

Prosocial Relations

MODULE OVERVIEW

Module 46 discusses how people relate to one another a positive fashion—being attracted to people who are nearby and/or similar, behaving altruistically, and resolving conflicts through peaceful means. The module concludes with a discussion of techniques that have been shown to promote conflict resolution.

Although there is some terminology for you to learn in this module, your primary task is to absorb the findings of the many research studies discussed. The module headings, which organize the findings, should prove especially useful to you here. In addition, you might, for each main topic (attraction, altruism, peacemaking), ask yourself the question, "What situational factors promote this phenomenon?" The research findings can then form the basis for your answers.

NOTE: Answer guidelines for all Module 46 questions begin on page 387.

MODULE REVIEW

First, skim each section, noting headings and bold-face items. After you have read the section, review each objective by answering the fill-in and essay-type questions that follow it. In some cases, Study Tips explain how best to learn a difficult concept and Applications help you to know how well you understand the material. As you proceed, evaluate your performance by consulting the answers beginning on page 387. Do not continue with the next section until you understand each answer. If you need to, review or reread the section in the textbook before continuing.

Attraction

Objective 46-1: Explain why we befriend or fall in love with some people but not with others.

1. A prerequisite for, and perhaps the most powerful predictor of, attraction is _____.
2. (Close-up) Compared with relationships formed in person, Internet-formed relationships are _____ (more/less) likely to last beyond two years. Studies of people who engage in _____ dating reveal that observers can read a _____ (woman's/man's) level of romantic interest more accurately than a _____ (woman's/man's).
3. When people are repeatedly exposed to unfamiliar stimuli, their liking of the stimuli _____ (increases/decreases).

This phenomenon is the

effect. This phenomenon was _____

for our ancestors, for whom the unfamiliar was often dangerous.

One implication of this is that _____ against those who are culturally different may be a primitive, _____ emotional response.

4. Our first impression of another person is most influenced by the person's _____.



5. In a sentence, list several of the characteristics that physically attractive people are judged to possess: _____
_____.
6. A person's attractiveness _____ (is/is not) strongly related to his or her self-esteem or happiness.
7. Cross-cultural research reveals that men judge women as more attractive if they have a _____ appearance, whereas women judge men who appear _____, _____, and _____ as more attractive. People also seem to prefer physical features that are neither unusually _____ nor _____. Average faces, which tend to be _____, are judged to be more sexually attractive.
8. Compared with strangers, friends and couples are more likely to be similar in terms of _____
_____.

Explain what a reward theory of attraction is and how it can account for the three predictors of liking—proximity, attractiveness, and similarity.

APPLICATIONS:

9. Ahmed and Monique are on a blind date. Which of the following will probably be MOST influential in determining whether they like each other?
 - a. their personalities
 - b. their beliefs
 - c. their social skills
 - d. their physical attractiveness
10. Having read the chapter, which of the following is best borne out by research on attraction?
 - a. Birds of a feather flock together.
 - b. Opposites attract.
 - c. Familiarity breeds contempt.
 - d. Absence makes the heart grow fonder.

Objective 46-2: Describe how romantic love typically changes as time passes.

11. Hatfield has distinguished two types of love: _____ love and _____ love.
12. According to the two-factor theory, emotions have two components: physical _____ and a _____ label.
13. When college men were placed in an aroused state, their feelings toward an attractive woman _____ (were/were not) more positive than those of men who had not been aroused.
14. Companionate love is promoted by _____—mutual sharing and giving by both partners. Another key ingredient of loving relationships is the revealing of intimate aspects of ourselves through _____. A third key to enduring love is _____.

APPLICATION:

15. Opening her mail, Joan discovers a romantic greeting card from her boyfriend. According to the two-factor theory, she is likely to feel the most intense romantic feelings if, prior to reading the card, she has just
 - a. completed her daily run.
 - b. finished reading a chapter in her psychology textbook.
 - c. awakened from a nap.
 - d. finished eating lunch.

Altruism

Objective 46-3: Identify the times when people are most—and least—likely to help.

16. An unselfish regard for the welfare of others is called _____.

Give an example of altruism.

17. According to Darley and Latané, people will help only if a three-stage decision-making process is completed: Bystanders must first _____ the incident, then _____ it as an emergency, and finally _____ for helping.
18. When people who overheard a seizure victim calling for help thought others were hearing the same plea, they were _____ (more/less) likely to go to his aid than when they thought no one else was aware of the emergency.
19. In a series of staged accidents, Latané and Darley found that a bystander was _____ (more/less) likely to help when more people shared responsibility for helping, that is, when there was a _____. This phenomenon has been called the _____.

