

Key Terms

Attraction is anything that draws two or more people together, making them want to be together and possibly to form a lasting relationship (p. 327).

Example: Julie's beautiful blue eyes. John's winning goal at the soccer game.

Bad apple effect is the idea that one person who breaks the rules can inspire other people to break the rules also (p. 348).

Example: Bill is driving on the interstate. He encounters two cars which are both driving much faster than the speed limit. Because they are engaging in this activity, he too will speed.

Ingratiation is what people actively do to try to make someone like them (p. 332).

Example: Complimenting your boss on his awful tie and laughing at his bad jokes.

Loneliness is the painful feeling of wanting more human contact or connection that you have (p. 346).

Example: Sitting home on a Friday night when you'd rather be out with other people.

Matching hypothesis is the proposition that people tend to pair up with others who are equally attractive (p. 334).

Example: Brad Pitt and Jennifer Aniston (at least they used to be paired!) or Tom Cruise and Katie Holms

Need to belong is the desire to form and maintain close, lasting relationships with other individuals (p. 330).

Example: Starting a new job in a strange city the desire to make friends is strong.

Ostracism is being excluded, rejected, and ignored by others (p. 342).

Example: No one gave Henry a Valentine on Valentine's day. Everyone else in his school class received one from others.

Propinquity is being near someone on a regular basis (p. 337).

Example: The people in your social psychology class.

Reinforcement theory is the proposition that people and animals will perform behaviors that have been rewarded more than they will perform other behaviors (p. 335).

Example: Grover the dog sits when he is commanded because this has gotten him attention and treats in the past.

Rejection (social exclusion) is being prevented by others from forming or keeping a social bond with them; the opposite of acceptance (p. 327).

Example: Being dumped by your girlfriend.

Rejection sensitivity is a tendency to expect rejection from others and to become hypersensitive to possible rejection (p. 343).

Example: When a classmate doesn't turn to her when the teacher asks the class to pair up and discuss something Louisa sees it as rejection rather than a simple oversight by her classmate.

Self-monitoring is the ability to change one's behavior for different situation (p. 333).

Example: At a party Jamal is outgoing and funny. At a funeral he is quiet and reserved.

Social acceptance is a situation in which other people have come to like you, respect you, approve of you, and include you in their groups and relationships (p. 327).

Example: At summer camp Alice is liked by her peers. Her skills in swimming are admired. Everyone wants to eat with her.

Social allergy effect is the idea that a partner's annoying habits become more annoying over time (p. 337).

Example: When Jim and Sue were dating, Sue was not bothered by Jim's constant attention to the Chicago White Sox, but now that they have been married for five years, she is ill-tempered any time he mentions the White Sox.

Stalking is persisting in romantic, courtship, or other behaviors that frighten and harass the rejected in a relationship (p. 350)

Example: After they broke up, Henry rode past Jody's house for several hours each night.

Unrequited love is a situation in which one person loves another but the other does not return that love (p. 350).

Example: Pepe Le Pew's often illustrated unrequited love in his affection for any number of cats with skunk like markings in *Looney Tunes*.

What is beautiful is good effect is the assumption that physically attractive people will be superior to others on many other traits (p. 338).

Example: The assumption that Princess Diana was helpful and nice.