

Literatura

- Abramson, L. Y., Seligman, M. E. P., & Teasdale, T. D. (1978): Learned helplessness in humans: Critique and reformulation. *Journal of Abnormal Psychology*, 87, 49–74.
- Adorno, T. W., Frenkel-Brunswik, G., Levinson, D. J., & Sanford, R. N. (1950): *The authoritarian personality*. New York: Harper.
- Aiello, J. R., Nicosia, G. & Thompson, D. E. (1979): Physiological, social and behavioural consequences of crowding on children and adolescents. *Child Development*, 50, 195–202.
- Ajzen, I. (1988): *Attitudes, personality and behaviour*. Milton Keynes: Open University Press.
- Ajzen, I. & Fishbein, M. (1980): *Understanding attitudes and predicting social behaviour*. Englewood Cliffs, N. J.: Prentice-Hall.
- Allen, V. L. & Levine, J. M. (1971): Social pressures and personal influence. *Journal of Experimental Social Psychology*, (7), 122–128.
- Allport, F. H. (1920): The influences of the group upon association and thought. *Journal of Experimental Psychology* (3), 159–182.
- Allport, G. W. (1954): *The nature of prejudice*. Wokingham: Addison-Wesley.
- Antaki, C. & Fielding, G. (1981): Research on ordinary explanations. In C. Antaki (Ed.), *The psychology of ordinary explanations of social behaviour*. London: Academic Press.
- Antaki, C. & Naji, S. (1987): Events explained in conversational „because“ statements. *British Journal of Social Psychology*, 26, 119–126.
- Ardrey, R. (1966): *The territorial imperative*. New York: Dell.
- Arendt, H. (1963): *Eichmann in Jerusalem: A report on banality of evil*. New York: Viking Press.
- Argyle, M. (1972): *The psychology of interpersonal behaviour*. Harmondsworth: Penguin.
- Argyle, M., Alkema, F. & Gilmour, R. (1971): The communication of friendly and hostile attitudes by verbal and non-verbal signals. *European Journal of Social Psychology*, 1, 385–402.
- Argyle, M. & Crossland, J. (1987): The dimensions of positive emotions. *British Journal of Social Psychology*, 26, 127–137.
- Argyle, M. & Dean, J. (1965): Eye-contact, distance and affiliation. *Semiotica*, 6, 32–49.
- Argyle, M. & Henderson, M. (1984): The rules of friendship. *Journal of Social and Personal Relationships*, 1, 211–237.
- Argyle, M., Lalljee, M. & Cook, M. (1968): The effects of visibility on interaction in a dyad. *Human Relations*, 21, 3–17.
- Aronson, E. (1976): *The social animal*. San Francisco: W. H. Freeman & Co.
- Aronson, E. & Linder, D. (1965): Gain and loss of esteem as determinants of interpersonal attractiveness. *Journal of Experimental Social Psychology*, (1), 156–171.
- Aronson, E. & Osherow, N. (1980): Co-operation, prosocial behaviour and academic performance: Experiments in the desegregated classroom. In L. Bickerman (Ed.): *Applied Social Psychology Annual*. Beverley Hills, Calif.: Sage.
- Aronson, E., Willerman, B. & Floyd, J. (1966): The effect of a pratfall on increasing interpersonal attractiveness. *Psychonomic Science*, (4), 227–228.
- Asch, S. E. (1946): Forming impressions of personality. *Journal of Abnormal and Social Psychology*, 41, 258–290.
- Asch, S. E. (1951): Effects of group pressure on the modification and distortion of judgements. In H. Guetzkow (Ed.): *Groups, leadership and men*. Pittsburgh: Carnegie Press.
- Austin, J. L. (1962): *How to do things with words*. Oxford: Oxford University Press.
- Azuma, H., Hess, R. D. & Kashiwagi, K. (1981): *Mother's attitudes and actions and the intellectual (mental) development of children*. Tokyo: Tokyo University Press.
- Bagley, C. & Verma, G. K. (1979): *Racial prejudice: The individual and society*. Farnborough: Saxon House.
- Bharati, A. (1985): The self in Hindu thought and action. In A. J. Marsella, G. Devos & F. L. K. Hsu (Eds.), 1985: *Culture and self: Asian and Western perspectives*. London: Tavistock Publications.
- Bales, R. F. (1970): *Personality and interpersonal behaviour*. New York: Holt, Rinehart & Winston.
- Bales, R. F. & Slater, P. E. (1955): Role differentiation in small decision-making groups. In T. Parsons et al. (Eds.): *Family socialisation and interaction process*. New York: Free Press.

- Bandura, A. (1972): The stormy decade: Fact or fiction? In D. Rogers (Ed.): *Issues in adolescent psychology*, (2. vyd.). New York: Appleton Century Crofts.
- Bandura, A. (1977): Self-efficacy: Toward a unifying theory of behavioural change. *Psychological Review* (84), 191–215.
- Bandura, A. (1986): *Social foundations of thought and action: A social cognitive theory*. Englewood Cliffs, N. J.: Prentice-Hall.
- Bandura, A. (1989): Perceived self-agency in the exercise of personal agency. *The Psychologist*, 2 (20), 411–424.
- Bandura, A. & McDonald, F. J. (1953): Influence of social reinforcement and behaviour of models on children's moral judgements. *Journal of Abnormal and Social Psychology*, 47, 274–281.
- Bandura, A. & Walters, R. H. (1973): *Social learning and personality development*. New York: Holt Rinehart & Winston.
- Bannister, D. & Fransella, F. (1974): *Inquiring man: The psychology of personal constructs*. Harmondsworth: Penguin.
- Banyard, P. (1989): Hillsborough. *Psychology News* 2 (7), 4–9.
