

1. Social Psychology Prelim Reading List (2004-2005)

The reading necessary to prepare for the Ph.D. preliminary examination in a graduate field of specialization occurs over the entire period of graduate work. Many of these works listed below will be assigned in connection with social psychology seminars. Students should pursue other works on their own. Students should be familiar with the arguments and the general patterns of results in the works listed. Items preceded with an (*) are intended as useful references.

General References

- *Cook, K., G. Fine, and J. House. 1995. *Sociological Perspectives in Social Psychology*. Boston: Allyn and Bacon.
- *Lindzey, G. and E. Aronson. 1985. *The Handbook of Social Psychology*. New York: Random House.
- *Rosenberg, M. and R. Turner. 1982. *Social Psychology: /Sociological Perspectives*. New York: Basic Books.
- **Advances in Group Processes*, JAI Press.
- **Advances in Experimental Social Psychology*
- *Delamater, John. 2003. *Handbook of Social Psychology*. New York: Kluwer Academic.

Social Cognition

General

- Kunda, Ziva. 1999. *Social Cognition: Making Sense of People*. MIT Press.
- Fiske, Susan T. 1992. "Thinking is for doing: Portraits of social cognition from daguerreotype to laser photo." *Journal of Personality and Social Psychology* 63:877-889.
- Morgan, D. L. and M. J. Schwalbe. 1990. "Mind and self in society: Linking social structure and social cognition." *Social Psychology Quarterly* 53:148-164.

Concepts, Person Perception and Social Construction

Kunda Ch. 2.

E. E. Jones. 1990. Ch2. "Early Approaches to Person Perception."

Brewer, Marilyn. 1988. "A dual process model of impression formation." Pp. 1-36 in *Advances in Social Cognition, Volume 1*, edited by T. K. Srull and R. S. Wyer, Jr. Hillsdale, NJ: Lawrence Erlbaum.

Humphrey, Ronald. 1985. "How work roles influence perception: Structural-cognitive processes and organizational behavior." *American Sociological Review* 50:242-252.

*Asch, S. E. and H. Zukier. 1984. "Thinking about persons." *Journal of Personality and Social Psychology* 46:1230-1240.

*Ross, L., T. M. Amabile and J. L. Steinmetz. 1977. "Social roles, social control, and biases in social-perception processes." *Journal of Personality and Social Psychology* 35:485-494.

*Milgram, Stanley. 1970. "The experience of living in cities." *Science* 167:1461-68.

*Milgram, Stanley. 1984. "Cities as social representations." Pp. 289-309 in *Social Representations*, edited by R. M. Farr and S. Moscovici. London: Cambridge University Press.

Stereotyping, Expectancies, Stigma, and Labeling

Kunda Ch. 8.

Snyder, M., E. D. Tanke, and E. Berscheid. 1977. "Social perception and interpersonal behavior: On the self-fulfilling nature of social stereotypes." *Journal of Personality and Social Psychology* 35:656-666.

Steele, C. M. 1997. "Threat in the air: How stereotypes shape intellectual identity and performance." *American Psychologist* 52:613-629.

*Della Fave, L. R. 1980. "The meek shall not inherit the earth: Self-evaluation and the legitimacy of stratification." *American Sociological Review* 45:955-971.

*Merton, Robert K. 1948. "The self-fulfilling prophecy." *Antioch Review* 8:193-210.

*Bodenhausen, G. V. 1990. "Stereotypes as judgmental heuristics: Evidence of circadian variations in discrimination." *Psychological Science* 1:319-322

- Lemert, C. and A. Branaman, Editors. 1997. *The Goffman Reader*. Malden, MA: Blackwell
(Read Pp. 73-79 on the *Stigmatized Self*).
- Link, Bruce G. and Jo C. Phelan. 2001. "Conceptualizing stigma." *Annual Review of Sociology*
27:363-385.
- Link, Bruce G, F T. Cullen, E. Struening, P. E. ShROUT and B. P. A. Dohrenwend. 1989. "A
modified labeling theory approach to mental disorders: An empirical assessment."
American Sociological Review 54:400-423
- *Crocker, Jennifer. 1999. "Social stigma and self-esteem: Situational construction of self-worth."
Journal of Experimental Social Psychology 35:89-107.
- *Thompson, K. R. 1991. "Handling the stigma of handling the dead: Morticians and funeral
directors." *Deviant Behavior* 12:403-429.
- *Goffman, Erving. 1963. *Stigma: Notes On the Management of Spoiled Identities*. New York:
Prentice-Hall.

