Contents

Part One. Introductory

OIM	apte:	
1	BACKGROUND AND HISTORY	3
	Introduction	3
	Historical Outline	10
	The Field of Social Psychology	14
	Summary	16
2	THE SOCIAL BEHAVIOR OF ANIMALS	20
	Introduction	20
	Group Behavior	22
	The In-Group and the Out-Group	25
	Leadership and Dominance	26
	The Individual in the Group Situation	29
	Animal "Culture"	30
	Communication Among Animals	3 3
	Summary	37
3	LANGUAGE	40
	Introduction	40
	Phonetic Symbolism	43
	Language and Thought	47
	Semantics	52
	Language Development in the Child	54
	The Importance of Language in Social Psychology	57
	Summary	58

× CONTENTS

Part Two. Social Factors in Human Nature

THE CONCEPT OF HUMAN NATURE	63
w . w	
Introduction	63
The Instinct Theory	65
The Origins of Culture	71
Man Without Culture	72
Summary	73
MOTIVATION	76
Introduction	76
The Parental Drive	78
Aggressiveness	89
Acquisitiveness	100
	113
	119
Summary	122
MOTIVATION (Continued)	128
Sex	128
Organic Needs	15 3
Gregariousness	156
Other Motives	160
The Dependable Motives in General	162
Summary	165
EMOTIONAL BEHAVIOR	170
Introduction	170
The Causes of Emotional Behavior	172
The Amount of Emotional Behavior	174
The Nature of Emotional Expression	179
The Nature of Emotional Experiences	199
Summary	200
SOCIAL FACTORS IN PERCEPTION AND MEMORY	204
Sense Perception	204
Memory	219
Summary	226
	The Origins of Culture Man Without Culture Summary MOTIVATION Introduction The Parental Drive Aggressiveness Acquisitiveness Self-Assertiveness Self-Preservation Summary MOTIVATION (Continued) Sex Organic Needs Gregariousness Other Motives The Dependable Motives in General Summary EMOTIONAL BEHAVIOR Introduction The Causes of Emotional Behavior The Amount of Emotional Expression The Nature of Emotional Expression The Nature of Emotional Experiences Summary SOCIAL FACTORS IN PERCEPTION AND MEMORY Sense Perception Memory

CONTENTS

хi

327

330

Part Three. Differential Psychology

Che	apter	
9	INDIVIDUAL AND CLASS DIFFERENCES	231
	Introduction	231
	Heredity and Environment	232
	Studies of Twins	241
	Occupational Differences	248
	The Effect of School Training	250
	The Intelligence of Foster Children	251
	The Cumulative Effects of Inferior Environment	25 9
	The Problem of "Racial Degeneration"	260
	Regional Differences in Intelligence	263
	Summary	26 9
10	SEX DIFFERENCES	275
	Introduction	275
	Quantitative Studies	276
	The Ethnological Approach	280
	Sex Differences Among Animals	286
	Women of Genius	288
	Summary	289
11	ETHNIC DIFFERENCES	291
	Introduction	291
	The Anthropological Approach	291
	The Biological Argument for "Racial" Superiority	297
	The Cultural Argument	300
	Tests of Intelligence	304
	The Measurement of Non-Intellectual Traits	312
	The Problem of Miscegenation	315
	Summary	320
F	Part Four. Social and Cultural Factors Personality	in

12 THE DEVELOPMENT OF PERSONALITY

The Constitutional Approach to Personality

Introduction

Ci	hapter	
	"Father of the Man"	339
	Culture and the Life History	346
	Summary	351
10	CHITIDE AND DEPOCALLA	301
13	CULTURE AND PERSONALITY: STATUS, ROLE AND THE INDIVIDUAL	
	Introduction	356
		356
	Personality Types and Cultural Integrations Status and Role	357
	Culture, Role and Personality	363
	Summary	373
	Summary	373
14	CULTURE AND PERSONALITY: THE STUDY OF NATIONAL	
	CHARACTERISTICS	377
	Introduction	377
	National Culture as a Whole	380
	National Characteristics and Individual Variations	383
	Segmental Approaches	386
	A Combined Approach	390
	Summary	391
15	SOCIAL FACTORS IN ABNORMALITY	904
	Introduction	394
	Varieties of Normal Behavior	394
	Situations Determining Abnormality	396 400
	Amount of Abnormality	400 404
	Varieties of Abnormality	404 406
	Conclusion	410
	Summary	411
16	SOCIAL PACTORS IN DELINOUS	
.0	SOCIAL FACTORS IN DELINQUENCY AND CRIME	415
	Introduction	415
	Physical Characteristics of the Criminal	417
	Social and Psychological Factors	421
	A Multi-Causal Approach	429
	Summary	430

Chanter

xiii

Part Five. Social Interaction

1 <i>7</i>	THE INDIVIDUAL IN THE GROUP	437
	Introduction	437
	Imitation	439
	Suggestion	442
	The Crowd and the Group	449
	Social Facilitation	453
	Conformity	456
	Sociometry	458
	Group Dynamics	460
	Leaders and Leadership	46 6
	Reference Groups	474
	Summary	475
18	ATTITUDES AND OPINIONS	481
	Introduction	481
	Stereotypes	484
	The Measurement of Attitudes and Opinions	489
	Propaganda	501
	Summary	507
19	PREJUDICE	511
	Introduction	511
	Prejudice as "Natural"	512
	Prejudice as "Learned"	519
	Prejudice as a Means to Practical Ends	526
	Prejudice as a Dimension of Personality	532
	A Multi-Dimensional Approach	535
	The Reduction of Prejudice	537
	Summary	544
20	PSYCHOLOGY AND INTERNATIONAL RELATIONS	549
	Introduction	549
	The Implications of Psychological Findings	552
	The Utilization of Psychology	558
	Summary	560
INDEX OF NAMES		
INDEX OF SUBJECTS		572