- Baron, R. S. (1986): Distraction-conflict theory: Progress and problems. In L. Berkowitz (Ed.): *Advances in experimental social psychology*, 19. New York: Academic Press.
- Baron, R. A. & Bell, P. A. (1975): Aggression and heat: Mediating effects of prior provocation and exposure to an aggressive model. *Journal of Personality and Social Psychology*, 31, 825–832.
- Baron, R. A. & Byrne, D. (1984): *Social psychology: Understanding human interaction*, (4th ed.): Boston: Allyn & Bacon.
- Baumrind, D. (1964): Some thoughts on the ethics of research: After reading Milgrants study of obedience. *American Psychologist*, 19, 421–423.
- Beck, A. T. Emery, G., & Greenberg, R. L. (1985): *Anxiety disorders and phobias*. New York: Basic Books.
- Bern, D. J. (1967): Self-perception: An alternative interpretation of cognitive dissonance phenomena. *Psychological Review*, 74, 183–200.
- Benewick, R. & Holton, R. (1987): The peaceful crowd: Crowd solidarity and the Pope's visit to Britain. In G. Gaskell & R. Benewick (Eds.): *The crowd in contemporary Britain*. London: Sage.
- Berkowitz, L. (1978): Whatever happened to the aggression-frustration hypothesis? *American Behavioural Scientist*, 32, 691–708.
- Berscheid, E. (1985): Interpersonal attraction. In G. Lindzey & E. Aronson (Eds.): *The handbook of social psychology*, (3. vyd.). New York: Random House.
- Bethlehem, D. W. (1985): *A social psychology of prejudice*. London: Groom Helm.
- Billig, M. & Tajfel, H. (1973): Social categorisation and similarity in intergroup behaviour. *European Journal of Social Psychology*, 3, 27–52.
- Blake, R. R. & Moulton, J. S. (1982): Theory and research for developing a science of leadership. *Journal of Applied Behavioural Science*, (18), 275–292.
- Bogardus, E. S. (1925): Measuring social distance. *Journal of Applied Sociology*, 9, 216–226.
- Bogdonoff, M. D., Klein, E. J., Shaw, D. M. & Back, K. W. (1961): The modifying effect of conforming behaviour upon lipid responses accompanying CNS arousal. *Clinical Research* (9), 135.
- Bond, C. F. (1982): Social facilitation: A self-presentational view. *Journal of Personality and Social Psychology* (42), 1042–1050.
- Bond, M. H., Hewstone, M., Wan, K. & Chiu, C. (1985): Group serving attributions across intergroup contexts: Cultural differences in the explanation of sex typed behaviours. *European Journal of Social Psychology*, 15 (4), 435–451.
- Brown, R. (1988): *Group processes*. Oxford: Blackwell.
- Buss, A. R. (1966): Instrumentality of aggression, feedback and frustration as determinants of physical aggression. *Journal of Personality and Social Psychology*, 3, 153–162.
- Buss, A. R. (1978): Causes and reasons in attribution theory: A conceptual critique. *Journal of Personality and Social Psychology*, 36, 1311–1321.
- Butler, J. M. & Haigh, G. V. (1954): Changes in the relation between self-concept and ideal concepts consequent on client-centred counseling. In C. R. Rogers & R. F. Dymond (Eds.): *Psychotherapy and personality change*. Chicago: University of Chicago Press.
- Butterfield, L. (1989): Paul Masson California Carafes: „They're really jolly good!“ In C. Channon (Ed.): *Twenty Advertising Case Histories* (2. vyd.): London: Cassell.

- Byrne, D. (1961): Interpersonal attraction and attitude similarity. *Journal of Abnormal and Social Psychology* (62), 713–715.
- Byrne, D. (1971): *The attraction paradigm*. New York: Academic Press.
- Carugati, F. (1990): Everyday ideas, theoretical models and social representations: The case of intelligence and its development. In G. R. Semin & K. J. Gergen (Eds.): *Everyday understanding: Social and scientific implications*. London: Sage.
- Chaiken, S. (1980): Heuristic versus systematic information processing and the use of source versus message cues in persuasion. *Journal of Personality and Social Psychology*, 39, 752–766.
- Collins, B. E. & Raven, B. H. (1969): Group structure: Attraction, coalitions, communication and power. In G. Lindzey & E. Aronson (Eds.): *The handbook of social psychology* (2. vyd., sv. 4): Reading, Mass.: Addison-Wesley.
- Collins, J. L. (1982): Self-efficacy and ability in achievement behavior. Cited in A. Bandura: Perceived self-agency in the exercise of personal agency. *The Psychologist*, 2 (10), 411–424.
- Cook, M. (1978): *Perceiving others*. London: Routledge.
- Cooley, C. H. (1902): *Human nature and the social order*. New York: Scribners.
- Coopersmith, S. (1968): Studies in self-esteem. *Scientific American*, 218, 6–106.
- Cowpe, C. (1989): Chip pan fire prevention 1976–1984. In C. Channon (Ed.): *Twenty Advertising Case Histories*. London: Cassell.
- Darley, J. M. & Latané, B. (1968): Bystander intervention in emergencies: Diffusion of responsibility. *Journal of Personality and Social Psychology*, 8, 377–383.
- Darley, J. M. & Latané, B. (1970): Norms and normative behaviour: Field studies of social interdependence. In J. Macauley & L. Berkowitz (Eds.): *Altruism and helping behaviour*. New York: Academic Press.
- Dashiell, J. F. (1930): An experimental analysis of some group effects. *Journal of Abnormal and Social Psychology*, 25, 190–199.
- Dawkins, R. (1976): *The selfish gene*. Oxford: Oxford University Press.
- Deutsch, M. & Collins, M. E. (1951): *Inter-racial housing: A psychological evaluation of a social experiment*. Minneapolis: Univ. of Minneapolis Press.