Social Inference and Attribution

Kunda Ch. 3 and skim over Chs. 6 and 7.

- Bechara, Antoine, Hanna Damasio, Daniel Tranel and Antonio R. Damasio. 1997. "Deciding
advantageously before knowing the advantageous strategy." *Science* 275:1293-1295.
- *Tversky, A. and D. Kahneman. 1974". Judgment under uncertainty: Heuristics and biases."
Science 185:1124-1131.
- *Damasio, A. R. 1994. *Descartes' Error: Emotion, Reason and the Human Brain*. New
York: Avon Books (Read: Ch. 8 "The Somatic-Marker Hypothesis," Pp.165-201).
- *Zajonc, R. obert B. 1980. "Feeling and thinking: Preferences need no inferences." *American
Psychologist*, 35: 151-175.
- *Isen, A. M. 1987. "Positive affect, cognitive processes, and social behavior." Pp. 203-253 in
Advances in Experimental Social Psychology, edited by L. Berkowitz. New York:
Academic.

Kunda Ch. 9

- Howard, Judith A. and Ken C. Pike. 1986. "Ideological investment in cognitive processing: The influence of social statuses on attribution." *Social Psychology Quarterly* 49:154-67.
- Fox, Mary F. and Vincent C. Ferri. 1992. "Women, men and their attributions for success in academe." *Social Psychology Quarterly* 55:257-271.
- *Miller, Joan G. 1984. "Culture and the development of everyday social explanation." *Journal of Personality and Social Psychology* 46:961-978.
- *Semin, G. R. and M. Rubini. 1990. "Unfolding the concept of person by verbal abuse." *European Journal of Social Psychology* 20:463-474.
- *Gilbert, D. T., and P. S. Malone. 1995. "The correspondence bias." *Psychological Bulletin* 117:21-38.
- *Kelley, H. H. 1967. "Attribution theory in social psychology." In *Nebraska Symposium on Motivation*, edited by D. Levine. Lincoln, NB: University of Nebraska Press.

Social Influence Processes (Persuasion, Conformity, Compliance) Self Presentation and Impression Management

- Eagly and Chaiken, 1993, Pp. 305-349, and Ch. 7.
- Langer, E., A. Blank and B. Chanowitz. 1978. "The mindlessness of ostensibly thoughtful action: The role of "placebic" information in interpersonal interaction." *Journal of Personality and Social Psychology* 36:635-642.
- Baron, R. S., J. A. Vandello and B. Brunzman. 1996. "The forgotten variable in conformity research: Impact of task importance on social influence." *Journal of Personality and Social Psychology* 71:915-927.
- Reeves, Robert A, G. A. Baker, J. G. Boyd and R. B. Cialdini. 1991. "The door-in-the-face technique: Reciprocal concessions vs. self-presentational explanations." *Journal of Social Behavior and Personality* 6:545-558.
- *Bushman, Brad J. 1988. "The effects of apparel on compliance: A field experiment with a female authority figure." *Personality and Social Psychology Bulletin* 14:459-467.
- *Cialdini, R. B., J. T. Cacioppo, R. Bassett and J. A. Miller 1978. "A. Low-ball procedure for

