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# The Three Faces of Love

COMMITMENT, INTIMACY AND PASSION  
ARE THE ACTIVE INGREDIENTS  
IN STERNBERG'S THREE-SIDED THEORY  
OF LOVE.

BY ROBERT J. TROTTER

**B**rains and sex are the only things in life that matter. Robert J. Sternberg picked up that bit of wisdom from a cynical high school classmate and appears to have taken it to heart. "I spent the first part of my career studying brains, and now along comes sex," he says, claiming to be only partly facetious.

Sternberg, IBM Professor of Psychology and Education at Yale University, has, in fact, made a name for himself as one of the foremost theoreticians and researchers in the field of human intelligence (see "Three Heads are Better than One," *Psychology Today*, August 1986), but in recent years he has turned a good deal of his attention to the study of love. Why? Because it's an understudied topic that is extremely important to people's lives. "It's important to my own life," he says. "I want to understand what's happening."

Sternberg began his attempt to understand love with a study for which he and graduate student Susan Grajek recruited 35 men and 50 women between 18 and 70 years old who had

been in at least one love relationship. Participants rated their most recent significant love affair using the well-tested scales of loving and liking developed by psychologist Zick Rubin and the interpersonal involvement scale developed by psychologist George Levinger. The participants also rated their love for their mothers, fathers, siblings closest in age and best friends of the same sex.

Sternberg and Grajek found that men generally love and like their lover the most and their sibling the least. Women tend to love their lover and best friend about the same, but they like the best friend more than they like the lover. Sternberg thinks he knows why. "Women are better at achieving intimacy and value it more than do men, so if women don't get the intimacy they crave in a relationship with a man, they try to find it with other women. They establish close friendships. They can say things to another woman they can't say to a man."

Sternberg and Grajek concluded that, while the exact emotions, motivations and cognitions involved in various kinds of loving relationships differ, "the various loves one experiences are not, strictly speaking, different." In other words, they thought they had

COMMITMENT

# ENDLESS LOVE

*Equal portions of love's three components form a consummate, or complete, love.*

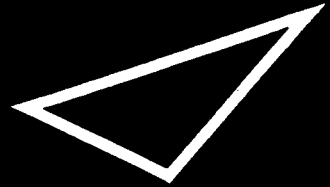
Love  
Triangle

INTIMACY

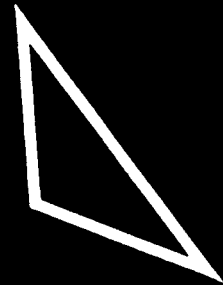
PASSION

Visualize love as a triangle: The more commitment, intimacy and passion you have, the larger the triangle and the greater the love.

## THE SHAPE OF LOVE



**Commitment**, the cognitive component of love, is all that some couples seem to have left after the intimacy and closeness have been lost and the passion has died down.



**Intimacy** is the emotional component of love. Some people can bare their souls to each other but have little in the way of commitment or passion. It's a high-grade friendship.



**Passion**, the motivational component of love, rules the play in some love triangles. This might be an affair or a fling in which there is little intimacy and even less commitment.

proved that love, as different as it feels from situation to situation, is actually a common entity. They thought they had discovered the basis of love in interpersonal communication, sharing and support.

This research generated a lot of publicity in 1984, especially around St. Valentine's Day, and earned Sternberg the appellation "love professor." It also generated a lot of phone calls from reporters saying things like, "You mean to tell me the way you love your lover is the same as the way you love your 5-year-old kid? What about sex?" Sternberg had to rethink his position.

He analyzed various relationships to figure out what differentiates romantic love from companionate love, from liking, from infatuation and from various other types of love. He finally concluded that his original theory accounted for the emotional component of love but left out two other important aspects. According to Sternberg's new triangular theory, love has motivational and cognitive components as well. And different aspects of love can be explained in terms of these components (see "How Do I Love Thee?").

Sternberg calls the emotional aspect of his love triangle intimacy. It includes such things as closeness, sharing, communication and support. Intimacy increases rather steadily at first, then at a slower rate until it eventually levels off and goes beneath the surface. Sternberg explains this course of development in terms of psychologist Ellen Berscheid's theory of emotions in close relationships.

According to Berscheid, people in close relationships feel increased emotion when there is some kind of disruption. This is common early in a relationship primarily because of uncertainty. Since you don't know what the other person is going to do, you are constantly learning and experiencing new things. This uncertainty keeps you guessing but also generates new levels of emotion and intimacy. As the other person becomes more predictable, there are fewer disruptions and less expressed, or manifest, intimacy.