- Devos, G. (1985): Dimensions of the self in Japanese culture. In A. J. Marsell et al.: *Culture and self: Asian and Western perspectives*. London: Tavistock Publications.
- De Waal, F. (1989): *Peacemaking among primates*. Cambridge, Mass.: Harvard University Press.
- DiGiacomo, J. P. (1980): Intergroup alliances and rejections within a protest movement (analysis of the social representations). *European Journal of Social Psychology* (10), 329–344.
- Diener, E. (1979): Deindividuation, self-awareness and disinhibition. *Journal of Personality and Social Psychology*, 37, 1160–1171.
- Dindia, K. & Baxter, L. A. (1987): Maintenance and repair strategies in marital relationships. *Journal of Social and Personal Relationships*, 4, 143–158.
- Dion, K. K. (1972): Physical attractiveness and evaluation of children's transgressions. *Journal of Personality and Social Psychology* (24), 207–213.
- Dollard, J., Doob, L., Miller, N., Mowrer, O. H. & Sears, R. R. (1939): *Frustration and aggression*. New Haven: Yale University Press.
- Doms, M. & Avermaet, E. van (1981): The conformity effect: A timeless phenomenon? *Bulletin of the British Psychological Society* (34), 383–385.
- Donnerstein, E. & Wilson, D. W. (1979): Effects of noise and perceived control on ongoing and subsequent aggressive behaviour. *Journal of Personality and Social Psychology*, 36, 180–188.
- Duck, S. W. (1973): *Personal relationships and personal constructs: A study of friendship formation*. London: Wiley.
- Duck, S. W. (1988): *Relating to others*. Milton Keynes: Open University Press.
- Duck, S. W. & Miell, D. E. (1986): Charting the development of personal relationships. In R. Gil-mour & S. W. Duck (Eds.): *The emerging field of personal relationships*. Hillsdale, N. J.: Lawrence Erlbaum Associates Inc.
- Dweck, C. S. (1975): The role of expectations and attributions in the alleviation of learned helplessness. *Journal of Personality and Social Psychology*, 9, 17–31.
- Eibl-Eibesfeldt, I. (1972): Similarities and differences between cultures in expressive movements. In R. A. Hinde (Ed.): *Nonverbal communication*. Cambridge: Cambridge University Press.
- Eiser, J. R. (1983): From attributions to behaviour. In M. Hewstone (Ed.): *Attribution theory: Social and functional extensions*. Oxford: Basil Blackwell.

- Eron, L. D., Huesmann, L. R., Lefkowitz, M. M. & Walder, L. O. (1972): Does television violence cause aggression? *American Psychologist*, 27, 253–262.
- Eysenck, H. J. & Wilson, G. (1975): *Know your own personality*. London: Maurice Temple Smith.
- Felipe, N. J. & Sommer, R. (1966): Invasion of personal space. *Social Problems* (24), 206–214.
- Festinger, L. (1957): *A theory of cognitive dissonance*. Evanston, 111.: Row, Peterson.
- Festinger, L. & Carlsmith, L. M. (1959): Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology* (58), 203–210.
- Festinger, L., Riecken, H. W. & Schachter, S. (1956): *When prophecy fails*. Minneapolis: University of Minneapolis Press.
- Festinger, L. S., Schachter, S. & Back, K. (1950): *Social pressures in informal groups*. New York: Harper & Row.
- Fiedler, F. E. (1978): The contingency model and the dynamics of the leadership process. In L. Berkowitz (Ed.): *Advances in experimental social psychology*, Vol. II. New York: Academic Press.
- Firestone, I. J., Lichtman, C. M. & Colamosca, J. V. (1975): Leader effectiveness and leadership conferral as determinants of helping in a medical emergency. *Journal of Personality and Social Psychology* (31), 343–348.
- Fishbein, M. (1977): Consumer beliefs and behaviour with respect to cigarette smoking: A critical analysis of the public literature. In J. Murphy et al. (Eds.): *Dialogues and debates in social psychology*. Hove: Lawrence Erlbaum Associates Ltd.
- Fishbein, M. & Ajzen, I. (1975): *Attitude intention and behaviour: An introduction to theory and research*. Reading, Mass.: Addison-Wesley.
- Fiske, S. T. & Cox, M. G. (1979): The effects of target familiarity and descriptive purpose on the process of describing others. *Journal of Personality and Social Psychology*, 47, 136–161.
- Freud, S. (1920): *Beyond the pleasure principle* (1975 edition): New York: Norton.
- Gahagan, J. (1984): *Social interaction and its management*. London: Methuen.
- Gamson, W. B., Fireman, B. & Rytina, S. (1982): *Encounters with unjust authority*. Homewood, 111.: Dorsey Press.
- Garwood, S. G., Cox, L., Kaplan, V., Wasserman, N. & Sulzer, J. L. (1980): Beauty is only „name“ deep: The effect of first name in ratings of physical attraction. *Journal of Applied Social Psychology* (10), 431–435.
- Gerbner, G. & Gross, L. (1976): The scary world of TV's heavy viewer. *Psychology Today*, 9, 41–45.
- Gilbert, G. N. & Mulkay, M. (1984): *Opening Pandora's Box: A sociological analysis of scientists' discourse*. Cambridge: Cambridge University Press.
- Goffman, E. (1959): *The presentation of self in everyday life*. Harmondsworth: Penguin.
- Griffith, W. & Veitch, R. (1971): Hot and crowded: Influences of population density and temperature on interpersonal affective behaviour. *Journal of Personality and Social Psychology*, 17, 92–98.
- Guimond, S., Bégin, G. & Palmer, D. L. (1989): Education and causal attributions: The development of „person-blame“ and „system-blame“ ideology. *Social Psychology Quarterly*, 52, 126–140.
