

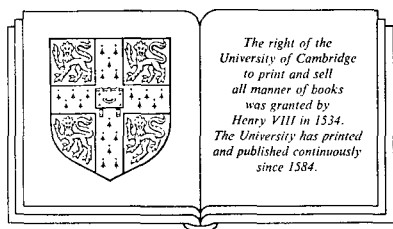
# The social dimension

European developments in social psychology

Volume 2

*Edited by Henri Tajfel*

*preparation for publication completed by Colin Fraser and Joseph M. F. Jaspars*



Cambridge University Press

Cambridge

London New York New Rochelle

Melbourne Sydney

Editions de la Maison des Sciences de l'Homme

Paris

# Contents

## VOLUME I

page

|   |          |
|---|----------|
| <b>1 The social dimension in European social psychology</b> | <b>1</b> |
| <i>Henri Tajfel, Joseph M. F. Jaspars and Colin Fraser</i>  |          |

## PART I *Social development*

|  |           |
|--|-----------|
| <b>2 Early social interaction and the development of emotional understanding</b>   | <b>9</b>  |
| <i>Judy Dunn</i>   |           |
| 1 The children's comments on other people  | 10        |
| 1.1 Comments about the baby  | 12        |
| 1.2 Observations of empathetic and antipathetic actions  | 14        |
| 1.3 The children's speech to the baby sibling  | 16        |
| 2 Individual differences: the influence of the mother  | 18        |
| 3 The development of responsiveness to the emotions and expressions of others  | 22        |
| 4 Conclusion   | 25        |
| References   | 26        |
| <b>3 The development of communicative competence with language in young children: a social psychological perspective</b> | <b>28</b> |
| <i>W. P. Robinson</i>  |           |
| 1 Conceptions of young children  | 28        |
| 2 Claims about development of mastery of language for communication  | 31        |
| 3 Directives   | 41        |
| 4 Epilogue   | 43        |
| References   | 49        |

|   |            |
|---|------------|
| <b>4 Learning: a social actualization and reconstruction of knowledge</b>                                     | <b>52</b>  |
| <i>Anne-Nelly Perret-Clermont, Jean Brun, El Hadi Saada and Maria-Luisa Schubauer-Leoni</i>                   |            |
| 1 Cognitive and psychosociological processes: difficulties in relating them                                   | 52         |
| 2 The learning of operatory responses   | 55         |
| 2.1 Learning to construct a response  | 55         |
| 2.2 Testing and learning situations   | 56         |
| 2.3 In what circumstances do collective situations have long-term consequences?                               | 58         |
| 3 Mathematics in didactic situations  | 61         |
| 3.1 Mathematics and operatory notions   | 61         |
| 3.2 Didactic situations   | 63         |
| 4 Conclusion  | 64         |
| References  | 65         |
| <b>5 The development of thinking about socio-economic systems</b>   | <b>69</b>  |
| <i>Gustav Jahoda</i>  |            |
| 1 The shop  | 70         |
| 2 The bank  | 76         |
| 3 On the nature of 'social' thinking  | 82         |
| References  | 87         |
| <b>6 The development of ethnic attitudes</b>  | <b>89</b>  |
| <i>David Milner</i>   |            |
| 1 A background of 'race' research: national attitudes in children   | 90         |
| 2 Children and race: the research   | 93         |
| 3 Black attitudes   | 98         |
| 4 Attitudes in action   | 105        |
| References  | 107        |
| <b>7 Imperfect identities: a socio-psychological perspective for the study of the problems of adolescence</b> | <b>111</b> |
| <i>Augusto Palmonari, Felice Carugati, Pio Enrico Ricci Bitti and Guido Sarchielli</i>                        |            |
| 1 Adolescence as an object of study for the social sciences   | 111        |
| 2 A social psychological perspective  | 117        |
| 3 Research on the self-system of adolescents  | 120        |
| 3.1 Hypotheses  | 120        |
| 3.2 Method  | 121        |
| 3.3 Results   | 124        |
| 3.4 Discussion  | 126        |
| 4 Towards a social psychological re-definition of adolescence   | 129        |
| References  | 132        |

