CONFLICT AND CONSENSUS

A General Theory of Collective Decisions

Serge Moscovici and Willem Doise

translated by

W.D. Halls



SAGE Publications
London • Thousand Oaks • New Delhi

Contents

Introduction: The Problem	1
1 What Use Are Groups?	19
2 The Elementary Forms of Participation in Decisions and Consensuses	47
3 Extreme Conflicts and Consensuses	66
4 The Effects of Private or Public Discussions	79
5 Conflicts and Extreme Consensuses: The Role of Values	94
6 'Warm' and 'Cold' Communications	124
7 Consensus in Closed and Open Groups	150
8 Decision-making	171
Bibliography	194
Index	207