3

37

53

PART I • THEORIES OF SOCIAL PSYCHOLOGY

1 • Attitudes: Theories and Issues
Bobby J. Calder, Michael Ross

Techniques of Attitude Measurement
The Psychological Foundations of Attitudes
Cognitive Consistency
Attitudes and Behavior
Cognitive Dissonance Theory
Self-Perception Theory as an Alternative to Dissonance Theory
Self-Perception in the Absence of Dissonance
A Systematic View of Attitudinal Processes

2 • The Actor and the Observer: Divergent Perceptions of the Causes of Behavior Edward E. Jones, Richard E. Nisbett

Experimental Evidence Consistent with the Proposition
The Information Available to Actor and Observer
Differences in Information Processing
The Naive Psychology of Observers and Actors
Personality Traits Are Things Other People Have
Motivational Influences on Attribution Processes
Summary and Conclusions

3 • Responses to Loss of Freedom: A Theory of Psychological Reactance lack W. Brehm

Determinants of Reactance
Consequences of Reactance
Experimental Evidence
Selected Problems
Overview and Conclusions

4 • Theories of Social Exchange
Richard L. Simpson

The Social Exchange Model
Homans' Theory of Elementary Social Behavior
Thibaut and Kelley's Matrix of Interaction Outcomes
Problems and Limitations of Exchange Theories

99	5 • Resource Theory of Social Exchange Edna B. Foa, Uriel G. Foa
	Introduction Definition and Classification of Resources Structure of Resources and Interpersonal Behavior Some Important Implications of Properties The Effect of Structure on Exchange
	A New Look at Well-Known Notions Social Relevance Summary
	PART II • INTERPERSONAL RELATIONS
135	6 • Interpersonal Attraction: An Overview Gerald L. Clore
	Information and Affect in Attraction
	Four Perspectives on Attraction Characteristics of the Actor
	Interpersonal Aspects Perceiver Variables
	Setting Variables
	Actor, Interpersonal, Perceiver, and Setting Variables Summary
177	7 • Self-Disclosure Alan L. Chaikin, Valerian J. Derlega
	What Is Self-Disclosure? Self-Disclosure and Mental Health
	Friendship Formation and Self-Disclosure Disclosure Reciprocity
	Social Attraction and the High Revealer Unresolved Issues
211	8 • Fairness in Social Relationships
	Gerald S. Leventhal
	Distributive Fairness A Theory of Justice Judgment
	Reactions to Unfair Distributions
	Procedural Fairness

Summary

9 • Aggression	241
Russell G. Geen	

Frustration and Aggression
Effects of Observing Aggression by Others
The Reduction and Control of Aggression
Aggression Catharsis
General Summary

10 • Interpersonal Conflict 265

John Grenville Holmes, Dale T. Miller

The Initiation of Conflict
Escalation of Conflict
Symptoms of Conflict: Cycles and the Cause and Effect Problem
The Adaptive-Inhibition Model
Negotiation and Bargaining
The Functions of Conflict
A Final Note

11 • Help in a Crisis: Bystander Response to an Emergency Bibb Latané, John M. Darley

Characteristics of Emergencies
A Model of the Intervention Process
Social Determinants of Bystander Intervention, I: Social Influence Processes
Social Determinants of Bystander Intervention, II: Diffusion of Responsibility
Social Determinants of Bystander Intervention, III: Combined Processes
Other Studies
Safety in Numbers

PART III • GROUPS AND THE ENVIRONMENT

12 • An Overview of Small Group Behavior Marvin E. Shaw

The Nature of Small Groups Group Formation and Development Behavior in Groups Summary

13 • Conformity and Deviation John M. Darley, Susan A. Darley

Conformity Deviance Summary 335

423

Ivan D. Steiner

Good and Bad Group Decisions
Recipes for Collective Action
Norms and Role Systems
Motivation
Leadership
Summary

15 • Experiential Groups: The Uses of Interpersonal Encounter, Psychotherapy Groups, and Sensitivity Training Martin Lakin

The World of the Experiential Group The Interaction of Group and Person in Training Groups Interaction Between Participants and the Group Conditions for Membership The Experiential Group Movement The Functions of the Group Leader The Experiential Group as a Temporary System The Transfer of Insights from Experiential Groups Symbolized Relationships or Transferencelike Reactions in the Experiential Group Standards of Practice Ethical Considerations in Experiential Groups **Experiential Groups in Organizations** Evaluation Risks in Experiential Groups The Experiential Group and Social Action Experiential Groups for Whom? Looking to the Future of Experiential Groups

16 • Personal Space 455 Darwyn E. Linder

Personal Space and Nonverbal Behavior Interaction Distance Zones Some Effects of Population Density Population Density and Human Behavior Interaction Distance and Personality Variables

Density and Aggression Man, Space, and the Future