**PART II Interpersonal behaviour and communication**

|  |                |
|--|----------------|
| <b>8 Communication in the family and psychopathology: a social-developmental approach to deviant behaviour</b> | <b>137</b>     |
| <i>Rolv Mikkelsen Blakar</i>   |                |
| 1 Conceptual framework: a brief outline  | 138            |
| 2 Our method: a standardized communication conflict situation  | 140            |
| 3 Schizophrenia and family communication: a social-developmental approach                                      | 142            |
| 4 Towards an integrative social-developmental programme of research  | 143            |
| 5 Implementation of the research programme   | 148            |
| 6 Concluding remarks   | 155            |
| References   | 156            |
| <br><b>9 The nonverbal dimension: a fad, a field, or a behavioural modality?</b>                               | <br><b>160</b> |
| <i>Klaus R. Scherer</i>  |                |
| 1 Coping with stress and emotion   | 163            |
| 2 Influence of attitudes and personality traits on behaviour   | 169            |
| 3 Implications for person perception and attribution research  | 177            |
| References   | 180            |
| <br><b>10 Aggression as an interpersonal phenomenon</b>  | <br><b>184</b> |
| <i>Jacques-Philippe Leyens and Adam Fraczek</i>  |                |
| 1 Conceptualizing aggression as an inter-individual phenomenon   | 186            |
| 2 Emotional activation and indices of violence   | 190            |
| 3 The cognitive elaboration  | 195            |
| 4 Filmed violence and the social context of viewing  | 198            |
| References   | 200            |
| <br><b>11 Justice and fairness in interpersonal relations: thoughts and suggestions</b>                        | <br><b>204</b> |
| <i>Gerold Mikula</i>   |                |
| 1 Concerns with justice  | 205            |
| 1.1 Justice as a motive  | 205            |
| 1.2 Justice as a goal or a strategy?   | 207            |
| 1.3 Justice as serving the motivation for control  | 208            |
| 1.3.1 Justifications to others   | 209            |
| 1.3.2 Justifications for oneself   | 214            |
| 1.3.3 Concluding remarks   | 215            |
| 2 Feelings of injustice  | 215            |

|           |  |            |
|-----------|--|------------|
| 3         | Rules of distributive and procedural justice                                 | 218        |
| 3.1       | Rules of distributive justice  | 218        |
| 3.2       | Rules of procedural fairness   | 222        |
| 4         | Concluding remarks   | 223        |
|           | References   | 225        |
| <b>12</b> | <b>Towards a comprehension of friendship development and breakdown</b>       | <b>228</b> |
|           | <i>Steve Duck and Dorothy Miell</i>  |            |
| 1         | A selective review of interpersonal attraction research                      | 229        |
| 2         | The social dimension in relationships  | 234        |
| 2.1       | Initiating and developing relationships                                      | 235        |
| 2.2       | Relationship decline and dissolution   | 245        |
| 3         | Conclusions  | 247        |
|           | References   | 247        |
| <b>13</b> | <b>When love dies: an integration of attraction and bereavement research</b> | <b>250</b> |
|           | <i>Wolfgang Stroebe and Margaret S. Stroebe</i>                              |            |
| 1         | The motivational basis of group formation: three theoretical perspectives    | 251        |
| 1.1       | The ethological approach   | 251        |
| 1.2       | Social comparison theory   | 252        |
| 1.3       | Economic and exchange theories   | 253        |
| 1.4       | Implications   | 254        |
| 2         | Determinants of mate selection   | 255        |
| 2.1       | Availability   | 256        |
| 2.2       | Desirability   | 257        |
| 2.3       | Compatibility  | 258        |
| 2.3.1     | Attitude similarity and attraction   | 258        |
| 2.3.2     | Partner personality and attraction   | 259        |
| 2.4       | Love, choice and constraints   | 260        |
| 3         | The structure of the marital relationship                                    | 261        |
| 3.1       | The differentiation of marital roles   | 261        |
| 3.1.1     | The differentiation of instrumental role functions                           | 262        |
| 3.1.2     | The differentiation of expressive role functions                             | 263        |
| 3.2       | Implications   | 265        |
| 4         | The consequences of bereavement  | 267        |
| 4.1       | Health-related consequences of partner loss: empirical evidence              | 267        |
| 4.1.1     | Mental illness   | 267        |
| 4.1.2     | Depression   | 268        |
| 4.1.3     | Physical health  | 269        |
| 4.1.4     | Mortality  | 270        |
| 4.1.5     | Suicide  | 272        |

|   |     |
|---|-----|
| 4.2 Health-related consequences of partner loss: theoretical analyses | 272 |
| 5 Implications for applied social psychology                          | 275 |
| References  | 275 |