- producing compliance: Commitment then cost.” *Journal of Personality and Social Psychology* 36:463-476.
- *Asch, Solomon E. 1956. “Studies of independence and conformity: I. A minority of one against a unanimous majority.” *Psychological Monographs* 70:(No. 416).
- Leary, Mark R. and Robin M. Kowalski. 1990. “Impression management: A literature review and two-component model.” *Psychological Bulletin* 107:34-47.
- Godfrey, D., E. E. Jones and C. Lord. 1986. “Self-promotion is not ingratiating.” *Journal of Personality and Social Psychology* 50:106-115.
- Eder, D and J. L. Enke. 1991. “The structure of gossip.” *American Sociological Review* 46: 494-508.
- Gilovich, R. 1987. “Secondhand information and social judgment.” *Journal of Experimental Social Psychology* 23:59-74.
- Scott, M. B. and S. M. Lyman. 1968. “Accounts.” *American Sociological Review* 33:46-62.
- Gonzales, M. H., J. H. Pederson, D. J. Manning and D. W. Wetter. 1990. “Pardon my gaffe: Effects of sex, status, and consequence severity on accounts.” *Journal of Personality and Social Psychology* 58:610-621.
- *Hochschild, A. R. 1990. “Ideology and emotion management: A perspective and path for future research.” Pp. 117-142 in *Research Agendas in the Sociology of Emotions*, edited by T. D. Kemper. Albany, NY: State University of New York Press.
- *Thoits, P. A. 1990. “Emotional deviance: Research agendas.” Pp. 180-203 in *Research Agendas in the Sociology of Emotions*, edited by T. D. Kemper. Albany, NY: State University of New York Press.
- *Jones, E. E. and S. Berglas. 1978. “Control of the attributions about the self through self-handicapping strategies: The appeal of alcohol and the role of underachievement.” *Personality and Social Psychology Bulletin* 4:200-206.
- *Cialdini, R. B. and M. E de Nicholas. 1989. “Self-presentation by association.” *Journal of Personality and Social Psychology* 57:626-631.
- *Hochschild, A. R. “Emotion work, feeling rules, and social structure.” *American Journal of Sociology* 85:551-575.

Self Identity Processes

Social Cognitive Models of Individual Behavior

Kunda Ch. 11.

Maynard, Douglas and Steve Clayman. 1991. "The Diversity of Ethnomethodology." Pp. 385-418 in *Annual Review of Sociology*.

Kohn, Melvin L. and Carmi Schooler. 1982. "Job Conditions and Personality: A Longitudinal Assessment of Their Reciprocal Effects." *American Journal of Sociology* 87:1257-84.

Morgan, D. L. and M. J. Schwalbe. 1990. "Mind and self in society: Linking social structure and social cognition." *Social Psychology Quarterly* 53:148-164

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*House, J. S. 1981. "Social structure and personality." Pp. 525-561 in *Social Psychology: Sociological Perspectives*, edited by M. Rosenberg and R. H. Turner. New York: Basic Books.

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Social Evaluation (i.e., Attitudes)

Eagly and Chaiken, 1993, Chs. 1, 2, 3, and 4.

*Wilson, T. D. and D. Kraft. 1993. "Why do I love thee? Effects of repeated introspections about a dating relationship on attitudes toward the relationship." *Personality and Social Psychology Bulletin* 19:409-418.

*Converse, P. E. 1970. "Attitudes and nonattitudes: Continuation of a dialogue." Pp. 168-189 in *Quantitative Analysis of Social Problems*, edited by E. Tuft. Reading, MA: Addison-Wesley.

*Herek, Gregory M. 1987. "Can functions be measured? A new perspective on the functional approach to attitudes." *Social Psychology Quarterly* 50:285-303.

*Bagozzi, Richard P. 1992. "The self-regulation of attitudes, intentions and behaviors." *Social Psychology Quarterly* 55:178-204.

Social Identity and Intergroup Perception and Behavior

Frable, D. E. S. 1997. "Gender, racial, ethnic, sexual, and class identities." *Annual Review of Psychology* 48:139-162.

Hogg, M. A., D. J. Terry and K. M. White. 1995. "A tale of two theories: A critical comparison of identity theory with social identity theory." *Social Psychology Quarterly* 58:255-269.

Ellemers, N., R. Spears and B. Doosje. 2002. "Self and social identity." *Annual Review of Psychology* 53:161-186.

Brewer, M. B. 1979. "In-group bias in the minimal intergroup situation: A cognitive-motivational analysis." *Psychological Bulletin* 86:307-324.

*Billig, M. and H. Tajfel. 1973. "Social categorization and similarity in intergroup behavior." *European Journal of Social Psychology* 3:27-52.

*Tajfel, H. 1970. "Experiments in intergroup discrimination." *Scientific American* 223:96-102.

*Rubin, M. and M. Hewstone. 1998. "Social identity theory's self-esteem hypothesis: A review and some suggestions for clarification." *Personality and Social Psychology Review* 2:40-62.

