

**From:** [REDACTED] <[REDACTED]>  
**To:** [REDACTED] <[REDACTED]>  
**Cc:** [REDACTED] <[REDACTED]>, [REDACTED] <[REDACTED]>, [REDACTED] <[REDACTED]>

**Subject:** Re: dating

**Date:** Tue, 26 Jul 2016 15:49:41 +0000

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Sent from my iPhone

On Jul 25, 2016, at 11:57 PM, [REDACTED] <[REDACTED]> wrote:

Hi girls,

Here are a few points about dating from Dan Ariely that I wanted to send you before I give you your first assignment:))

These are the key points and also a link to a full article if anybody wants..

<http://culturated.com/still-single-let-dan-ariely-help-fix-your-dating-strategy-and-love-life/>

## To succeed at romance:

- Go face-to-face: Stop competing in an online world and meet people in a wide array of natural settings. Think [Meetup.com](http://Meetup.com), not [Match.com](http://Match.com), to give romantic prospects a chance to engage with you, not just your demographic data. Ariely says a good sense of humor allows those of us who aren't supermodels to compete more effectively with the genetically blessed in social situations.
- Be more open-minded: If you do use online dating, reconsider your preferences, such as race, income, and occupation, to cast a wider net. "People are experience goods," concluded Dr. Ariely, but we "describe them as if they are laptops: height, weight, smoking. Online dating is like catalog reading." Since meeting a varied range of people takes time, try using phone screening, fast and inexpensive coffee dates, shared-interest activities, and business groups, to connect with a varied range of people and increase the possibility of finding a love match.
- Reset your expectations: Optimizers endlessly seek for perfection, while satisfiers seek for someone who's good enough. If you're single and still in your 40s, it may be time to become a satisfier.
- Have real conversations: First dates can often be a fail, because people cast about for safe topics. Take a risk and share something personal, to see if you can make a connection.

- Watch behavior: Generosity, not good tipping, is correlated with being good in bed, said Dr. Ariely. So if your new partner does nice things for you, chances are you'll be happy both in and out of the sack.
- Involve others in your mate selection: While love marriages start out happier than arranged marriages, they switch position in year three. And more than one in two love matches won't last. So take a page from Indian culture and ask those important to you, including family and close friends, for dating recommendations or input on your dates.