

**PSY 607: Power, Status, and Social Hierarchy (Fall 2012)**  
Tuesdays, 10:00am – 11:50am

Prof. Sanjay Srivastava  
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Office hours: Wed 11-12 in Straub 327, or by appointment

In this seminar we will discuss recent research on power, status, and social hierarchy. Topics will include interactions with emotion, motivation, and self-regulation; self-, social, and meta-perceptions of power and status; interpersonal processes; and biological systems associated with power and status. Student input about topics and papers is encouraged. The class is offered for 3 or 4 credits; students who choose the 4-credit option will complete a term project (a literature review or study proposal) in addition to other assignments.

***Class meetings***

Class meetings will consist primarily of discussion. The night **before** each class meeting (no later than midnight), you should email to the class three discussion questions based on the readings. We will use these discussion questions to guide our discussion.

Each member of the class will also be assigned one class meeting to give a presentation and lead a discussion. For your presentation, you will read an additional article (beyond the assigned readings for everybody) and prepare a 20-minute PowerPoint presentation about the background, method and results (where applicable), conclusions, and your interpretations and ideas for future research building on the article. You will then lead a discussion based on your presentation.

***Grading***

Students who enroll for 3 credits will be graded based on class participation (50%) and on their in-class presentation (50%).

Students who enroll for 4 credits will also be required to write a paper (30% participation, 30% presentation, and 40% paper).

***Final paper (4-credit option only)***

For students enrolled for 4 credits, the final paper is due on Friday, December 7 by 5:00 PM. Your paper may be on a topic of your choosing that falls within the scope of the course, subject to my approval before you begin working. In the paper you will propose a line of research in the style of a grant application. I recommend that you meet with me before the end of October to discuss your topic. The formatting (citations, margins, spacing, etc.) should follow APA style for manuscripts. The body of the paper should be 8 to 10 pages, no longer. References, figures, etc. do not apply toward the page count.

## ***Disabilities***

If you have a documented disability and anticipate needing accommodations in this course, please make arrangements to meet with me as soon as possible. Please request that the counselor for students with disabilities send a letter verifying your disability.

## ***Changes***

Any aspect of this course, including topics, readings, or grading criteria, may be changed at my discretion. Changes will be announced in class or on Blackboard.

## ***Schedule and readings***

### Sept 25: Introductions and organizational meeting

No readings

### Oct 2: Definitions and overviews

Magee, J.C. & Galinsky, A.D. (2008). Social hierarchy: The self-reinforcing nature of power and status. *Academy of Management Annals*, 2, 351-398.

Fiske, S., & Berdahl, J. L. (2007). Social power. E. T. Higgins and A. W. Kruglanski (Eds.), *Social Psychology: Handbook of Basic Principles*. Oxford University Press.

French, J. R. P., Raven, B. (1959). The bases of social power. In D. Cartwright and A. Zander (Eds.), *Group dynamics*. New York: Harper & Row.

### Oct 9: Power, inhibition, and emotion

Keltner, D., Gruenfeld, D.H. & Anderson, C. (2003). Power, approach and inhibition. *Psychological Review*, 110, 265-284.

Lammers, J., Galinsky, A. D., Gordijn, E. H., & Otten, S. (2008). Illegitimacy moderates the effects of power on approach. *Psychological Science*, 19, 558-564.

### *Presentation:*

Fessler, D.M.T. (2004). Shame in two cultures: Implications for evolutionary approaches., *Journal of Cognition and Culture* 4, 207-262.

### Oct 16: Interpersonal perception

Srivastava, S. & Anderson, C. (2011). Accurate when it counts: Perceiving power and status in social groups. In J. L. Smith, W. Ickes, J. Hall, S. D. Hodges, & W. Gardner (Eds.), *Managing interpersonal sensitivity: Knowing when—and when not—to understand others* (pp. 41-58). Hauppauge, NY: Nova Science Publishers.

Galinsky, Adam D., Magee, J. C., Inesi, M. E., & Gruenfeld, D. H. (2006). Power and perspectives not taken. *Psychological Science*, 17, 1068-1074.