### PART III *Social contexts of individual actions*

|   |     |
|---|-----|
| <b>14 The social dimension of goal-directed action</b>                              | 285 |
| <i>Mario von Cranach and Ladislav Valach</i>  |     |
| 1 Outlines of our theory of action  | 286 |
| 1.1 The theorem of action   | 287 |
| 2 Individual action rests upon a social foundation                                  | 289 |
| 2.1 Action requires conscious representations; consciousness is of social origin    | 289 |
| 2.1.1 Phylogenetic and historical development                                       | 290 |
| 2.1.2 Ontogenetic development   | 291 |
| 3 The principal contents of action-related cognitions originate in society          | 292 |
| 3.1 The attribution of action-related cognitions on the basis of social conventions | 293 |
| 3.2 The regulation of action through social conventions                             | 294 |
| 4 Goal-oriented action is a fundamental concept in social psychology                | 296 |
| 5 Conclusions   | 298 |
| References  | 298 |
| <b>15 Social rules and social rituals</b>   | 300 |
| <i>Rom Harré</i>  |     |
| 1 Social 'ritual'   | 301 |
| 1.1 Psychological application   | 301 |
| 1.2 Sociological application  | 304 |
| 2 Social 'rules'  | 305 |
| 3 The non-transparency of language  | 311 |
| 4 Summary   | 312 |
| References  | 313 |
| <b>16 Social differentiation and non-differentiation</b>                            | 314 |
| <i>Jean-Paul Codol</i>  |     |
| 1 Similarities: the social bond and non-differentiation                             | 315 |
| 1.1 The social bond: a determining factor in non-differentiation                    | 316 |
| 1.2 Non-differentiation as a foundation of the social bond                          | 317 |
| 2 Social differentiation and non-differentiation                                    | 320 |
| 2.1 De-individuation  | 320 |
| 2.2 The quest for individuation and singularity                                     | 321 |

|  |            |
|--|------------|
| 2.3 Assertion of difference and acceptance of similarity                           | 324        |
| 2.3.1 Sensitivity to the theme of differences                                      | 325        |
| 2.3.2 Self-assertion and the acceptance of similarity                              | 327        |
| 3 Similar and different: the PIP effect  | 327        |
| 4 Identity: the quest for differentiation and non-differentiation                  | 329        |
| 4.1 The dimensions of the feeling of identity                                      | 329        |
| 4.2 The content of the feeling of identity   | 330        |
| 4.3 Identity and the quest for social recognition                                  | 331        |
| 4.4 Limits and conflicts   | 332        |
| References   | 333        |
| <b>17 Social differentiation in the scientific community</b>                       | <b>338</b> |
| <i>Gérard Lemaire</i>  |            |
| 1 Social comparison, strategies of the actors and 'comprehensive' identity         | 338        |
| 2 Risk and avoidance of risk in the making of choices                              | 343        |
| 3 Choices, criteria and values: 'hypernormal' science and 'silent differentiation' | 350        |
| References   | 358        |
| Subject index  | i          |
| Author index   | v          |

## VOLUME 2

|                     |     |
|---------------------|-----|
| <i>Contributors</i> | xvi |
|---------------------|-----|

### PART IV *Representations of social reality*

|  |            |
|--|------------|
| <b>18 Attitudes in a social context</b>                | <b>363</b> |
| <i>J. Richard Eiser and Joop van der Pligt</i>         |            |
| 1 Preference and choice                                | 364        |
| 2 Attitudinal differences                              | 366        |
| 3 Selectivity and salience                             | 367        |
| 4 Evaluative and descriptive language                  | 370        |
| 5 Polarization of judgments of attitude statements     | 371        |
| 6 Positivity and normality vs. negativity and deviance | 373        |
| 7 Conclusions  | 375        |
| References   | 376        |
| <b>19 Social dimensions of attribution</b>             | <b>379</b> |
| <i>Miles Hewstone and Joseph M. F. Jaspars</i>         |            |
| 1 Four social dimensions of attribution                | 380        |
| 1.1 The social categorization of actors and perceivers | 380        |
| 1.2 The social context of judgments                    | 381        |
| 1.3 The shared nature of social cognition              | 382        |
| 1.4 The social nature of what is to be explained       | 383        |

