

Contents

Preface, vii
Acknowledgments, ix
List of Tables, xv
List of Figures, xvii
Introduction, xix

PART ONE
A COMPARATIVE BASELINE

1. *The Social Behavior of Animals* 3
- The Animal Society, 5
 - The Homeostatic Theory of Social Organization, 6
 - The Individual Animal in Society, 21
 - Imprinting and the Critical Period, 32

PART TWO
*PROBLEMS OF PSYCHOLOGY AND
SOCIAL STRUCTURE*

2. *The Basic Dimensions of Interpersonal Relationship* 51
- The Historical Evolution of the European Pronouns of Address, 54
 - Two Other Historical Trends, 64
 - A Residual Puzzle, 68

Solidarity and Status as Dimensions of Relationship, 71
A Universal Norm and Its Interpretation, 92

3. *Stratification* 101

Caste in India and Feudalism in Europe, 107
The Reality of Social Class, 113
Vertical Mobility in the United States, 135
The Dark Side of High Status, 143

4. *Roles and Stereotypes* 152

Basic Concepts in Role Theory, 154
Sex and Temperament, 161
Stereotypes, 172

PART THREE

THE SOCIALIZATION OF THE CHILD

5. *The Development of Intelligence* 197

A Representative Investigation, 198
The Geneva Program, 202
Sensory-Motor Intelligence, 209
Preoperational and Concretely Operational Intelligence, 218
Formally Operational Intelligence, 226
Genevan Research and Social Psychology, 233

6. *Language: The System and Its Acquisition.*
Part I. Phonology and Grammar 246

The Phonological System, 252
The Grammatical System, 274

7. *Language: The System and Its Acquisition. Part II.*
The Semantic System; Language, Thought, and Society 306

The Semantic System, 306
Language, Thought, and Society, 332

8. *The Acquisition of Morality* 350

An Exercise in Psychoanalytic Interpretation, 352
Freud's Theory of Identification, 374
The Strength of Conscience, 381
The Role of Imitation (or Learning by Identification) in Moral
Conduct, 394
Moral Knowledge and Moral Thought, 401
Specificity and Generality, 407
Propositions for the Future, 411

PART FOUR
 PERSONALITY AND SOCIETY

9. *The Achievement Motive* 423
 Development of the Scoring System, 427
 Reliability in Scoring, 434
 Validity of the Measure, 438
 The Expressive Style of the High Scorer, 441
 Childhood Origins of Achievement Motivation, 445
 Weber's Thesis, 451
 The Key Hypothesis, 452
 Complication of the Key Hypothesis, 460
 Achievement Motivation and Job Performance, 469
10. *The Authoritarian Personality
 and the Organization of Attitudes* 477
 The Widening Circle of Covariation, 479
 Construction of the Personality, 497
 The Cognitive Style of the Authoritarian, 505
 Critique of *The Authoritarian Personality*, 509
 After the Critique, 523
 Is There an Authoritarian of the Left?, 526
- PART FIVE
 SOCIAL PSYCHOLOGICAL PROCESSES
11. *The Principle of Consistency in Attitude Change* 549
 The Norton-Silvers Problem, 550
 The Congruity Model, 558
 The Balance Model, 573
 Dissonance Theory, 584
 Inconsistency and General Psychological Theory, 604
12. *Impressions of Personality, Including One's Own* 610
 Data and Constructs, 611
 First Impressions, 617
 The Identification of Emotions, 621
 The Central Trait, 630
 Accuracy in Impression Formation, 636
 One's Own Personality, 647
13. *Group Dynamics* 656
 A Sample Discussion, 661
 Conformity, 663
 A Leadership that Favors Risk, 679
 Risk and the Right Answer, 689

Risk as a Value, 698

A Dash of Dissonance and the Grand Conclusion, 702

14. *Collective Behavior and the Psychology of
the Crowd* 709

The Field of Collective Behavior, 713

Smelser's "Value-Added" Theory, 728

Psychology of the Crowd, 733

List of Journal Abbreviations, 765

Author Index, 771

Subject Index, 779

LIST OF TABLES

TABLE 2-1. Aspects of Solidarity and Status	72
TABLE 3-1. Percentage of Clique Relations Observed within and between Classes by Sex	127
TABLE 3-2. Prestige Ratings for the Top Twenty Occupations in the Hatt and North Study	129
TABLE 3-3. Prestige Ratings of Occupations in Japan	130
TABLE 6-1. Sequential Order of Modifiers in English Noun Phrases	282
TABLE 6-2. A Section from Adam's First Record	287
TABLE 6-3. Some Imitations Produced by Adam and Eve	288
TABLE 6-4. Expansions of Child Speech Produced by Mothers	293
TABLE 6-5. Utterances Not Likely to Be Imitations	298
TABLE 6-6. Some Privileges of the Noun Phrase	301
TABLE 6-7. Pronouns Replacing Nouns or Noun Phrases and Pronouns Produced Together with Nouns or Noun Phrases	302
TABLE 7-1. Development of the Meaning of <i>Fa Fa</i> or <i>Flowers</i>	312
TABLE 8-1. Two Interpretations of Hans's Phantasy	358
TABLE 9-1. Invented Scores Showing Ideal Effects of Situation and Personality	433
TABLE 9-2. Average Per Capita Consumption of Electric Power, for Protestant and Catholic Countries Outside the Tropics of Cancer and Capricorn	453
TABLE 9-3. Estimates of National Economic Development between 1925 and 1950 Compared with Achievement Motive Level in Children's Readers in 1925 and 1950	457
TABLE 9-4. Correlations of Reader Achievement Motive Scores with Deviations from Expected Economic Gains	458
TABLE 10-1. Mean Wechsler-Bellevue I.Q. Score for Each Quartile of the Ethnocentrism Scale (Psychiatric Clinic, Men and Women)	518
TABLE 10-2. Mean Number of Years of Education for Each Quartile of the Ethnocentrism Scale (Psychiatric Clinic, Men and Women)	519
TABLE 10-3. Agreement with F Scale Items and Education	520
TABLE 10-4. Frequency of Responses by Conservatives, Liberals, Socialists, and Communists to the Items on the Tender-Mindedness Scale	540
TABLE 11-1. Some Cognitive Elements Arranged in Dissonant Pairs	594
TABLE 12-1. Percentages of Subjects Inferring Various Qualities from Trait Lists	632
TABLE 13-1. Tags for the Content Categories of the General Inquirer	694
TABLE 13-2. Words for the Tag Concept "Dirty"	695
TABLE 14-1. Payoff Matrix for the Prisoners' Dilemma	739
TABLE 14-2. Payoff Matrix for a Person (P) and a Group (G) in an Entrapment Situation	740
TABLE 14-3. A Payoff Matrix for Tulipomania	743
TABLE 14-4. Payoff Matrix for a Lynching Mob	756

