

Contents

<i>List of Contributors</i>	xiii
<i>Preface</i>	xv

Part I

GENERAL THEORY

X	1		
	Identities, the Phenomenal Self, and Laboratory Research		3
	JAMES T. TEDESCHI AND MARC RIESS		
	Why Do People Manage Impressions?		4
	Self-Presentation and the Phenomenal Self		15
	Scope of Impression Management Theory		18
	Conclusions		20
	References		20

2**Tactical Self-Presentations: Toward a Broader Conception 23**

DAVID J. SCHNEIDER

Toward a Theory 28

Summary 39

References 39

3**Basking and Blasting: Tactics of Indirect Self-Presentation 41**

KENNETH D. RICHARDSON AND ROBERT B. CIALDINI

Indirect Tactics of Self-Presentation 42

Variants of the Basic BIRG Strategy 46

Summary 50

References 53

Part II**IMPRESSION MANAGEMENT
AND LABORATORY RESEARCH****4****Demand Compliance in Laboratory Experiments 57**

MONTE M. PAGE

The Psychological Experiment as a Social Situation 59

Factors Influencing Compliance with Experimental Hypotheses 62

Broader Implications for Social Psychology 76

References 79

X 5**Situated Identities and Response Variables 83**

C. NORMAN ALEXANDER, JR., AND JOEL RUDD

Situated Identity Theory 84

Identity Formation in Experimental Situations 94

Situated Identity beyond Social Desirability 97

Situational Equivalence	98
Summary and Conclusions	101
References	102

Part III

ATTITUDES AS TACTICS OF SELF-PRESENTATION

6

Reconsidering the Attitude Concept: A Behavioristic Self-Presentation Formulation **107**

JERALD M. JELLISON	
Self-Presentation Framework	112
Implications	119
Concluding Comments	124
References	125

7

Presentational Strategies and the Social Expression of Attitudes: Impression Management within Limits **127**

R. GLEN HASS	
Forewarning	128
Anticipatory Belief Change	129
Changes in Attitudes—Changes in Latitudes	136
Attitude Expression and Impression Management	143
References	145

8

Impression Management Theory and the Forced Compliance Situation **147**

JAMES T. TEDESCHI AND PAUL ROSENFELD	
The Cognitive Perspective	148
The Interactionist Perspective	151
Research Evaluating the Impression Management Theory	158

Other Controversies Suggested by Impression Management Theory	168
Conclusions	172
References	174

Part IV

SELF-PRESENTATION AND HARM-DOING

9

An Interactionist Approach to Aggression 181

RICHARD B. FELSON

Symbolic Interactionism	181
Impression Management	183
Types of Evidence Used in Testing the Interactionist Approach	187
Aggression as an Interactive Process	192
Legitimizing Aggression	194
Summary and Conclusions	196
References	197

10

Deindividuation, Self-Awareness, and Impression Management 201

SVENN LINDSKOLD AND L. REBECCA PROPST

Theories	202
Research Literature	208
Summary	218
References	219

11

Impression Management and Prosocial Behavior following Transgression 223

JAMES T. TEDESCHI AND CATHERINE A. RIORDAN

Intrapsychic Explanations	224
Interpersonal Explanations	231
A Selective Review of the Evidence	234
Summary and Conclusions	242
References	243

Part V

BARGAINING, DISTRIBUTIVE JUSTICE, AND IMPRESSION MANAGEMENT

12

Impression Management in Bargaining: Images of Firmness and Trustworthiness 247

DEAN G. PRUITT AND D. LEASEL SMITH

The Image of Firmness	249
Coordination and Trust	256
Reconciling the Two Motives	261
Summary	262
References	264

13

Self-Presentation and Distributive Justice 269

HARRY T. REIS

Is Self-Presentation Theory Relevant to Distributive Justice?	270
The Importance of Presenting Oneself as a Fair Person to Others	271
The Importance of Presenting Oneself as a Fair Person to Oneself	278
Implications	284
Conclusion	288
References	288

Part VI

INDIVIDUAL DIFFERENCES AND IMPRESSION MANAGEMENT

14

On Being Surplus: Its Relationship to Impression Management and Mental Patienthood 295

BENJAMIN BRAGINSKY

Dominant Psychiatric Conception of Schizophrenia	295
On Being Surplus	297
Impression Management and Attempts to Reduce Surplus Value	303

Surplus Value, Impression Management, and the Mentally Ill	304
Reducing One's Surplus Value by Engaging in Ingratiation— Acting "Ill" and Acting "Well"	306
References	309

15

Self-Presentation Styles **311**

ROBERT M. ARKIN	
Determinants of Self-Presentation	312
Target Characteristics	317
The Interaction Context	319
Individual Differences	323
Consequences of Protective Self-Presentation	329
Summary	330
References	330

16

The Social Psychology of Shyness: A Self-Presentation Model **335**

MARK R. LEARY AND BARRY R. SCHLENKER	
Shyness: The Concept and Prior Approaches to It	336
The Nature of Self-Presentation	341
Shyness: Doubting One's Ability to Achieve	
Satisfactory Reactions from Others	342
Antecedents of Shyness	345
Behavioral Accompaniments of Shyness:	
Self-Presentational Functions	352
The Links among Shyness, Its Antecedents, and Its Manifestations	354
Some Implications for Counseling	355
Summary	356
References	356

<i>Index</i>	359
--------------	------------