|       |   |     |
|-------|---|-----|
| 2     | Foundations of a theory of social attribution   | 385 |
| 2.1   | Early contributions   | 385 |
| 2.2   | More recent theoretical contributions to social attribution   | 387 |
| 3     | Empirical evidence for social attribution   | 390 |
| 3.1   | Selected studies  | 390 |
| 3.2   | Explanations for racial discrimination: the effect of group discussion on intergroup attribution      | 392 |
| 3.3   | Social representations and social attribution: intergroup explanations for success and failure        | 394 |
| 4     | Conclusion: a tentative theory of social attribution  | 397 |
|       | References  | 400 |
| 20    | <b>The historical dimension of social psychology: the case of unemployment</b>                        | 405 |
|       | <i>Peter Kelvin</i>   |     |
| 1     | The social psychological effects of unemployment  | 407 |
| 2     | The industrial revolution of the 1980s  | 410 |
| 3     | The Protestant work ethic   | 412 |
| 4     | The language and conceptualization of unemployment  | 416 |
|       | References  | 422 |
| 21    | <b>Rationality and social control in orthodox systems</b>   | 425 |
|       | <i>Jean-Pierre Deconchy</i>   |     |
| 1     | Introduction  | 426 |
| 1.1   | The term 'orthodoxy'  | 426 |
| 1.1.1 | In its extension  | 426 |
| 1.1.2 | The articulation of the concept   | 427 |
| 2     | The concept of ideological 'orthodoxy'  | 429 |
| 2.1   | Definitions   | 429 |
| 2.2   | Limitations   | 431 |
| 2.3   | Specifications  | 432 |
| 3     | Some remarks about influence, authority and social representations of the group in an orthodox system | 433 |
| 3.1   | The experimental situation  | 433 |
| 3.2   | Hypotheses and results  | 435 |
| 4     | Religious orthodoxy and the norms of 'generic' rationality  | 437 |
| 5     | Religious orthodoxy and the effects of specific scientific information                                | 440 |
| 6     | Conclusion  | 443 |
|       | References  | 444 |
| 22    | <b>Political ideology: social psychological aspects</b>   | 446 |
|       | <i>Michael Billig</i>   |     |
| 1     | Personality and ideology  | 449 |



|                                      |     |
|--------------------------------------|-----|
| 2 The social creation of 'extremism' | 455 |
| 3 Ideology and ambivalence           | 461 |
| References                           | 465 |

## PART V *Group processes*

|  |            |
|--|------------|
| <b>23 Social groups, nonsense groups and group polarization</b>          | <b>473</b> |
| <i>Colin Fraser and Donald Foster</i>                                    |            |
| 1 The nonsense group tradition   | 473        |
| 2 An outline of the study of group decision making                       | 476        |
| 2.1 The first phase: shift-to-risk                                       | 476        |
| 2.2 The middle phase: reformulation                                      | 479        |
| 2.3 The third phase: polarization  | 481        |
| 3 Group polarization: theoretical accounts                               | 483        |
| 3.1 The individualistic level of explanation                             | 484        |
| 3.2 The group level of explanation                                       | 485        |
| 3.3 The social level of explanation                                      | 488        |
| 4 The study of social groups   | 491        |
| References   | 493        |
| <b>24 The influence of minorities: ten years later</b>                   | <b>498</b> |
| <i>Gabriel Mugny</i>   |            |
| 1 Two models of social influence   | 498        |
| 2 The theory of consistency  | 501        |
| 3 The social context of minority influence                               | 505        |
| 4 Minority influence and social identification                           | 510        |
| 5 Conclusion   | 513        |
| References   | 514        |
| <b>25 Social identification and psychological group formation</b>        | <b>518</b> |
| <i>John C. Turner</i>  |            |
| 1 Introduction: what is a psychological group?                           | 518        |
| 2 Social categorization and the external designation of group membership | 520        |
| 3 An identity theory of the group  | 526        |
| 4 Psychological group formation as a process of identification           | 530        |
| 5 Conclusion   | 535        |
| References   | 536        |

## PART VI *Intergroup relations*

|   |            |
|---|------------|
| <b>26 The social psychology of intergroup relations and categorical differentiation</b> | <b>541</b> |
| <i>Jean-Claude Deschamps</i>  |            |
| 1 The process of categorization in quantitative judgments                               | 542        |
| 2 Categorization in social stereotypes  | 543        |

