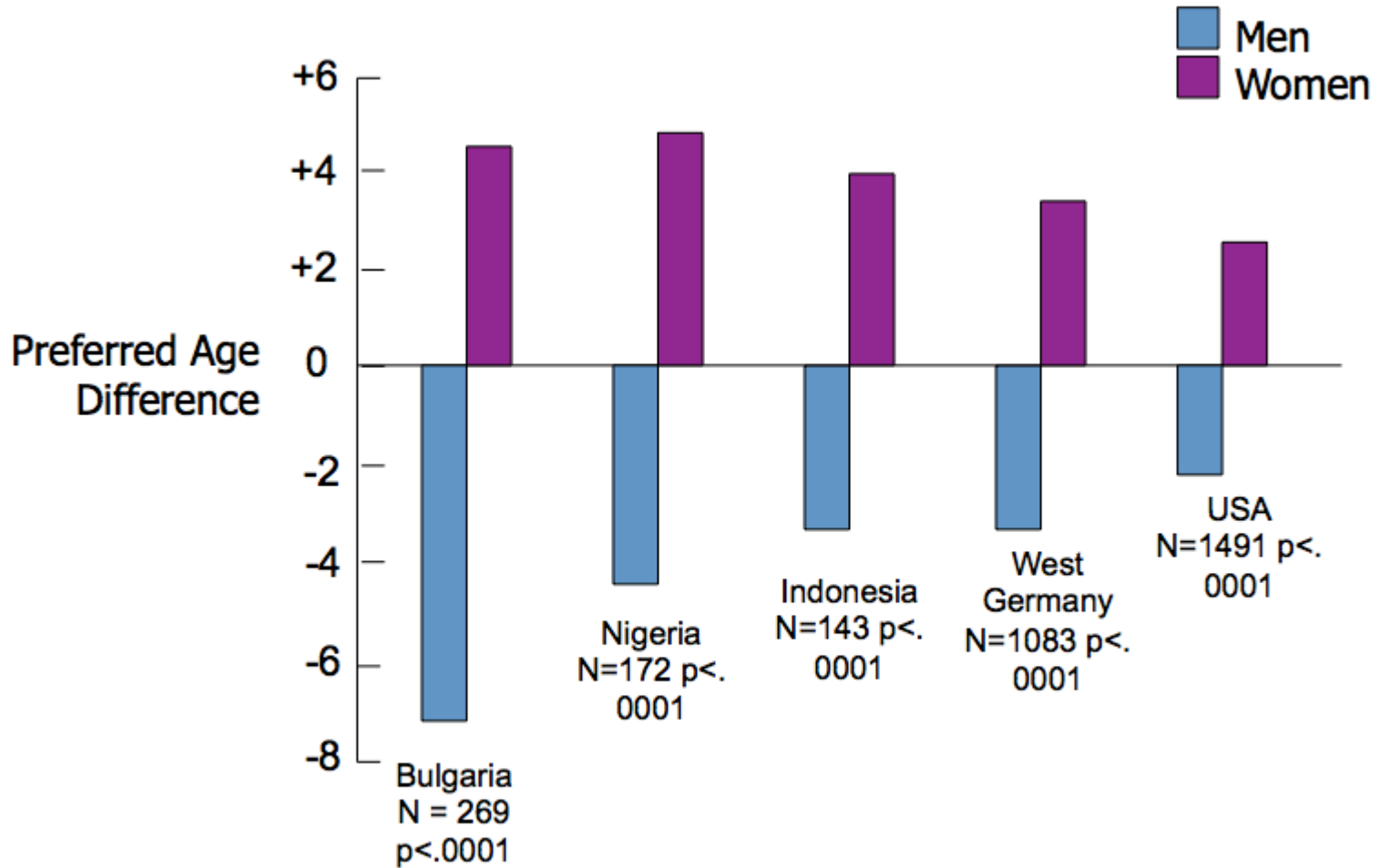
# Desired Attributes: Financial Prospects