An apparent lack of intimacy could mean that the relationship and the intimacy are dying out. Or, says Sternberg, the intimacy may still be there in latent form. The relationship may even be thriving, with the couple growing

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together so smoothly that they are hardly aware of their interdependence. It may take some kind of disruption—time apart, a death in the family, even a divorce—for them to find out just how they feel about each other. "Is it any wonder," Sternberg asks, "that some couples realize only after a divorce that they were very close to and dependent on each other?"

The motivational side of the triangle is passion, which leads to physiological arousal and an intense desire to be united with the loved one. Unlike intimacy, passion develops quickly. "Initially you have this rapidly growing, hot, heavy passion," Sternberg says, "but after a while it no longer does for you what you want it to—you get used to it, you habituate."

Passion is like an addiction, Sternberg says. He explains it according to psychologist Richard Solomon's opponent process theory of motivation, which says that desire for a person or substance involves two opposing forces. The first is a positive motivational force that attracts you to the person. It is quick to develop and quick to level off. The negative motivational force, the one that works against the attraction, is slow to develop and slow to fade. The result is an initial rapid growth in passion, followed by habituation when the more slowly developing negative force kicks in. "It's like with coffee, cigarettes or alcohol," Sternberg says. "Addiction can be rapid, but once habituation sets in, even an increased amount of exposure to the person or substance no longer stimulates the motivational arousal that was once possible.

"And then when the person dumps you, it's even worse. You don't go back to the way you were before you

met the person," Sternberg explains. "You end up much worse off. You get depressed, irritable, you lose your appetite. You get these withdrawal symptoms, just as if you had quit drinking coffee or smoking, and it takes a while to get over it." The slow-starting, slow-fading negative force is still there after the person or the substance is gone.

The cognitive side of Sternberg's love triangle is commitment, both a short-term decision to love another person and a long-term commitment to maintain that love. Its developmental course is more straightforward and easier to explain than that of intimacy or passion. Essentially, commitment starts at zero when you first meet the other person and grows as you get to know each other. If the relationship is destined to be long-term, Sternberg says, the level of commitment will usually increase gradually at first and then speed up. As the relationship continues, the amount of commitment will generally level off. If the relationship begins to flag, the level of commitment will decline, and if the relationship fails, the level of commitment falls back to zero. According to Sternberg, the love of a parent for a child is often distinguished by a high and unconditional level of commitment.

Levels of intimacy, passion and commitment change over time, and so do relationships. You can visualize this, says Sternberg, by considering how the love triangle changes in size and shape as the three components of love increase and decrease. The triangle's area represents the amount of love and its shape the style. Large amounts of intimacy, passion and commitment, for example, yield a large triangle. And in general, Sternberg says, the larger the triangle, the more love.

Changing the length of the individual sides yields four differently shaped triangles, or styles of love. A triangle with three equal sides represents what Sternberg calls a "balanced" love in which all three components are equally matched. A scalene triangle (three unequal sides) in which the longest leg is passion represents a relationship in which physical attraction plays a larger role than either emotional intimacy or cognitive commitment. A scalene triangle with commitment as its longest leg depicts a relationship in which the intimacy and passion have waned or were never