- Guimond, S. & Palmer, D. L. (1990): Types of academic training and causal attributions for social problems. *European Journal of Social Psychology*, 20, 61–75.
- Haney, C., Banks, W. C. & Zimbardo, P. G. (1973): Interpersonal dynamics in a simulated prison. *International Journal of Criminology and Penology*, 1, 69–79.
- Harari, H. & McDavid, J. W. (1973): Name stereotypes and teachers' expectations. *Journal of Educational Psychology*, 65, 222–225.
- Harré, R. (1979): *Social being*. Oxford: Basil Blackwell.
- Harvey, J., Harris, B. & Barnes, B. (1975): Actor observer differences in the perception of responsibility and freedom. *Journal of Personality and Social Psychology*, 26, 66–71.
- Hastie, R. (1984): Causes and effects of causal attribution. *Journal of Personality and Social Psychology*, 46, 44–56.
- Hayes, N. J. (1983): *African religion and Western science: Some barriers to effective science teaching*. M. Ed. Thesis, University of Leeds (unpub.).
- Hayes, N. J. (1986): The magic of sociobiology. *Psychology Teaching*, 2, 2–16.
- Heider, F. (1944): Social perception and phenomenal causality. *Psychological Review*, 52, 358–374.
- Heider, F. (1958): *The psychology of interpersonal relations*. New York: Wiley.

- Helmreich, R., Aronson, E. & Lefan, J. (1970): To err is humanizing – sometimes! Effects of self-esteem, competence and a pratfall on interpersonal attraction. *Journal of Personality and Social Psychology*, 16, 259–264.
- Herzlich, C. (1973): *Health and illness: A social-psychological analysis*. London: Academic Press.
- Hess, E. (1965): Attitude and pupil size. *Scientific American*, 212, 46–54.
- Hinde, R. A. (1987): *Individuals, relationships and culture*. Cambridge: Cambridge University Press.
- Hedges, B. (1974): Effects of volume on relative weight in impression formation. *Journal of Personality and Social Psychology*, 30, 378–381.
- Hofling, K. C., Brontzman, E., Dalrymple, S., Graves, N. & Pierce, C. M. (1966): An experimental study in the nurse-physician relationship. *Journal of Mental and Nervous Disorders*, 43, 171–178.
- Hollander, E. P. & Julian, J. W. (1969): Contemporary trends in the analysis of the leadership process. *Psychological Bulletin*, 71, 387–397.
- Homans, G. (1974): *Social behaviour: Its elementary forms*, (2. vyd.). New York: Harcourt Brace Jovanovitch.
- House, R. J. (1971): Apath-goal theory of leadership effectiveness. *Administrative Science Quarterly*, 26, 321–338.
- Hovland, C. I. (1957): *The order of presentation in persuasion*. New Haven: Yale University Press.
- Hovland, C. I., Lumsdaine, A. A. & Sheffield, R. D. (1949): *Experiments in mass communication*. Princeton: Princeton Univ. Press.
- Hovland, C. I. & Mandeli, W. (1952): An experimental comparison of conclusion drawing by the communicator and the audience. *Journal of Abnormal and Social Psychology*, 47, 581–588.
- Hovland, C. I. & Sears, R. (1940): Minor studies in aggression, IV: Correlation of lynchings with economic indices. *Journal of Psychology*, 9, 301–310.
- Hovland, C. I. & Weiss, W. (1951): The influence of source credibility on communication effectiveness. *Public Opinion Quarterly*, 152, 635–650.
- Hsu, F. L. K. (1985): The self in cross-cultural perspective. In A. J. Marsell et al.: *Culture and self: Asian and Western perspectives*. London: Tavistock Publications.
- Huston, T. L. (1973): Ambiguity of acceptance, social desirability and dating choice. *Journal of Experimental Social Psychology*, 9, 32–42.
- Jackson, J. M. & Latané, B. (1981): All alone in front of all those people: Stage fright as a function of number and type of co-performers and audience. *Journal of Personality and Social Psychology*, 40, 73–85.
- Jacobs, P. A., Brunton, M. & Melville, M. M. (1965): Aggressive behaviour, mental abnormality and the XXY male. *Nature*, 208, 1351–1352.
- James, W. (1890): *Principles of psychology*. New York: Holt.
- Janis, I. L. (1972): *Victims of groupthink*. Boston: Houghton Mifflin.
- Janis, I. L. & Feshbach, S. (1953): Effects of Fear-arousing Communications. *Journal of Abnormal and Social Psychology*, 48, 78–92.
- Johnson, R. D. & Downing, L. L. (1979): Deindividuation and valence of cues: Effects on prosocial and antisocial behaviour. *Journal of Personality and Social Psychology*, 39, 1532–1538.
- Jones, E. E. & Davis, K. E. (1965): From acts to dispositions: The attribution process in person perception. In L. Berkowitz (Ed.): *Advances in experimental social psychology* 2. New York: Academic Press.
- Jones, E. E. & Harris, V. A. (1967): The attribution of attitudes. *Journal of Experimental Social Psychology*, 3, 1–24.
- Jones, E. E. & McGillis, D. (1976): Correspondent inferences and the attribution cube: A comparative reappraisal. In J. H. Harvey et al. (Eds.): *New directions in attribution research*, (sv. 1). Hillsdale, N. J.: Lawrence Erlbaum Associates, Inc.
- Kanter, R. M. (1983): *The change masters: Corporate entrepreneurs at work*. London: Unwin.
- Karlins, M., Coffman, T. L. & Waiters, G. (1969): On the fading of social stereotypes: Studies in three generations of college students. *Journal of Personality and Social Psychology*, 23, 1–16.
- Kelley, H. H. (1950): The warm-cold variable in first impressions of persons. *Journal of Personality and Social Psychology*, 18, 431–439.
