

Chapter 15: Personality and Social Interaction

● 3. Mechanisms of Social Interaction

- Personality interacts with situations in three ways, through selection, evocation, and manipulation of the situation.
- First, personality characteristics also play a role in the kinds of interpersonal situations they select to enter and stay in.
- Second, the personality qualities of others evoke certain responses in individuals.
- Third, personality is linked to the ways in which people try to influence or manipulate others.

● Selection

- Personality characteristics of others influence whether we select them as dates, friends, or marriage partners.
- One's personality characteristics play a role in the types of situations we select to enter and stay in.

● Personality Characteristics Desired in a Marriage Partner

- Over 10,000 participants from 6 continents and 5 islands were chosen for a study on the characteristics that play a role in choosing a marriage partner.
 - Include 37 samples from 33 countries.
 - Mutual attraction/love is the most favored characteristic, viewed as indispensable by almost everyone in the world.
 - Almost as important are personality characteristics of dependable character, emotional stability and maturity, and pleasing disposition.

● Theories on Mate Selection

- **Complementary needs theory** postulates that people are attracted to those who have different personality dispositions than they have (Murstein, 19976; Winch, 1954).
- In contrast, **attraction similarity theory** postulates that people are attracted to those who have similar personality characteristics.

● Assortative Mating for Personality: The Search for the Similar

Assortative Mating:

- People are married to people who are similar to themselves.
- Are positive correlations caused by active selection of mates who are similar, or are they by-products of other causal processes (for example, sheer proximity)?
 - To answer questions, Botwin and colleagues studied dating and newlywed couples.
 - Correlations with mate preferences were computed between 2 sets of

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