|           |   |            |
|-----------|---|------------|
| 3         | Categorization and discrimination   | 545        |
| 4         | Social categorization and identity  | 546        |
| 5         | Categorical differentiation   | 547        |
| 5.1       | The dynamics of differentiation   | 549        |
| 5.2       | Accentuation of intergroup differences and intra-group similarities                                 | 552        |
| 5.3       | Crossed category memberships  | 554        |
|           | References  | 558        |
| <b>27</b> | <b>Intergroup differences in group perceptions</b>  | <b>560</b> |
|           | <i>Ad F. M. van Knippenberg</i>   |            |
| 1         | Social categorization and social identity: cognitive and motivational principles                    | 561        |
| 2         | Social identity and stability   | 564        |
| 3         | Strategies in group descriptions and evaluations  | 571        |
| 4         | Social competition and social cooperation   | 574        |
|           | References  | 577        |
| <b>28</b> | <b>The individual and social functions of sex role stereotypes</b>                                  | <b>579</b> |
|           | <i>Carmen Huici</i>   |            |
| 1         | Social stereotypes and sex role stereotypes   | 580        |
| 1.1       | Sex role stereotypes  | 580        |
| 1.1.1     | The descriptive approach to sex role stereotypes  | 580        |
| 1.1.2     | Critique of the descriptive approach  | 582        |
| 1.2       | The individual functions of sex role stereotypes  | 583        |
| 1.3       | The social functions of sex role stereotypes  | 586        |
| 1.3.1     | The justification function of sex role stereotypes  | 586        |
| 2         | Social attribution and sex role stereotypes   | 590        |
| 2.1       | Sex role stereotypes and the function of explanation  | 590        |
| 2.2       | Comments on the research on attribution and sex categorization                                      | 591        |
| 3         | The differentiation function of social stereotypes  | 592        |
| 4         | Conclusions   | 597        |
|           | References  | 600        |
| <b>29</b> | <b>The role of similarity in intergroup relations</b>   | <b>603</b> |
|           | <i>Rupert J. Brown</i>  |            |
| 1         | Theoretical perspectives  | 604        |
| 1.1       | Frustration-aggression theory   | 604        |
| 1.2       | Theories of similarity-attraction   | 604        |
| 1.3       | The relevance of frustration-aggression and similarity-attraction theories for intergroup relations | 606        |
| 1.4       | Social identity theory  | 608        |
| 2         | The empirical evidence  | 609        |
| 2.1       | Field research  | 610        |
| 2.2       | Experimental research   | 612        |

|     |  |     |
|-----|--|-----|
| 3   | Conclusions  | 617 |
| 3.1 | Implications for theory  | 617 |
| 3.2 | Implications for practice  | 618 |
|     | References   | 621 |
| 30  | <b>Social psychology and political economy</b>   | 624 |
|     | <i>Sik Hung Ng</i>   |     |
| 1   | Introduction   | 624 |
| 1.1 | Political economy  | 625 |
| 1.2 | Orthodox economics   | 627 |
| 1.3 | Conclusion   | 629 |
| 2   | Distribution: a problem common to social psychology and political economy              | 630 |
| 2.1 | Power  | 630 |
| 2.2 | Equity   | 632 |
| 2.3 | Social categorization  | 635 |
| 3   | Conclusion   | 641 |
|     | References   | 642 |
| 31  | <b>Intergroup and interpersonal dimensions of bargaining and negotiation</b>           | 646 |
|     | <i>G. M. Stephenson</i>  |     |
| 1   | The balance between intergroup and interpersonal exchange: experimental work           | 646 |
| 1.1 | Variations in bargaining style   | 646 |
| 1.2 | Medium of communication and the process and outcomes of experimental negotiation       | 649 |
| 1.3 | Conclusions  | 652 |
| 2   | Field studies of negotiation   | 654 |
| 2.1 | Bargaining climates  | 654 |
| 2.2 | Interpersonal and intergroup stages in successful negotiation                          | 657 |
| 2.3 | Management-union consultation: a form of negotiation                                   | 660 |
| 3   | Arbitration: interpersonal irresponsibility  | 661 |
| 3.1 | Webb's studies   | 663 |
| 4   | Conclusions  | 665 |
|     | References   | 666 |
| 32  | <b>Second language acquisition: the intergroup theory with catastrophic dimensions</b> | 668 |
|     | <i>Peter Ball, Howard Giles and Miles Hewstone</i>                                     |     |
| 1   | Language and ethnicity   | 671 |
| 2   | Ethnolinguistic identity theory  | 672 |
| 2.1 | Factors affecting the salience of ethnic group membership                              | 673 |
| 2.2 | Propositions   | 674 |

|   |         |
|---|---------|
| 3 The intergroup theory of second language learning   | 675     |
| 4 The intergroup theory of second language acquisition: a cusp catastrophe model of 'intermediates' | 679     |
| 4.1 A preliminary evaluation  | 683     |
| 4.2 Elaborating the model with a bias factor: dependence on first language for self esteem          | 687     |
| 5 Conclusions   | 689     |
| References  | 691     |
| <br><b>33 Intergroup relations, social myths and social justice in social psychology</b>            | <br>695 |
| <i>Henri Tajfel</i>   |         |
| 1 The psychological power of social myths in intergroup relations                                   | 696     |
| 2 Private and public morality   | 703     |
| 3 Conclusion  | 712     |
| References  | 714     |
| <br>Subject index   | <br>I   |
| Author index  | v       |