



OXFORD LIBRARY OF PSYCHOLOGY

Editor in Chief PETER E. NATHAN

The Oxford Handbook of Social Influence

Edited by

Stephen G. Harkins

Kipling D. Williams

Jerry M. Burger

OXFORD
UNIVERSITY PRESS

SHORT CONTENTS

Oxford Library of Psychology vii

About the Editors ix

Contributors xi

Contents xv

Chapters 3–460

Index 461

CONTENTS

Part One • Introduction

1. Introduction and Overview 3
Stephen G. Harkins and Kipling D. Williams
2. Ethical Issues in Social Influence Research 11
Allan J. Kimmel

Part Two • Intrapersonal Processes

3. Social Influence and Gender 33
Linda L. Carli
4. Social Influence and Personality 53
John B. Nezlek and C. Veronica Smith

Part Three • Interpersonal Processes

5. On the Trail of Social Comparison 71
Jerry Suls and Ladd Wheeler
6. Conformity and Divergence in Interactions, Groups, and Culture 87
Bert H. Hodge
7. Compliance: A Classic and Contemporary Review 107
Rosanna E. Guadagno
8. Obedience 129
Jerry M. Burger
9. Social Norms and Their Enforcement 147
Jessica M. Nolan
10. Social Inhibition 165
Megan K. McCarty and Steven J. Karau
11. Social Facilitation: Using the Molecular to Inform the Molar 183
Allison E. Seitchik, Adam J. Brown, and Stephen G. Harkins
12. Protect, Correct, and Eject: Ostracism as a Social Influence Tool 205
Andrew H. Hales, Dongning Ren, and Kipling D. Williams
13. Self-Presentation and Social Influence: Evidence for an Automatic Process 219
James M. Tyler and Katherine E. Adams
14. Emotions as Agents of Social Influence: Insights From Emotions as Social Information Theory 237
Gerben A. van Kleef

Part Four • Intragroup Processes

15. Social Identity and Social Influence 259
Amber M. Gaffney and Michael A. Hogg
16. Deindividuation 279
Russell Spears
17. Stability and Change Within Groups 299
Matthew J. Hornsey and Jolanda Jetten
18. Minority Influence 317
Fabrizio Butera, Juan Manuel Falomir-Pichastor, Gabriel Mugny, and Alain Quiamzade
19. The Social Psychology of Leadership 339
Michael J. Platow, S. Alexander Haslam, and Stephen D. Reicher

Part Five • Social Influence in Applied Settings

20. Social Influence and Clinical Intervention 361
Martin Heesacker
21. Social Influence and Health 381
Leslie R. Martin and M. Robin DiMatteo
22. The Expanding, Lop-Sided Universe of Social Influence and Law Research 395
Linda J. Demaine and Robert B. Cialdini
23. Social Influence in Marketing: How Other People Influence Consumer Information Processing and Decision Making 415
Amna Kirmani and Rosellina Ferraro

Part Six • The Future

24. The Future of Social Influence in Social Psychology 433
Kipling D. Williams and Stephen G. Harkins
25. Resistance to Influence 437
Brad J. Sagarin and Mary Lynn Miller Henningsen
26. The Echo Chamber 457
David Byrne

Index 461