

# **V. Conflict Resolution**

## A. Social Traps

–When pursuing self-interests, ppl can engage in self-destructive bx

- **Similar to Game Theory**

- Minimax Loss Rule - minimize maximum possible loss

		Person 1	
		Choose A	Choose B
Person 2	Choose A	<p>Optimal outcome</p> <p>+\$5</p>	<p>+\$10</p>
	Choose B	<p>-\$5</p>	<p>Probable outcome</p> <p>0</p>

Prisoner B's Strategies

Do Not Confess

Confess

Prisoner A's Strategies

Do Not Confess

Confess

	1 Year	Parole
1 Year	Life	20 Years
Parole	20 Years	

## B. Conflict Resolutions

– **approach-approach conflict**, two available goals which are desirable but incompatible.

+ / +

– **avoidance-avoidance conflict**, two equally distasteful alternatives.

- / -

– **approach-avoidance conflict**, single goal having both desirable and undesirable consequences or qualities.

+ -

– **double approach-avoidance conflict**,  
conflict resulting from two goals having  
both desirable and undesirable  
consequences or qualities.

+ - / + -

# **IV. Interpersonal Attraction**

# Interpersonal Attraction:

Affinity towards another person

# A. Factors Affecting Attraction

- Physical proximity
- Physical attraction
- Personal attraction
- Competence

# A. Factors Affecting Attraction

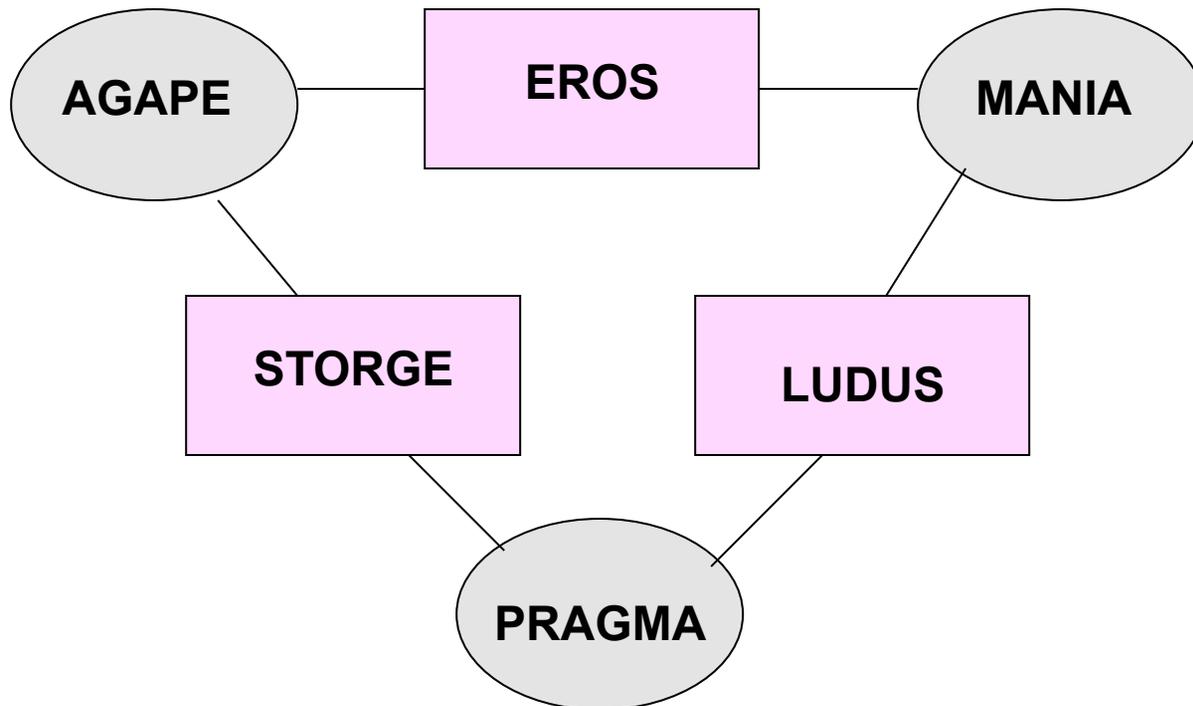
- Similarity
- Arousal (Dutton bridge study)
- Self-disclosure (reciprocity, overdisclosure)
- Social Exchange Theory
  - Exchange and Social Penetration Theory

## C. Theories of LOVE

1. Lee's Types of Love
2. Evolutionary Theory
3. Attachment Theory
4. Sternberg's Triangular Theory
5. Biology of Love

# 1. John Alan Lee's Types of Love

- Love types are like shades of a color
- Three primary
- Combine to form three secondary



## 2. Evolutionary Theory of Love

- Adult human love is instinctual due to
  - Need for human infants to be cared for
  - Desire for adults to protect and be protected
  - Sex drive

# 3. Attachment Theory

- By Hazan-Shaver, but based on Ainsworth's work
- **Secure lovers**
  - comfortable with relationships
- **Avoidant lovers**
  - Uncomfortable being close, difficult to touch
- **Anxious-Ambivalent lovers**
  - Worry they aren't close enough, jealous

*Same as your attachment style from when you were an infant and toddler*

# 4. Sternberg's Triangular Theory

- Based on intimacy (connection), passion (desire), and commitment

	Passion	Intimacy	Committed
Non-Love	-	-	-
Infatuated Love	+	-	-
Liking	-	+	-
Empty Love	-	-	+
Romantic Love	+	+	-
Companionate Love	-	+	+
Fatuous Love	+	-	+
Consummate Love	+	+	+

# 5. Biology of Love

- Fisher – MRI while looking at a picture of your loved-one shows stimulation in the ventral tegmental area and caudate nucleus
  - Higher concentration of dopamine in these areas

# 5. Biology of Love

- Marazziti – compared serotonin levels of ppl in love, ppl with OCD, and controls
  - Love and OCD – 40% lower levels of 5hT

# Biology of Love...

- Oxytocin – the hormone responsible for human attachment, bonding, and connection
  - Released during nursing, birth, and orgasm

# Biology of Love...

- Pheromones
  - Chemicals the body secretes
  - Detected unconsciously
  - Verdict is still out.