

Contents

| | |
|---|------------|
| Preface | vii |
| 1. Power, Dominance, and Nonverbal Behavior: | |
| Basic Concepts and Issues | 1 |
| <i>Steve L. Ellyson and John F. Dovidio</i> | |
| Nonverbal Behavior and Nonverbal Communication | 3 |
| Power, Dominance, and Status | 6 |
| Chapter Overviews | 11 |
| Organization of the Book | 14 |
| 2. Power, Dominance, and Nonverbal Behavior: | |
| An Overview | 29 |
| <i>Robert G. Harper</i> | |
| Introduction | 29 |
| Nonverbal Behavior and Dominance, Power, and Status | 34 |
| Discussion | 41 |
| 3. Dominance in Nonhuman Primates | 49 |
| <i>G. Mitchell and Terry L. Maple</i> | |
| The Definition and Apparent Ubiquity of Dominance | 49 |
| Alliances and Reconciliation | 53 |
| Systematic Analyses of Dominance in Vervets | 53 |
| Time to Achieve Dominance | 56 |
| Age and Dominance | 56 |
| Prenatal Determinants of Dominance | 58 |
| Dominance in Prosimians and Monkeys: An Emphasis on Females | 58 |
| Dominance in Apes | 61 |
| Summary | 63 |

| | |
|---|------------|
| 4. The Evolution of Dominance Hierarchies in Nonhuman Primate Society | 67 |
| <i>Carol Shively</i> | |
| Introduction | 67 |
| The Theory of the Evolution of Dominance Hierarchies | 67 |
| Ways to Enhance Reproductive Success Through Sexual Activity | 71 |
| Ways to Enhance Reproductive Success Through Differential Access to Trophic Resources | 75 |
| Recent Advances in Primate Research Relevant to Evolutionary Theory | 76 |
| Summary and Concluding Remarks | 80 |
| 5. Human Dominance Signals: The Primate in Us | 89 |
| <i>Caroline F. Keating</i> | |
| Introduction | 89 |
| Perceiving Social Dominance from Facial Gestures | 90 |
| The Impact of Physiognomy on Perceptions of Dominance and Submissiveness | 98 |
| 6. Dominance Displays as Indicators of a Social Success Motive | 109 |
| <i>Glenn E. Weisfeld and H. E. Linkey</i> | |
| Method | 115 |
| Results | 116 |
| Discussion | 117 |
| 7. Patterns of Visual Dominance Behavior in Humans | 129 |
| <i>John F. Dovidio and Steve L. Ellyson</i> | |
| Introduction | 129 |
| Visual Dominance Behavior: Patterns of Visual Interaction During Conversation | 130 |
| Attributions of Power as a Function of Visual Dominance Behavior | 137 |
| Sex, Diffuse Status, and Visual Dominance Behavior | 139 |
| Discussion | 142 |
| 8. The Nonverbal Semantics of Power and Gender: A Perceptual Study | 151 |
| <i>Nancy M. Henley and Sean Harmon</i> | |
| Method | 154 |
| Results | 157 |
| Ratings of Gesturer | 157 |
| Ratings of Target | 160 |
| Discussion | 161 |

| | |
|---|------------|
| 9. Influence of Touch and Preferences for Control on Visual Behavior and Subjective Responses | 165 |
| <i>Teresa C. Whitehurst and Valerian J. Derlega</i> | |
| Introduction | 165 |
| Method | 170 |
| Results | 173 |
| Discussion | 175 |
| Conclusions | 179 |
| 10. Multichannel Transmission of Nonverbal Behavior and the Perception of Powerful Men: The Presidential Debates of 1976 | 183 |
| <i>Ralph V. Exline</i> | |
| Study 1: Descriptive Coding | 187 |
| Studies 2 and 3: Perceptions of Candidates' Relative Competence in Early and Late Segments of the First Debate of 1976 | 193 |
| Study 4: Nonverbal Primacy Versus Recency | 200 |
| Implications | 202 |
| 11. Social Influence and Nonverbal Exchange | 207 |
| <i>Miles L. Patterson</i> | |
| Functional Classification | 207 |
| Functional Model | 209 |
| Status, Power, and Dominance | 211 |
| Summary | 216 |
| Author Index | 219 |
| Subject Index | 229 |