

CONTENTS

Group Processes and Intergroup Relations: Editor's Introduction Clyde Hendrick	7
1. Majority and Minority Influence John M. Levine and Eileen M. Russo	13
2. Minority Influence and Conversion Anne Maass, Stephen G. West, and Robert B. Cialdini	55
3. The Formation of Small Groups Richard L. Moreland	80
4. From Individual Inputs to Group Outputs, and Back Again: Group Processes and Inferences About Members Scott T. Allison and David M. Messick	111
5. Individual and Group Goals Diane M. Mackie and George R. Goethals	144
6. Attributions of Responsibility for Collective Endeavors Mark R. Leary and Donelson R. Forsyth	167
7. The Influencing Process in Group Decision Making Martin F. Kaplan	189
8. Categorization, Competition, and Collectivity Chester A. Insko and John Schopler	213

9. Leadership Processes: Intrapersonal,
Interpersonal, and Societal Influences
Martin M. Chemers 252
10. A Person-Niche Theory of Depersonalization:
Implications for Leader Selection,
Performance, and Evaluation
Philip M. Smith and Anna Sabine Fritz 278