- Kelley, H. H. (1973): The process of causal attribution. *American Psychologist*, 28, 107–128.
- Kelly, G. A. (1955): *The psychology of personal constructs*. New York: Norton.

- Kelman, H. C. (1953): Attitude change as a function of response restriction. *Human Relations*, 6, 185–214.
- Kelman, H. C. & Hovland, C. I. (1953): Reinstatement of the communicator in delayed measurement of opinion change. *Journal of Abnormal and Social Psychology*, 31, 245–253.
- Kendon, A. (1967): Some functions of gaze in social interaction. *Acta Psychologica*, 26, 147.
- Kerchoff, A. C. & Davis, K. I. (1962): Value consensus and need complementarity in mate selection. *American Sociological Review*, 27, 295–303.
- Kilham, W. & Mann, L. (1974): Levels of destructive obedience as a function of transmitter and executant roles in the Milgram obedience paradigm. *Journal of Personality and Social Psychology*, 29, 696–702.
- Knapp, M. L. (1984): *Interpersonal communication and human relationships*. Boston, Mass.: Allyn & Bacon.
- Krech, D., Crutchfield, R. S. & Ballachey, E. L. (1962): *The individual in society*. New York: McGraw Hill.
- Kruglanski, A. W. (1980): Lay epistemologic process and contents: Another look at attribution theory. *Psychological Review*, 87, 70–87.
- Kruglanski, A. W., Baldwin, M. W. & Towson, M. J. (1983): The lay epistemic process in attribution-making. In M. Hewstone (Ed.): *Attribution theory: Social and functional extensions*. Oxford: Blackwell.
- Kulik, J. A. (1983): Confirmatory attribution and the perpetuation of social beliefs. *Journal of Personality and Social Psychology*, 44, 1171–1181.
- Kurth, S. B. (1970): Friendship and friendly relations. In G. J. McCall et al. (Eds.): *Social relationships*. Chicago, 111: Aldine.
- Laljee, M. (1981): Attribution theory and the analysis of explanations. In C. Antaki (Ed.): *The psychology of ordinary explanations of social behaviour*. London: Academic Press.
- Laljee, M. & Widdicombe, S. (1989): Discourse analysis. In A. M. Colman & G. Beaumont (Eds.): *Psychology survey*, 7. Leicester: BPS Books.
- Lamm, H. & Myers, D. G. (1978): Group-induced polarisation of attitudes. In L. Berkowitz (Ed.): *Advances in experimental social psychology*, 11. New York: Academic Press.
- Langer, E. J., Blank, A. & Chanowitz, B. (1978): The mindlessness of ostensibly thoughtful action. *Journal of Personality and Social Psychology*, 36, 635–642.
- LaPiere, R. T. (1934): Attitudes and actions. *Social Forces*, 13, 230–237.
- Latané, B. (1981): The psychology of social impact. *American Psychologist*, 36, 343–356.
- Latané, B. & Darley, J. M. (1968): Group inhibition of bystander intervention in emergencies. *Journal of Personality and Social Psychology*, 10, 215–221.
- Latané, B. & Harkins, S. G. (1976): Crossmodality matches suggest anticipated stage fright: A multiplicative power function of audience size and status. *Perception and Psychophysics*, 20, 482–488.
- Latané, B. & Rodin, J. (1969): A lady in distress: Inhibiting effects of friends and strangers on bystander intervention. *Journal of Experimental Social Psychology*, 5, 189–202.
- Latané, B., Williams, K. & Harkins, S. (1979): Many hands make light work: The causes and consequences of social loafing. *Journal of Personality and Social Psychology*, 37, 822–832.
- Leavitt, H. T. (1951): Some effects of certain communication patterns on group performance. *Journal of Abnormal and Social Psychology*, 46, 38–50.
- Le Bon, G. (1895): *The crowd: A study of the popular mind*. New York: Viking Press.
- Leifer, A. D., Gordon, N. J. & Graves, S. B. (1974): Children's television: More than mere entertainment. *Harvard Educational Review*, 213–245.
- Lerner, M. J. & Lichtman, R. R. (1968): Effects of perceived norms on attitudes and altruistic behaviour towards a dependent other. *Journal of Personality and Social Psychology*, 9, 226–232.
- Leventhal, H. R., Singer, P. & Jones, S. (1965): Effects of fear and specificity of recommendations upon attitudes and behaviour. *Journal of Personality and Social Psychology*, 2, 20–29.
- Lewin, K., Lippitt, R. & White, R. K. (1939): Patterns of aggressive behaviour in experimentally created social climates. *Journal of Social Psychology*, 10, 271–279.
- Likert, R. (1932): A technique for measuring attitudes. *Archives of Psychology*, 2, 1–55.
- Loew, C. A. (1967): Acquisition of a hostile attitude and its relationship to aggressive behaviour. *Journal of Personality and Social Psychology*, 5, 335–341.
- Lorenz, K. (1950): The comparative method in studying innate behaviour patterns. *Symposium of the Society of Experimental Biology*, 4, 2221–2268.

- Lorenz, K. (1966): *On aggression*. New York: Harcourt Brace & World.
- Lott, A. & Lott, B. (1968): A learning theory approach to interpersonal attitudes. In A. Greenwald et al. (Eds.): *Psychological foundations of attitudes*. New York: Academic Press.
- Luchins, A. S. (1959): Primacy-recency in impression formation. In C. I. Hovland (Ed.): *The order of presentation in persuasion*. New Haven: Yale University Press.
- McGuire, W. J. (1968): Personality and susceptibility to social influence. In E. Borgatta and W. Lambert (Eds.): *Handbook of personality theory and research*, 3. sv. Chicago: Rand McNally.
- Maier, N. R. F. (1955): *Psychology in industry*. New York: McGraw Hill.