## HOW DO I LOVE THEE?

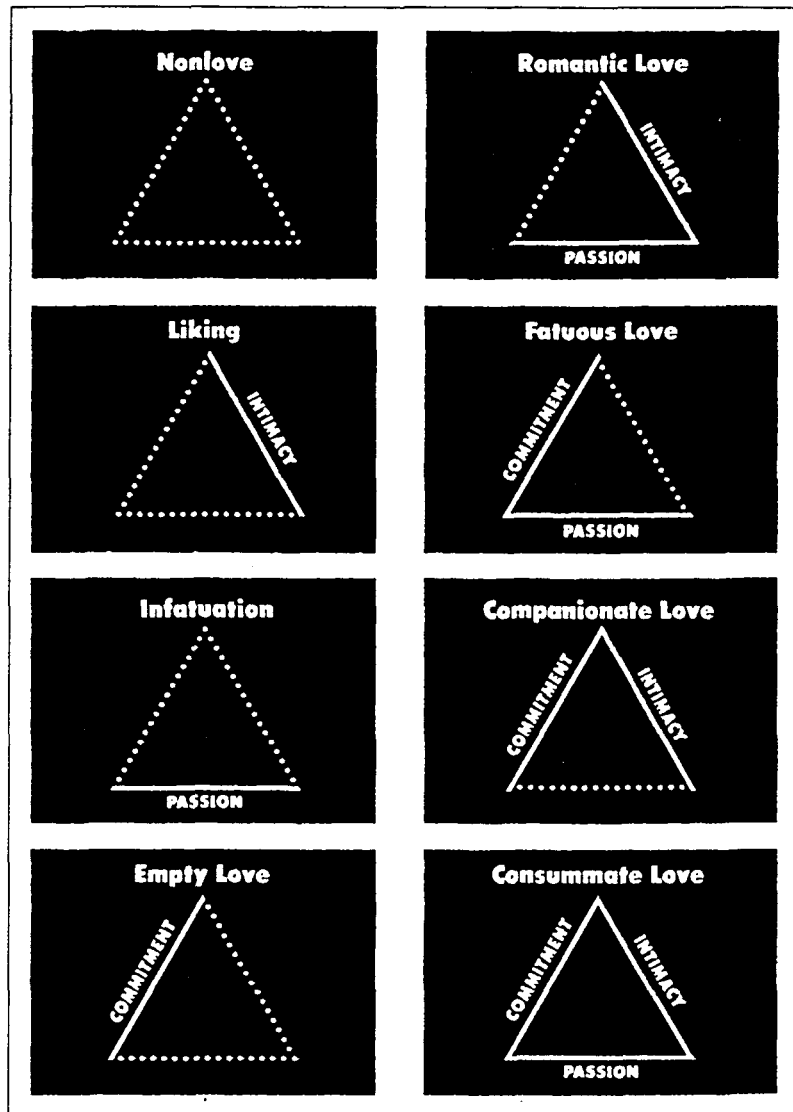
Intimacy, passion and commitment are the warm, hot and cold vertices of Sternberg's love triangle. Alone and in combination they give rise to eight possible kinds of love relationships. The first is nonlove—the absence of all three components. This describes the large majority of our personal relationships, which are simply casual interactions.

The second kind of love is liking. "If you just have intimacy," Sternberg explains, "that's liking." You can talk to the person, tell about your life. And if that's all there is to it, that's what we mean by liking." It is more than nonlove. It refers to the feelings experienced in true friendships. Liking includes such things as closeness and warmth but not the intense feelings of passion or commitment.

If you just have passion, it's called infatuated love—the "love at first sight" that can arise almost instantaneously and dissipate just as quickly. It involves a high degree of physiological arousal but no intimacy or commitment. It's the 10th-grader who falls madly in love with the beautiful girl in his biology class but never gets up the courage to talk to her or get to know her, Sternberg says, describing his past.

Empty love is commitment without intimacy or passion, the kind of love sometimes seen in a 30-year-old marriage that has become stagnant. The couple used to be intimate, but they don't talk to each other any more. They used to be passionate, but that's died out. All that remains is the commitment to stay with the other person. In societies in which marriages are arranged, Sternberg points out, empty love may precede the other kinds of love.

Romantic love, the Romeo and Juliet type of love, is a combination of intimacy and passion. More than infatuation, it's liking with the added excitement of physical attraction and arousal but without commitment. A summer affair can be very romantic, Sternberg explains, but



you know it will end when she goes back to Hawaii and you go back to Florida, or wherever.

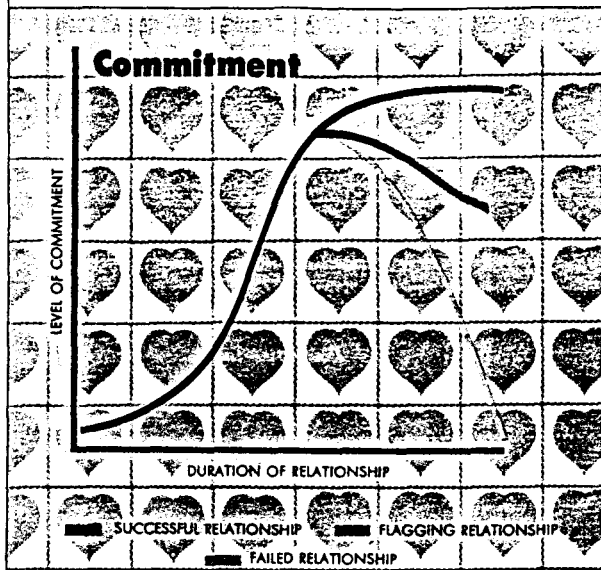
Passion plus commitment is what Sternberg calls fatuous love. It's Hollywood love: Boy meets girl, a week later they're engaged, a month later they're married. They are committed on the basis of their passion, but because intimacy takes time to develop, they don't have the emotional core necessary to sustain the commitment. This kind of love, Sternberg warns, usually doesn't work out.