Identify the circumstances in which a person is most likely to offer help during an emergency.

STUDY TIP: As with other concepts, altruism is best understood by relating it to your own experiences. Can you think of instances of altruism in your home town? At school? Have you personally stopped to help a person who seemed to be in need—for example, an older woman struggling to carry groceries to her car? What are some other examples of truly altruistic behavior?

Objective 46-4: Discuss how social exchange theory and social norms explain helping behavior.

20. The idea that social behavior aims to maximize rewards and minimize costs is proposed by the _____ theory.
21. One rule of social behavior tells us to return help to those who have helped us; this is the _____ norm.

22. Another rule tells us to help those who need our help; this is the _____ norm.

Peacemaking

Objective 46-5: Explain how social traps and mirror-image perceptions fuel social conflict.

23. A perceived incompatibility of actions, goals, or ideas is called _____. This perception can take place between _____ at war, _____ groups feuding within a society, or _____ sparring in a relationship.
24. Situations in which conflicting parties become caught in mutually destructive behavior by pursuing their own self-interests are called _____.
25. The distorted images people in conflict form of each other are called _____ perceptions.
26. In most situations, establishing contact between two conflicting groups _____ (is/is not) sufficient to resolve conflict.
27. In Muzafer Sherif's study, two conflicting groups of campers were able to resolve their conflicts by working together on projects in which they shared _____ goals. Shared _____ breed solidarity, as demonstrated by a surge in the use of the word _____ in the weeks after 9/11.

Objective 46-6: Discuss how we can transform feelings of prejudice, aggression, and conflict into attitudes that promote peace.

28. When conflicts arise, a third-party _____ may facilitate communication and promote understanding.
29. Charles Osgood has advanced a strategy of conciliation called GRIT, which stands for _____ and _____ in _____. The key to this method is each side's offering of a small _____ gesture in order to increase mutual trust and cooperation.

APPLICATIONS:

30. Mr. and Mrs. Samuels are constantly fighting, and each perceives the other as hard-headed and insensitive. Their conflict is being fueled by
- self-disclosure.
 - stereotypes.
 - a social norm.
 - mirror-image perceptions.
31. Which of the following strategies would be MOST likely to foster positive feelings between two conflicting groups?
- Take steps to reduce the likelihood of mirror-image perceptions.
 - Separate the groups so that tensions diminish.
 - Increase the amount of contact between the two conflicting groups.
 - Have the groups work on a superordinate goal.

PROGRESS TEST

Multiple-Choice Questions

Circle your answers to the following questions and check them with the answers beginning on page 388. If your answer is incorrect, read the explanation for why it is incorrect and then consult the text.

- Increasing the number of people that are present during an emergency tends to
 - increase the likelihood that people will cooperate in rendering assistance.
 - decrease the empathy that people feel for the victim.
 - increase the role that social norms governing helping will play.
 - decrease the likelihood that anyone will help.
- The mere exposure effect demonstrates that
 - familiarity breeds contempt.
 - opposites attract.
 - birds of a feather flock together.
 - familiarity breeds fondness.
- In one experiment, college men were physically aroused and then introduced to an attractive woman. Compared with men who had not been aroused, these men
 - reported more positive feelings toward the woman.
 - reported more negative feelings toward the woman.
 - were ambiguous about their feelings toward the woman.
 - were more likely to feel that the woman was "out of their league" in terms of attractiveness.
- The deep affection that is felt in long-lasting relationships is called _____ love; this feeling is fostered in relationships in which _____.
 - passionate; there is equity between the partners
 - passionate; traditional roles are maintained
 - companionate; there is equity between the partners
 - companionate; traditional roles are maintained
- Which of the following is associated with an increased tendency on the part of a bystander to offer help in an emergency situation?
 - being in a good mood
 - having recently needed help and not received it
 - observing someone as he or she refuses to offer help
 - being a female
- Most people prefer mirror-image photographs of their faces. This is best explained by
 - the principle of equity.
 - the principle of self-disclosure.
 - the mere exposure effect.
 - mirror-image perceptions.
- Research studies indicate that in an emergency situation, the presence of others often
 - prevents people from even noticing the situation.
 - prevents people from interpreting an unusual event as an emergency.
 - prevents people from assuming responsibility for assisting.
 - leads to all of these behaviors.
- Which of the following factors is the MOST powerful predictor of friendship?
 - similarity in age
 - common racial and religious background
 - similarity in physical attractiveness
 - physical proximity
- Which of the following BEST describes how GRIT works?
 - The fact that two sides in a conflict have great respect for the other's strengths prevents further escalation of the problem.
 - The two sides engage in a series of reciprocated conciliatory acts.