- Maier, N. R. F. & Sólem, A. R. (1952): The contribution of a discussion leader to the quality of group thinking: The effective use of a minority opinion. *Human Relations*, 5, 277–288.
- Manis, M. (1977): Cognitive social psychology. *Personality and Social Psychology Bulletin*, 3, 550–556.
- Mann, L. (1981): The baiting crowd in episodes of threatened suicide. *Journal of Personality and Social Psychology*, 41, 703–709.
- Marsella, A. J., Devos, C. & Hsu, F. L. K. (1985): *Culture and self: Asian and Western perspectives*. London: Tavistock Publications.
- Marsh, P., Rosser, E. & Harré, R. (1978): *The rules of disorder*. Milton Keynes: Open University Press.
- Maslow, C., Yoselson, K. & London, M. (1971): Persuasiveness of confidence expressed via language and body language. *British Journal of Social and Clinical Psychology*, 20, 234–240.
- Mbiti, J. S. (1970): *African religions and philosophy*. New York: Doubleday.
- Mead, G. H. (1934): *Mind, self and society*. Chicago: University of Chicago Press.
- Middleton, R. (1976): Regional differences in prejudice. *American Sociological Review*, 42, 94–117.
- Milgram, S. (1963): Behavioural study of obedience. *Journal of Abnormal Psychology*, 67, 371–378.
- Milgram, S. (1973): *Obedience to authority*. London: Tavistock.
- Miller, J. G. (1984): Culture and the development of everyday social explanation. *Journal of Personality and Social Psychology*, 46, 961–978.
- Miller, N., Maruyama, G., Beaver, R. J. & Valone, K. (1976): Speed of speech and persuasion. *Journal of Personality and Social Psychology*, 34, 615–624.
- Moreno, J. L. (1934): *Who shall survive?* Washington: Nervous and Mental Disease Publication.
- Moscovici, S. (1976): *Social influence and social change*. London: Academic Press.
- Moscovici, S. (1980): Towards a theory of conversion behaviour. In L. Berkowitz (Ed.): *Advances in experimental social psychology*, 13. New York: Academic Press.
- Moscovici, S. (1981): On social representations. In J. P. Forgas (Ed.): *Social cognition: Perspectives in everyday understanding*. London: Academic Press.
- Moscovici, S. & Faucheux, C. (1972): Social influence, conformity bias and the study of active minorities. In L. Berkowitz (Ed.): *Advances in experimental social psychology*, 6. New York: Academic Press.
- Moscovici, S. & Zavalloni, M. (1969): The group as a polariser of attitudes. *Journal of Personality and Social Psychology*, 12, 125–135.
- Mower-White, C. J. (1977): A limitation of balance theory: The effects of identification with a member of the triad. *European Journal of Social Psychology*, 7, 111–116.
- Mower-White, C. J. (1982): *Consistency in cognitive social behaviour*. London: Routledge & Kegan Paul.
- Myers, D. G. & Kaplan, M. F. (1976): Group induced polarisation in simulated juries. *Personality and Social Psychology Bulletin*, 2, 63–66.
- Newcomb, T. M. (1961): *The acquaintance process*. New York: Holt, Rinehart & Winston.
- Newcomb, T. M. (1968): Interpersonal balance. In R. P. Abelson et al. (Eds.): *Theories of cognitive consistency: A source book*. Chicago: Rand McNally.
- Nisbett, R. E., Caputo, C., Legant, P. & Marcek, J. (1973): Behaviour as seen by the actor and as seen by the observer. *Journal of Personality and Social Psychology*, 27, 157–164.
- Nobles, W. W. (1976): Extended self: Rethinking the so-called negro self-concept. In R. L. Jones (Ed.): *Black Psychology*. New York: Harper & Row.
- Orne, M. T. (1962): On the social psychology of the psychological experiment: With particular reference to demand characteristics and their implications. *American Psychologist*, 27, 276–283.
- Osgood, C. E., Suci, G. J. & Tannenbaum, P. H. (1957): *The measurement of meaning*. Urbana, 111.: University of Illinois Press.

- Parke, R. D., Berkowitz, L., Leyens, T. P., West, S. G. & Sebastian, S. J. (1977): Some effects of violent and nonviolent movies on the behaviour of juvenile delinquents. In L. Berkowitz (Ed.): *Advances in experimental social psychology*, 10. New York: Academic Press.
- Paulus, P. B. & Murdock, P. (1971): Anticipated evaluation and audience presence in the enhancement of dominant responses. *Journal of Experimental Social Psychology*, 7, 280–291.
- Pennington, D. C. (1982): Witnesses and their testimony: The effects of ordering on jury verdicts. *Journal of Applied Social Psychology*, 12, 318–333.
- Perrin, S. & Spencer, C. (1980): The Asch effect: A child of its times? *Bulletin of the British Psychological Society*, 32, 405–406.
- Peters, T. L. & Waterman, R. H. (1982): In search of excellence: *Lessons from America's best-run companies*. New York: Harper & Row.
- Petty, R. E. & Cacioppo, J. T. (1979): Effects of forewarning of persuasive interest and involvement on cognitive responses and persuasion. *Personality and Social Psychology Bulletin*, 5, 173–176.
- Petty, R. E. & Cacioppo, J. T. (1981): *Attitudes and persuasion: Classic and contemporary approaches*. Dubuque: WC Brown.
- Piliavin, I. M., Rodin, T. & Piliavin, J. A. (1969): Good samaritanism: An underground phenomenon? *Journal of Personality and Social Psychology*, 13, 289–299.
- Pondy, L. R., Frost, P. J., Morgan, G. & Dandridge, T. C. (Eds.), (1978): *Organisational symbolism*. Greenwich Ct.: Jai.
- Postman, L., Bruner, J. S. & McGinnies, E. (1948): Personal values as selective factors in perception. *Journal of Abnormal and Social Psychology*, 43, 142–154.
