



# CONTENTS

FOREWORD	X
PREFACE	xiii
ACKNOWLEDGEMENTS	xv
I INTRODUCTION	I
The defining of a group	I
Explaining human reliance on groups	2
Group characteristics	5
Summary	15
Suggestions for further reading	15
2 SOCIAL FACILITATION	16
Drive theory and social facilitation/impairment	17
Zajonc's mere presence hypothesis	19
Cottrell's learned drive view	21
Distraction/conflict theory	22
Drive theory on trial	26
Self-awareness theory	27
Theories of self-presentation and self-perception	27
Attentional theories	28
Summary	29
Suggestions for further reading	30
3 INDIVIDUAL VERSUS GROUP PERFORMANCE	31
Early research	31
Task, resources, and potential: Steiner's model of group performance	33

	The experimental analysis of process loss	38
	Summary	44
	Suggestions for further reading	45
4	GROUP MOTIVATION LOSSES	46
	Social loafing	46
	Free riding	51
	Inequity-based motivation losses	55
	Summary	58
	Suggestions for further reading	59
5	SOCIAL INFLUENCE AND CONFORMITY	60
	Social comparison theory	61
	Conformity	63
	Social impact theory	67
	Groupthink	70
	Group polarization	73
	Minority and majority influence	79
	Intense indoctrination	86
	Summary	90
	Suggestions for further reading	91
6	GROUP DECISION MAKING	92
	Social combination approaches to group decision making	94
	Jury decision making	98
	SDS analysis of group performance	103
	Social communication and social combination: towards integration	106
	Summary	108
	Suggestions for further reading	109
7	SOCIAL DILEMMAS	110
	Cooperation in social dilemmas: motives and determinants	114
	Structural solutions to social dilemmas	121
	Summary	123
	Suggestions for further reading	124
8	GROUP AGGRESSION AND INTERGROUP CONFLICT	125
	Group aggression	126
	Intergroup conflict and prejudice	135

The social construction of intergroup aggression	143
Eliciting intergroup aggression	145
Reduction of intergroup conflict	150
Summary	152
Notes	153
Suggestions for further reading	154
9 STRESS AND SOCIAL SUPPORT	155
Affiliation research	155
The broken heart effect	159
Social support research	160
Pets as sources of social support	163
Explaining the relationship between social support and health	164
The buffering hypothesis	165
Can social support be harmful?	166
Summary	167
Suggestions for further reading	168
10 CROWDING	169
The population problem	169
Animal data	170
Human research on task performance	171
Sex differences in crowding and social behavior	173
Crowding and altruism	175
Crowding and aggression	175
Crowding and physiology	176
Crowding and health	177
Naturalistic research with children	177
Mediating variables	179
Crowding and architecture	180
Summary	182
Suggestions for further reading	183
11 CONCLUDING THOUGHTS	184
REFERENCES	186
INDEX	221