Group Processes

General Texts/Classic Texts

Homans, G.C., 1974. *Social Behavior: Its Elementary Forms*. New York: Harcourt Brace.

*Kelley, H.H. and J.W. Thibaut. 1978. *Interpersonal Relations: A Theory of Independence*. New York: Wiley.

*Thibaut, J.W. and H.H. Kelley. 1959. *The Social Psychology of Groups*. New York: Wiley.

*Bales, Robert F. 1950, 1972. *Interaction Process Analysis*. Cambridge MA: Addison-Wesley.

Status

- *Berger, J., M.H. Fisek, R.Z. Norman, and M. Zelditch, Jr. Status Characteristics and Social Interaction: An Expectation States Approach, 1977.
- *Webster, M and M. Foschi. 1988. Status Generalization: New Theory and Research. Stanford: Stanford University Press.
- *Berger, J. and M. Zelditch, Jr. 1993. Theoretical Research Programs: Studies in the Growth of Theory. Stanford: Stanford University Press.
- Bales, Robert. 1965. The equilibrium problem in small groups. Pp. 444-476 in *Small Groups: Studies in Social Interaction*, edited by Hare, Borgatta, and Bales. New York: Alfred A. Knopf.
- Berger, J. and T.L. Conner. 1974. Performance expectations and behavior in small groups: a revised formulation. Pp. 85-109 in *Expectation States Theory: A Theoretical Program*, edited by Berger, J. T.L. Connor, and M.H. Fisek. Cambridge MA: Winthrop.
- Berger, J., S. Rosenholtz, and M. Zelditch, Jr. 1980. Status organizing processes. *Annual Review of Sociology* 6:479-508.
- Berger, J., M. Webster, C. Ridgeway, and S. Rosenholtz. 1986. Status cues, expectations and behavior. *Advances in Group Processes* 3:1-22.
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- Carli, Linda. 1995. Nonverbal behavior, gender, and influence. *Journal of Personality and Social Psychology* 68:1030-1041.
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- Berger, J., C. Ridgeway, M. H. Fisek, and R. Z. Norman. 1998. The Legitimation and Delegitimation of Power and Prestige Orders. *American Sociological Review* 63:379-405.
- Lucas, Jeffrey N. 2003. Status Processes and the Institutionalization of Women as Leaders. *American Sociological Review* 68:464-480.

- Wood, W. and S.J. Karten. 1986. Sex differences in interaction styles as a product of perceived sex differences in competence. *Journal of Personality and Social Psychology* 50:341-7.
- Dovidio et al. 1988. Power displays between men and women in discussions of gender-linked tasks: a multichannel study. *Journal of Personality and Social Psychology* 55:580-7.
- Correll, Shelley J. 2004. "gender, Status and Emerging Career Aspirations. *American Sociological Review* 69:93-113.
- Eagly, Alice. Sex Differences in Social Behavior: A Social-role Interpretation, 1987, Chapter 1, "The analysis of sex differences in social behavior: a new theory and a new method, pp7-41.
- Carli, Linda. 1990. Gender, Language, and influence. *Journal of Personality and Social Psychology* 59:941-51.
- Ridgeway, C. and D. Diekema. 1992. Are gender differences status differences? Pp. 157-180 in *Gender, Interaction, and Inequality*, edited by Ridgeway. New York: Springer-Verlag.
- Johnson, Cathryn, Jody Clay-Warner and Stephanie Funk. 1996. Effects of Authority Structures and Gender on Interaction in Same-Sex Task Groups. *Social Psychology Quarterly* 59:221-36.
- Ridgeway. C. 1991. The social construction of status value: gender and other nominal characteristics. *Social Forces* 70.
- Ridgeway, C., Elizabeth H. Boyle, Kathy J. Kuipers, and Dawn T. Robinson. 1998. Resources and Interaction in the Development of Status Beliefs. *American Sociological Review* 63:331-350.
- Mueller, Charles W., Munyae Mulinge, and Jennifer Glass. 2002. Interactional Processes and Gender Workplace Inequalities. *Social Psychology Quarterly* 65:163-185.
- Ridgeway, C. and G. Erickson. 2000. Creating and spreading status beliefs. *American Journal of Sociology* 106:579-615.
- Brezina, Timothy and Kenisha Winder. 2003. Economic Disadvantage: Status Generalization and Negative Racial Stereotyping by White Americans. *Social Psychology Quarterly* 66:402-418.
- Cohen, B. and Zhou. 1991. Status processes in enduring work groups. *American Sociological Review* 54:79-93.