- Reason, P. & Rowan, J. (Eds.), (1981): *Human inquiry: A sourcebook of new paradigm research*. Chichester: Wiley.
- Roethlisberger, J. W. & Dickson, W. J. (1939): *Management and the worker*. Cambridge, Mass.: Harvard University Press.
- Rogers, C. A. & Frantz, C. (1962): *Racial themes in Southern Rhodesia*. New Haven: Yale University Press.
- Rogers, C. R. (1951): *Client-centred therapy*. London: Constable.
- Rogers, C. R. (1961): *On becoming a person: A therapist's view of psychotherapy*. London: Constable.
- Rokeach, M. (1960): *The open and closed mind*. New York: Basic Books.
- Rose, S., Kamin, L. & Lewontin, R. (1984): *Not in our genes*. Harmondsworth: Penguin.
- Rose, S. & Serafica, E.C. (1986): Keeping and ending casual, close and best friendships. *Journal of Social and Personal Relationships*, 3, 275–288.
- Rosenberg, M. J., Nelson, C. & Vivekanathan, P. S. (1968): A multidimensional approach to the structure of personality impression. *Journal of Personality and Social Psychology*, 9, 283–294.
- Rosenberg, M. J. & Sedlak, A. (1972): Structural representation of implicit personality theory. In L. Berkowitz (Ed.): *Advances in experimental social psychology*, 6. New York: Academic Press.
- Rosenthal, R. & Fode, K. L. (1963): The effect of experimenter bias on the performance of the albino rat. *Behavioural Science*, 8, 183–189.
- Rosenthal, R. & Jacobsen, L. (1968): Pygmalion in the classroom: *Teacher expectations and pupils' intellectual development*. New York: Holt, Rinehart & Winston.
- Ross, L., Amabile, T. & Steinmentz, T. (1977): Social rules, social control and biases in social perception processes. *Journal of Personality and Social Psychology*, 35, 485–494.
- Ross, L., Lepper, M. & Hubbard, M. (1975): Perseverance in self-perception and social perception: Biased attributional processes in the debriefing paradigm. *Journal of Personality and Social Psychology*, 32, 880–892.
- Sacks, H. (1974): On the analysability of stories by children. In R. Turner (Ed.): *Ethnomethodology*. Harmondsworth: Penguin.
- Saegert, S., Swap, W. & Zajonc, R. B. (1973): Exposure, contact and interpersonal attraction. *Journal of Personality and Social Psychology*, 25, 234–242.
- Schachter, S. & Singer, J. E. (1966): Cognitive, social and physiological determinants of emotional states. *Psychological Review*, 69, 379–399.
- Schank, R. & Abelson, R. (1977): *Scripts, plans, goals and understanding: Art inquiry into human knowledge*. Hillsdale, N. J.: Lawrence Erlbaum Associates, Inc.
- Scott, M. B. & Lyman, S. (1968): Accounts. *American Sociological Review*, 33, 46–62.

- Seligman, M. E. P. (1975): *Helplessness: On depression, development and death*. San Francisco: Freeman.
- Shanab, M. E. & Kahya, K. A. (1977): A behavioural study of obedience in children. *Journal of Personality and Social Psychology*, 35, 530–536.
- Sherif, M. (1935): A study of some social factors in perception. *Archives of Psychology*, 27, No. 187.
- Sherif, M., Harvey, O. J., White, B. J., Hood, W. R. & Sherif, C. W. (1961): Intergroup conflict and co-operation: The Robbers' Cave experiment. Norman, Ok.: University of Oklahoma Press.
- Sherif, M. & Hovland, C. I. (1961): *Social judgement: Assimilation and contrast in communication and attitude change*. New Haven: Yale University Press.
- Sigall, H. (1970): The effects of competence and consensual validation on a communicator's liking for the audience. *Journal of Personality and Social Psychology*, 16, 251–258.
- Sigall, H. & Ostrove, N. (1975): Beautiful but dangerous: Effects of offender attractiveness and nature of the crime on juridic judgement. *Journal of Personality and Social Psychology*, 31, 410–414.
- Silverman, I. (1977): *The human subject in the psychological laboratory*. New York: Pergamon.
- Smelser, N. J. (1962): *Theory of collective behaviour*. New York: Free Press.
- Smith, M. B., Bruner, J. S. & White, R. W. (1964): Opinions and personality. In J. Murphy et al. (Eds.): *Dialogues and debates in social psychology*, 1984. Hově, U. K.: Lawrence Erlbaum Associates Ltd.
- Smith, P. B. & Peterson, M. F. (1988): *Leaderships, organisations and culture*. London: Sage.
- Snyder, M., Tanke, E. D. & Berscheid, E. (1977): Social perception and interpersonal behaviour: On the self-fulfilling nature of personal stereotypes. *Journal of Personality and Social Psychology*, 35, 656–666.
- Stang, D. J. (1973): Effects of interaction rate on ratings of leadership and liking. *Journal of Personality and Social Psychology*, 27, 405–408.
- Sternberg, R. J. (1987): *The triangle of love*. New York: Basic Books.
- Stodgill, R. M. & Coons, A. E. (Eds.), (1957): *Leader behaviour: Its description and measurement*. Columbus, Oh.: Ohio State University.
- Stone, M. (1981): *The education of the black child in Britain*. London: Fontana.
- Stoner, J. A. F. (1961): *A comparison of individual and group decisions involving risk*. Masters thesis, M. I. T. School of Industrial Management (unpub.).
- Storms, M. D. (1973): Videotape and the attribution process: Reversing actors' and observers' points of view. *Journal of Personality and Social Psychology*, 27, 165–175.