Companionate love is intimacy with commitment but no passion. It's a long-term friendship, the kind of committed love and intimacy fre-

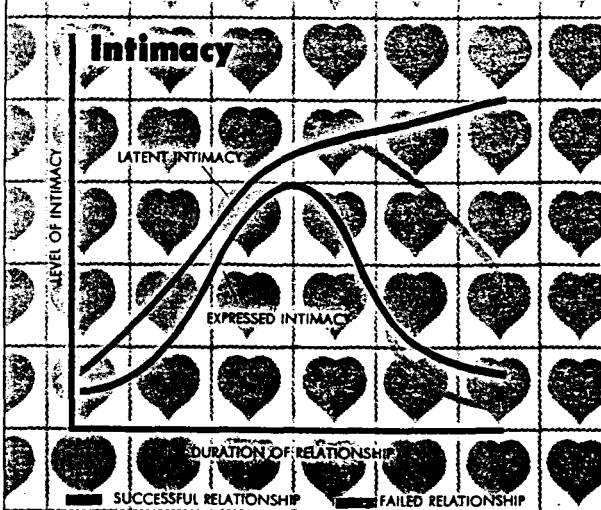
quently seen in marriages in which the physical attraction has died down.

When all three elements of Sternberg's love triangle come together in a relationship, you get what he calls consummate love, or complete love. It's the kind of love toward which many people strive, especially in romantic relationships. Achieving consummate love, says Sternberg, is like trying to lose weight, difficult but not impossible. The really hard thing is keeping the weight off after you have lost it, or keeping the consummate love alive after you have achieved it. Consummate love is possible only in very special relationships.

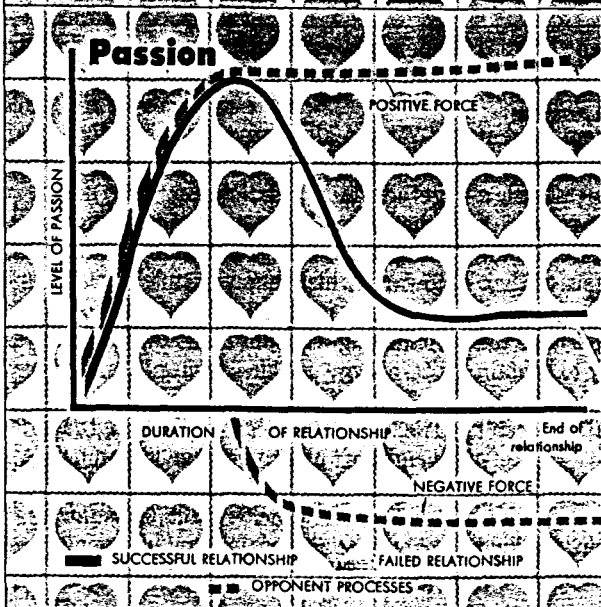
# LOVE'S PROGRESS



*Commitment increases gradually at first and then grows more rapidly as a relationship develops. It eventually levels off if the relationship is to become long-term or falls back to zero if the relationship fails.*



*Intimacy grows steadily at first and then tends to level off. It may be hidden, or latent, in some successful relationships, but if it disappears completely the relationship is likely to fail.*



*Passion has a positive force that is quick to develop and a negative force that takes hold more slowly and lasts longer, accounting for the heartache that remains when love has gone. The negative force eventually returns to zero.*

**T**HERE CAN BE A VARIETY OF EMOTIONS, MOTIVATIONS AND TYPES OF COMMITMENT IN A LOVING RELATIONSHIP.

there in the first place. An isosceles triangle (two equal sides) with intimacy as its longest leg shows a relationship in which emotional involvement is more important than either passion or commitment. It's more like a high-grade friendship than a romance.

Sternberg admits that this triangle is a simplification of a complex and subtle phenomenon. There can be a variety of emotions, motivations and types of commitment in a loving relationship, and each would have to be examined to completely diagnose a relationship. Beyond that, he says, every relationship involves several triangles: In addition to their own triangles, both people have an ideal triangle (the way you would like to feel about the person you love) and a perceived triangle (the way you think the other person feels about you).

Sternberg and graduate student Michael Barnes studied the effects these triangles have on a relationship by administering the liking and loving scales to 24 couples. Participants were asked to rate their relationship in terms of how they feel about the other person, how they think the other person feels about them, how they would feel about an ideal person and how they would want an ideal person to feel about them. They found that satisfaction is closely related to the similarity between these real, ideal and perceived triangles. In general, the closer they are in shape and size, the more satisfying the relationship.