- Ridgeway, Cecilia. 1997. Interaction and the Conservation of Gender Inequality. *American Sociological Review* 62:218-235.
- Wagner, D., R. Ford and T. Ford. 1986. Can Gender inequalities be reduced? *American Sociological Review* 51:47-60.
- Markovsky, B., R. Smith and J. Berger. Do status interventions persist? *American Sociological Review* 49:373-382.
- Thye, Shane R. 2000. A status value theory of power in exchange relations. *American Sociological Review* 65:407-432.
- Correll, Shelley J. and Cecilia L. Ridgeway. 2003. Expectation States Theory. Pp. 29-52 in Handbook of Social Psychology, edited by John Delamater. New York: Kluwer/Academic/Plenum Publishers.

Exchange, Power, Bargaining

- *Blau, P.M. 1964. Exchange and Power in Social Life. New York: Wiley.
- *Bacharach, S.B. and E.J. Lawler. 1981. Bargaining Power: Power, Tactics, and Outcomes. San Jose, CA: Jossey-Bass.
- *Gamson, W.I. 1969. Power and Discontent. Homewood, IL: Dorsey Press.
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- French, J. and Raven. 1959. The basis of social power. Pp. 150-67 in Studies in Social Power, edited by Cartwright. Ann arbor, MI: University of Michigan Press.
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- Emerson, R. 1972. Exchange theory, Part II: Exchange relations and networks. Pp. 58-87 in Sociological Theories in Progress, Vol. 2, edited by Berger, Zelditch and Anderson. Boston: Houghton-Mifflin.
- Cook, K. and R. Emerson. 1978. Power, equity and commitment of reward and punishment power. Social Psychology Quarterly 51:108-122.
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- Kollock, P. 1994. The emergence of exchange structures: an experimental study of uncertainty, commitment, and trust. American Journal of Sociology 100:315-45.
- Lawler, Edward. 2001. An affect theory of social exchange. American Journal of Sociology 107:321-352.
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- Molm, Linda D., Gretchen Peterson, and Nobuyuki Takahashi. 1999. A Power in negotiated and reciprocal exchange. @ American Sociological Review 64: 876-890.

Justice

- *Walster, E., G.W. Walster, E. Berscheid. 1978. Equity Theory and Research. Boston: Allyn and Bacon.

- Hegtvedt, K. and B. Markovsky. 1995. Justice and Injustice. Pp.257-280 in *Sociological Perspectives on Social Psychology*, edited by Cook, Fine, and House. Boston: Allyn and Bacon.
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- *Adams, J.S. 1965. Inequality in social exchange. *Advances in Experimental Social Psychology* 2:267-299.
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*Sprecher, Susan. 1992. How men and women expect to feel and behave in response to inequity in close relations. *Social Psychology Quarterly* 55:57-69.

Emotions

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Socialization and the Life Course

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- Miller, Patricia H. 1993. *Theories of Developmental Psychology*. NY: W. H. Freeman Co. (Chapters 1, 2, 3, 5, 8).
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Symbolic Interaction

General References/Classic Texts

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- Mead, G.H. *Mind, Self and Society*, 1934. Chicago: University of Chicago Press.

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Schwalbe, Michael, Sandra Godwin, Daphne Holden, Douglas Schrock, Shealy Thompson, and Michelle Wolkomir. 2000. "Generic Processes in the Reproduction of Inequality: An Interactionist Analysis." *Social Forces* 79:385-418.

Recent Developments

Gecas, Viktor and Peter Burke. 1995. *Self and Identity*. Pp. 41-67 in *Sociological Perspectives on Social Psychology*.

Gecas, Viktor and Michael L. Schwalbe. 1983. "Beyond the looking-glass self: social structure and efficacy-based self esteem." *Social Psychology Quarterly* 46:77-88.

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