- Stratton, P. M., Heard, D., Hanks, H., Munton, A., Brewin, C. R. & Davidson, C. R. (1986): Coding causal beliefs in natural discourse. *British Journal of Social Psychology*, 25, 299–313.
- Stratton, P. M. & Swaffer, R. (1988): Maternal causal beliefs for abused and handicapped children. *Journal of Reproductive and Infant Psychology*, 6, 201–216.
- Tajfel, H. (1969): Cognitive aspects of prejudice. *Journal of Social Issues*, 25, (4), 79–97.
- Tajfel, H. (1970): Experiments in intergroup discrimination. *Scientific American*, 223, 96–102.
- Tajfel, H. (1978): Differentiation between social groups: Studies in the social psychology of intergroup relations. *European Monographs in Social Psychology*, No. 14. London: Academic Press.
- Tajfel, H. (1982): Social psychology of intergroup relations. *Annual Review of Psychology*, 33, 1–30.
- Taylor, S., Hider, M. & McKie, A. (1989): The new Ford Granada: The need to succeed. In C. Channon (Ed.): *Twenty Advertising case Histories*, (2nd series): London: Cassell.
- Taylor, S. P., Gammon, C. B. & Capasso, D. R. (1976): Aggression as a function of the interaction of alcohol and threat. *Journal of Personality and Social Psychology*, 34, 938–941.
- Thibaut, J. W. & Kelley, H. H. (1959): *The social psychology of groups*. New York: Wiley.
- Thomas, M. H., Horton, R. W., Lippincott, E. C. & Drabman, R. S. (1977): Desensitization of portrayals of real-life aggression as a function of exposure to television violence. *Journal of Personality and Social Psychology*, 35, 450–458.
- Triplett, N. (1895): Dynamogenic factors in pacemaking and competition. *American Journal of Psychology*, 9, 507–533.
- Valins, S. & Ray, A. A. (1967): Effects of cognitive desensitization on avoidance behaviour. *Journal of Personality and Social Psychology*, 7, 345–350.
- Van Dijk, T. A. (1987): *Communicating racism: Ethnic prejudice in thought and action*. Newbury Park, Ca.: Sage.

- Vernon, P. E. (1933): Some characteristics of the good judge of personality. *Journal of Social Psychology*, 4, 42–58.
- Waddington, D., Jones, K. & Critcher, C. (1987): Flashpoints of public disorder. In G. Gaskell & R. Benewick (Eds.): *The crowd in contemporary Britain*. London: Sage.
- Wallach, M. A., Kogan, N. & Bern, D. J. (1962): Group influence on individual risktaking. *Journal of Abnormal and Social Psychology*, 65, 75–86.
- Walster, E., Aronson, V., Abrahams, D. & Rottman, L. (1966): Importance of physical attractiveness in dating behaviour. *Journal of Personality and Social Psychology*, 4, 508–516.
- Walster, E. & Festinger, L. (1962): The effectiveness of „overheard“ persuasive communications. *Journal of Abnormal and Social Psychology*, 65, 395–402.
- Walster, E., Walster, G. W. & Berscheid, E. (1978): *Equity: Theory and research*. Boston: Allyn & Bacon.
- Weatherley, D. (1961): Anti-semitism and the expression of fantasy aggression. *Journal of Abnormal and Social Psychology*, 62, 454–457.
- Weber, M. (1921): *The theory of economic and social organisation*. New York: Free Press.
- Weinberg, R. S., Gould, D. & Jackson, A. (1979): Expectations and performance: An empirical test of Bandura's self-efficacy theory. *Journal of Sport Psychology*, 2, 320–331.
- Weiner, B., Nierenberg, R. & Goldstein, M. (1976): Social learning (locus of control) versus attributional (causal stability) interpretations of expectancy of success. *Journal of Personality*, 44, 52–68.
- Wetherell, M. & Potter, J. (1988): Discourse analysis and the identification of interpretative repertoires. In C. Antaki (Ed.): *Analysing everyday explanation: A casebook of methods*. London: Sage.
- Wiesenthal, D. L., Endler, N. S., Coward, T. R. & Edwards, J. (1976): Reversability of relative competence as a determinant of conformity across different perceptual tasks. *Representative Research in Social Psychology*, 7, 35–43.
- Wilson, E. O. (1975): *Sociobiology: The new synthesis*. Cambridge, Mass.: Harvard University Press.
- Winch, R. F. (1958): *Mate-selection: A study of complementary needs*. New York: Harper & Row.
- Witkin, H. A., Mednick, S. A., Schulsinger, E., Bakkestrom, E., Christiansen, K. O., Goodenough, D. R., Hirschhorn, K., Lundsteen, C., Owen, D. R., Philips, J., Rubin, D. B. & Stocking, M. (1976): Criminality in XYY and XXY men: The elevated crime rate of XYY males is not related to aggression. *Science*, 193, 547–555.
- Zadny, I. & Gerard, H. B. (1974): Attributed intentions and informational selectivity. *Journal of Experimental Social Psychology*, 10, 34–52.
- Zajonc, R. B. (1968): Attitudinal effects of mere exposure. *Journal of Personality and Social Psychology*, 9, 1–27.
- Zajonc, R. B. (1980): Thinking and feeling: Preferences need no inferences. *American Psychologist*, 35, 151–157.
- Zillman, D. (1979): *Hostility and aggression*. Hillsdale, N. J.: Lawrence Erlbaum Associates, Inc.
- Zimbardo, P. G. (1960): Involvement and communication discrepancy as determinants of opinion conformity. *Journal of Abnormal and Social Psychology*, 60, 86–94.
- Zimbardo, P. G. (1969): The human choice: Individuation, reason and order versus deindividuation, impulse and chaos. In W. J. Arnold & D. Levine (Eds.): *Nebraska Symposium on Motivation*, 17. Lincoln: University of Nebraska Press.