#### *Presentation:*

Kenny, D. A., Snook, A., Boucher, E. M., & Hancock, J. T. (2010). Interpersonal sensitivity, status, and stereotype accuracy. *Psychological Science*, 21, 1735–1739.

### Oct 23: Personality perspectives

Anderson, C. & Kilduff, G.J. (2009). Why do dominant personalities attain influence in face-to-face groups? The competence-signaling effects of trait dominance. *Journal of Personality and Social Psychology*, 96, 491-503.

Pratto, F., Sidanius, J., Stallworth, L. M., & Malle, B. F. (1994). Social dominance orientation: A personality variable predicting social and political attitudes. *Journal of Personality and Social Psychology*, 67, 741-763.

#### *Presentation:*

Anderson, C., John, O.P., Kaltner, D. & Kring, A.M. (2001). Who attains social status? Effects of personality and physical attractiveness in social groups. *Journal of Personality and Social Psychology*, 81, 116-132.

### Oct 30: Signaling and behavior

Hall, J. A., Coats, E. J., & LeBeau, L. S. (2005). Nonverbal behavior and the vertical dimension of social relations: A meta-analysis. *Psychological Bulletin*, 131(6), 898–924.

Dovidio, J. F., Brown, C. E., Heltman, K., Ellyson, S. L., & Keating, C. F. (1988). Power displays between women and men in discussions of gender-linked tasks: A multichannel study. *Journal of Personality and Social Psychology*, 55, 580-587.

#### *Presentation:*

Kraus, M. W., & Keltner, D. (2009). Signs of socioeconomic status: A thin-slicing approach. *Psychological Science*, 20, 99-106.

### Nov 6: Interpersonal theory

Horowitz, L. M., Wilson, K. R., Turan, B., Zolotsev, P., Constantino, M., & Henderson, L. (2006). How interpersonal motives clarify the meaning of interpersonal behavior: A revised circumplex model. *Personality and Social Psychology Review*, 10, 67-86.

Tiedens, L., & Fragale, A. (2003). Power moves: Complementarity in dominant and submissive nonverbal behavior. *Journal of Personality & Social Psychology*, 84, 558-568

#### *Presentation:*

Markey, P. M., Funder, D. C., Ozer, D. J. (2003). Complementarity of interpersonal behaviors in dyadic interactions. *Personality & Social Psychology Bulletin*, 29, 1082-1090

### Nov 13: Neuroendocrine approaches

Mazur, A., & Booth, A. (1998). Testosterone and dominance in men. *Behavioral and Brain Sciences*, 21, 353-397. (Commentaries recommended.)

Mehta PH & Josephs RA (2010). Testosterone and cortisol jointly regulate dominance: Evidence for a dual-hormone hypothesis. *Hormones and Behavior*, 58, 898–906.

#### *Presentation:*

Sapolsky, R. M. (1982). The endocrine stress-response and social status in the wild baboon. *Hormones and Behavior*, 16, 279-292.

### Nov 20: Mental health

Johnson, S. L., Leedom, L. J., & Muhtadie, L. (2012). The dominance behavioral system and psychopathology: Evidence from self-report, observational, and biological studies. *Psychological Bulletin*, 138, 692-743.

#### *Presentation:*

Horowitz, L. M., Rosenberg, S. E., & Bartholomew, K. (1993). Interpersonal problems, attachment styles, and outcome in brief dynamic psychotherapy. *Journal of Consulting and Clinical Psychology*, 61, 549-560.

Nov 27: Social class and health

Sapolsky, R. M. (2004). Social status and health in humans and other animals. *Annual Review of Anthropology*, 33, 393–418.

Adler, N. E., & Ostrove, J. M. (1999). Socioeconomic status and health: What we know and what we don't. *Annals of the New York Academy of Sciences*, 896, 3-16.

*Presentation:*

Williams, D. R., Yu, Y., Jackson J.S. & Anderson, N.B. (1997). Racial differences in physical and mental health: Socioeconomic status, stress and discrimination. *Journal of Health Psychology*, 2, 335–351.