



# PROSOCIAL BEHAVIOR

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## EMPATHY AND AROUSAL

- According to Gaertner & Dovidio (1977), Hoffman (1981), and Hornblow (1980), a state of arousal followed by the feeling of empathy is a very usual experience before acting prosocially.



# HELPING: DOING THE MATHS (BYSTANDER – CALCULUS MODEL)

- Pivilian et.al. (1981) stated that people will work through three stages when they are bystanders. Those three stages are:
  1. Physiological Arousal – The greater the arousal, the greater chance the bystander will help.
  2. Labeling the Arousal – Arousal does not automatically produce emotions.
  3. Evaluating the Consequences – Bystanders will evaluate the consequences of their behavior of helping before they really help the victim.



# EMPATHY AND ALTRUISM

- The bystander – calculus model states that people intervene in an emergency because they find it unpleasantly arousing and they seek relief.
- Perspective Taking
  - Empathy requires us to see the position of another person from that person's point of view.