LIST OF FIGURES

FIGURE	2-1. The Status Norm	57
FIGURE	2-2. The Two-Dimensional Norm System in Equilibrium and Under Tension	58
FIGURE	2-3. Social Dyads Involving Conflict of Norms and Their Resolution	60
FIGURE	2-4. The One-Dimensional Solidarity Semantic	60
FIGURE	2-5. Two Latent Structures in a Verbal Learning Task	86
FIGURE	2-6. The Invariant Norm of Address	93
FIGURE	2-7. A Model of Acts of Intimacy between Unequals	97
FIGURE	3-1. An Interaction Matrix for Six Persons	121
FIGURE	3-2. Friendship Choices among Nine Persons that Reveal a Class Structure	125
FIGURE	3-3. Friendship Choices among Nine Persons that Reveal a Status Continuum	126
FIGURE	3-4. The Position of the Negro in American Society: Three Views	138
FIGURE	4-1. One Person in Two Roles	157
FIGURE	4-2. Human Temperaments as Light Sources and Cultures as Filters	166
FIGURE	5-1. The Problem of Colored and Colorless Chemicals	228
FIGURE	6-1. Schematic Drawing of the Speech Apparatus	254
FIGURE	6-2. Spectrogram of the Syllable [ga] showing Transitions and Vowel Formants	261
FIGURE	6-3. Illustrations of the Spectrographic Patterns from Which the Stimuli of the Haskins Experiment Were Produced	262
FIGURE	6-4. Data from One Subject in the Haskins Experiment	264
FIGURE	6-5. Eight English Consonants Employing Three Distinctive Features	266
FIGURE	6-6. Permissible Consonant Onsets for English Words	268
FIGURE	6-7. A Formula for Generating Some English Noun Phrases	280
FIGURE	6-8. Constituent Structure Analysis of a Sentence	283
FIGURE	6-9. Derivation of a Sentence from the Top Down	284
FIGURE	6-10. Diagram of the Constituent Structure of a Sentence	285
FIGURE	6-11. Some Semantic Contrasts that Are Coded by Functors	296
FIGURE	6-12. Illustration of Jean Berko's Method for Eliciting Inflections	297
FIGURE	6-13. Noun Phrases in Isolation Produced at Time 1	299
FIGURE	7-1. The Meanings of Eight Kin Terms	307
FIGURE	7-2. Pictures Used in Heidebreder's Study of Concept Formation	310
FIGURE	7-3. Lexical Mappings of the Color Spectrum in Three Languages	316
FIGURE	9-1. Position of the Scoring Categories in a Motivated Behavioral Sequence	435
FIGURE	9-2. The Model Design for Graphic Expressions	446
FIGURE	9-3. Weber's Thesis and McClelland's Modification	452
FIGURE	9-4. McClelland's Hypothesis with the Variables Fractionated into Indices	462
FIGURE	9-5. McClelland's Hypothesis Viewed as a Set of Predicted Relations between Indices of the Major Variables	463

FIGURE	9-6. McClelland's Hypothesis with the Final Variable Differentiated	466
FIGURE	10-1. Schematic Diagrams Illustrating Two Hypotheses Regarding the Positions of Political Parties	536
FIGURE	11-1. The Norton-Silvers Problem	552
FIGURE	11-2. Simple Resolutions of the Norton-Silvers Problem	554
FIGURE	11-3. Resolution of the Norton-Silvers Problem by Differentiation of <i>Do Re Mi</i>	556
FIGURE	11-4. A Congruity Scale with Illustrative Cognitive Objects	559
FIGURE	11-5. The Effect of a Slightly Incongruous Association Bond	560
FIGURE	11-6. The Effect of a Slightly Incongruous Dissociative Bond	563
FIGURE	11-7. A Bond that Is Balanced but not Necessarily Congruous	577
FIGURE	11-8. Three Versions of the Store Manager's Role	581
FIGURE	13-1. Initial Positions, Final Positions, and the Unanimous Group Decision on a Problem Involving Risk	663
FIGURE	13-2. Balanced and Imbalanced Triads	664
FIGURE	13-3. Mappings of the Asch Conformity Situation in Terms of Balance	674
FIGURE	13-4. The System of Categories Used in Interaction Process Analysis	684