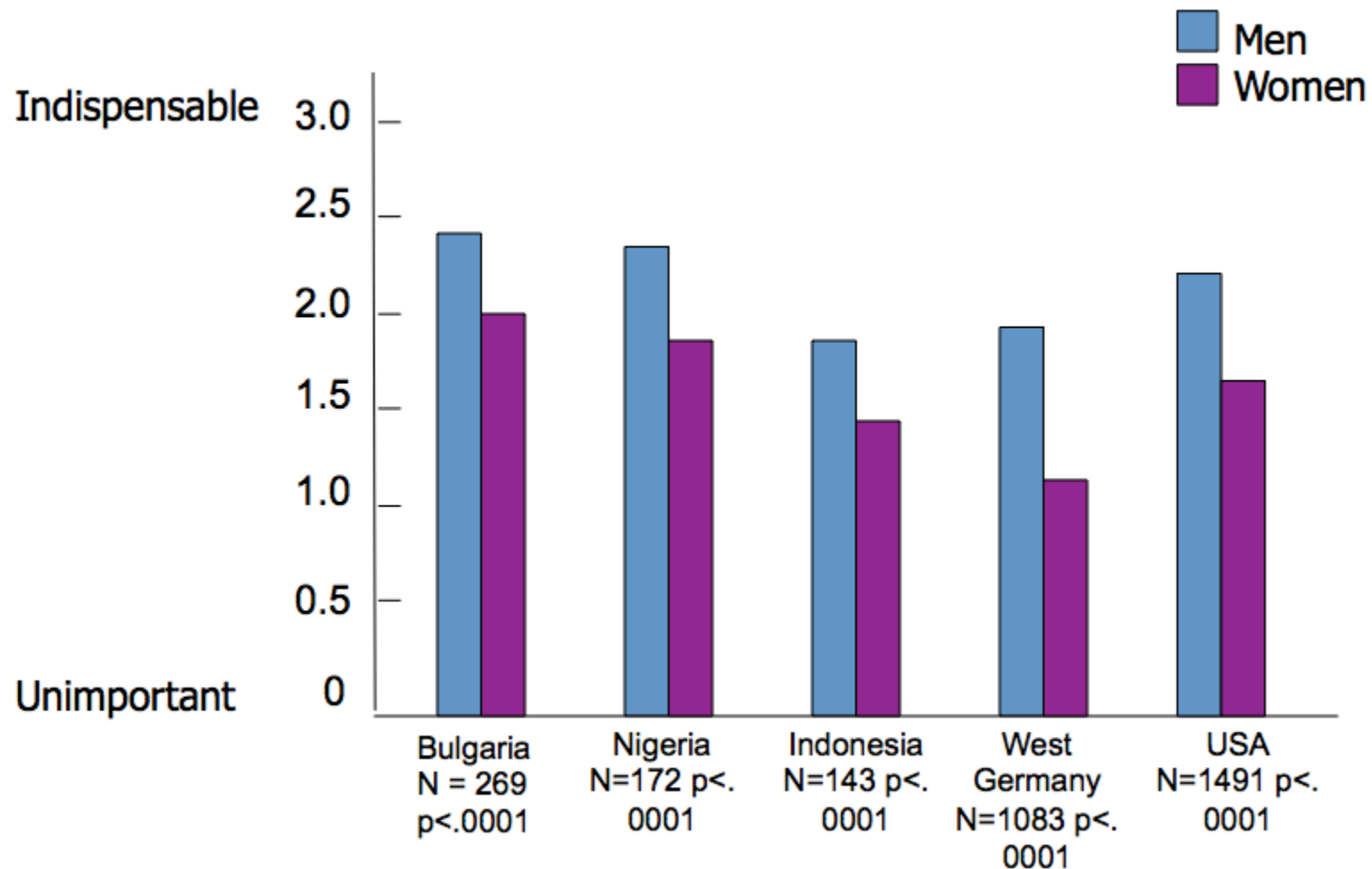
# Desired Attributes: Chastity



# Desired Attributes: Age



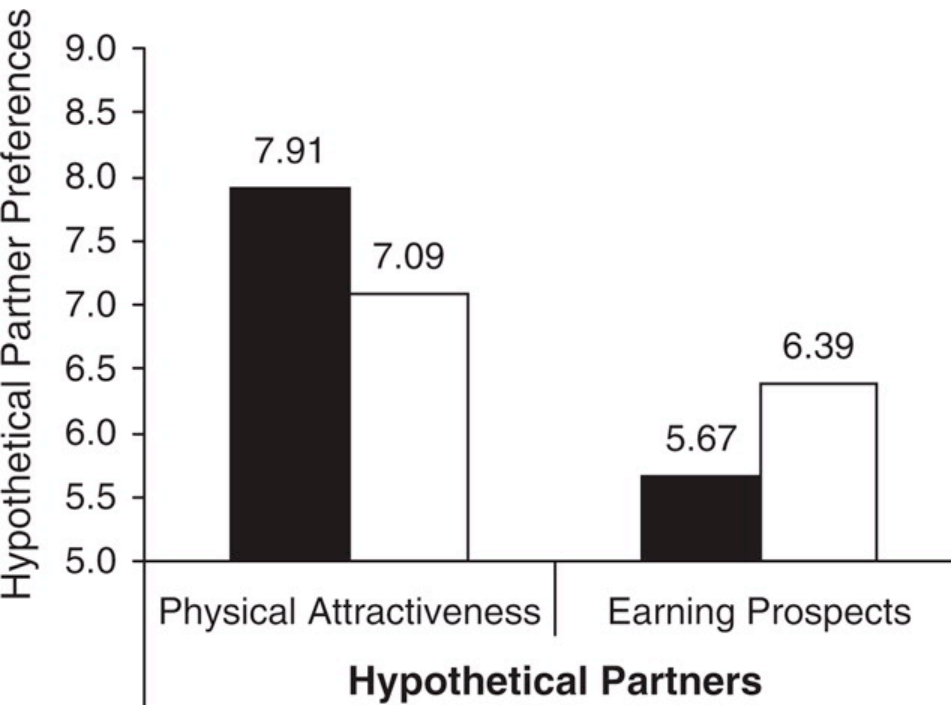
# Desired Attributes: Physical Attractiveness



# Does it predict *actual* mate selection?

- Speed-dating study (Eastwick & Finkel, 2008)
- Preferences for an ideal hypothetical partner & preferences for an actual partner

# Does it predict *actual* mate selection?





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