The best single predictor of happiness in a relationship is not how you feel about the other person but the difference between how you would ideally like the other person to feel about you and how you think he or she actually feels about you. "In other words,"

*Continued on Page 54*

Sternberg says, "relationships tend to go bad when there is a mismatch between what you want from the other person and what you think you are getting.

"Were you ever the overinvolved person in a relationship? That can be very dissatisfying. What usually happens is that the more involved person tries to think up schemes to get the other person up to his or her level of involvement. But the other person usually sees what's going on and backs off. That just makes the overinvolved person try harder and the other person back off more until it tears the relationship apart. The good advice in such a situation is for the overinvolved person to scale down, but that advice is hard to follow."

An underlying question in Sternberg's love research is: Why do so many relationships fail? Almost half the marriages in the United States end in divorce, and many couples who don't get divorced aren't all that happy. "Are people really so dumb that they pick wrong most of the time? Probably not," he suggests. "What they're doing is picking on the basis of what matters to them in the short run. But what matters in the long run may be different. The factors that count change, people change, relationships change."

Sternberg can't predict how people or situations will change, but he and his assistant Sandra Wright recently completed a study that suggests what will and won't be important in the long run. They put this question, what's important in a relationship, to 80 men and women from 17 to 69 years old, and divided them into three groups according to the length of their most recent relationship. The short-term group had been involved for up to two years, the mid-term group between two and five years, the others for more than five years.

Among the things that increase in importance as a relationship grows are willingness to change in response to each other and willingness to tolerate each other's imperfections. "These are things you can't judge at the beginning of a relationship," Sternberg says. "In the beginning," he explains, "some of the other person's flaws might not seem important. They may even seem kind of cute, but over the long term they may begin to grate on you. You both have to be willing to

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make some changes to make the relationship work and you both have to be willing to tolerate some flaws."

Another thing that becomes increasingly important is the sharing of values, especially religious values. "When you first meet," says Sternberg, "you have this love-overcomes-all-obstacles attitude, but when the kids come along you have to make some hard decisions about the religion issue. All of a sudden something that wasn't so important is important."

Among the things that tend to decrease in importance is how interesting you find your partner. "In the beginning," Sternberg says, "it's almost as if the other person has to keep you interested or the relationship will go nowhere. Later on, it's not quite as critical because there are other things in your life that matter."

In addition to asking what is important at different times, Sternberg and Wright asked how much of these various things people had at different times in their relationships. The answers were not encouraging. The ability to make love, for example, often goes just at the time when it is becoming more important. In fact, Sternberg says, almost everything except matching religious beliefs decreased over time. The ability to communicate, physical attractiveness, having good times, sharing interests, the ability to listen, respect for each other, romantic love—they all went down. "That may be depressing," says Sternberg, "but it's important to know at the beginning of a relationship what to expect over time, to have realistic expectations for what you can get and what is going to be important in a relationship."

And Sternberg feels that his trian-

gular theory of love can help people in other ways. "Just analyzing your relationship in terms of the three components can be useful," he says. "Are you more romantic and your partner more companionate? It's helpful to know where you and your partner are well-matched and where you are not and then start thinking about what you can do to make yourselves more alike in what you want out of the relationship."

If you decide to take steps to improve a relationship, Sternberg offers a final triangle, the action triangle. "Often there's quite a gap between thought or feeling and action," he explains. "Your actions don't always reflect the way you feel, so it could help to know just what actions are associated with each component of love."

Intimacy, he suggests, might be expressed by communicating inner feelings; sharing one's possessions, time and self; and offering emotional support. Passion, obviously, is expressed by kissing, hugging, touching and making love. Commitment can be expressed by fidelity, by staying with the relationship through the hard times that occur in any relationship or by getting engaged or married. Which actions are most important and helpful will vary from person to person and from relationship to relationship. But Sternberg feels it is important to consider the triangle of love as it is expressed through action because action has so many effects on a relationship.

Citing psychologist Daryl Bem's theory of self-perception, Sternberg describes how actions can affect emotions, motivations and cognitions. "The way we act shapes the way we feel and think, possibly as much as the way we think and feel shapes the way we act." Also, he says, certain actions can lead to other actions; expressions of love, for example, encourage further expressions of love. Furthermore, your actions affect the way the other person thinks and feels about you and behaves toward you, leading to a mutually reinforcing series of actions.

"The point," Sternberg concludes, "is that it is necessary to take into account the ways in which people express their love. Without expression, even the greatest of loves can die." □

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