

**Social Power**  
**Department of Psychology**  
**New York University**  
**(G89.3400 — Spring 2007)**

**Professor John T. Jost**

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**Classes will meet on Thursdays from 2:00-3:50 in Meyer Room 771**

*“I shall be concerned to prove that the fundamental concept in social science is Power, in the same sense in which Energy is the fundamental concept in physics.”*

(Bertrand Russell, 1938/1969, *Power*, p. 12)

*“Nearly all men can stand adversity, but if you want to test a man’s character, give him power.”*

(Abraham Lincoln)

*“Every exercise of power incorporates a faint, almost imperceptible element of contempt for those over whom the power is exercised. One can only dominate another human soul if one knows, understands, and with the utmost tact despises the person one is subjugating.”*

(Sándor Márai, 1942/2003, *Embers*, pp. 71-72)

*“The men who create power make an indispensable contribution to the nation’s greatness, but the men who question power make a contribution just as indispensable, especially when that questioning is disinterested, for they determine whether we use power or power uses us...”*

(John F. Kennedy, 1964)

**PRE-REQUISITES**

To participate in this class, you should be enrolled in a doctoral program in psychology, sociology, political science, or a related discipline and have received permission from the instructor. The goal of this course is to develop creative and critical skills in order to conduct and evaluate research on the social psychology of power.

**COURSE REQUIREMENTS**

Required readings should be completed prior to each class meeting. Useful discussions follow only when everyone has completed all of the readings thoroughly and thoughtfully. I recommend doing the readings in the order in which they are listed on the syllabus, although it is obviously up to you.

Students will be responsible for writing 5 critical reaction papers (1 page, single-spaced) throughout the quarter. These papers will be read aloud, and they will serve as the basis for class discussion. Students will choose at the beginning of the term which of the 5 sessions and topics they will address in their critical reaction papers. Extra credit will be given to students who bring in real-world examples of power-related phenomena from literature or news media that can be analyzed or understood in terms of theories or findings from the course. A final paper, which can be either theoretical or empirical in nature, will be due on Monday, May 7 at 5 PM.

## **REQUIRED TEXTS**

Russell, Bertrand (1938/1969). *Power: A New Social Analysis*. New York: W.W. Norton.

Lee-Chai, A.Y., & Bargh, J.A. (Eds.) (2001). *The Use and Abuse of Power: Multiple Perspectives on the Causes of Corruption*. Philadelphia, PA: Psychology Press. ISBN 1-84169-022-8

*\*These books will be available downstairs at the NYU Bookstore on Washington Place or can be ordered through amazon.com or other online bookstores.*

Access to additional required readings listed below will be provided, including some on NYU Blackboard via <http://home.nyu.edu>.

### **Session 1: Power as Energy in Social Life**

*(Thursday, January 18)*

#### ***Required Reading:***

Prior to class today, please read Chapters I, II, III, IX, and X (“The Impulse to Power,” “Leaders and Followers,” “The Forms of Power,” “Power Over Opinion,” and “Creeds as Sources of Power” – pp. 9-49 and pp. 136-156) of:

\*Russell, Bertrand (1938/1969). *Power: A New Social Analysis*. New York: W.W. Norton.

#### ***Optional Reading:***

- (1) Cartwright, D. (1959). A field theoretical conception of power. In D. Cartwright (Ed.), *Studies in social power* (pp. 183-220). Ann Arbor, MI: University of Michigan Press.
- (2) Lasswell, H.D., & Kaplan, A. (1950/1969). Power. In H.D. Lasswell & A. Kaplan (Eds.), *Power and society: A framework for political inquiry* (pp. 74-102). New Haven: Yale University Press.

### **Session 2: The Bases of Social Power**

*(Thursday, January 25)*

#### ***Required Reading:***

- (1) Bierstedt, R. (1950). An analysis of social power. *American Sociological Review*, 15, 730-738.
- (2) French, J.R.P., & Raven, B. (1959). The bases of social power. In D. Cartwright (Ed.), *Studies in social power* (pp. 150-165). Ann Arbor, MI: University of Michigan Press.
- (3) Schopler, J. (2000). Power. In A. E. Kazdin (Ed.), *Encyclopedia of Psychology*. New York: Oxford University Press.

- (4) Raven, B.H. (2001). Power/interaction and interpersonal influence. In A.Y. Lee-Chai, & J.A. Bargh (Eds.), *The use and abuse of power: Multiple perspectives on the causes of corruption* (pp. 217-240). Philadelphia, PA: Psychology Press.
- (5) Fiske, S.T., & Berdahl, J. (in press). Social power. In A. Kruglanski & E.T. Higgins (Eds.), *Social psychology: A handbook of basic principles* (2<sup>nd</sup> ed.). New York: Guilford.

***Optional Reading:***

- (1) Emerson, R.M. (1962). Power-dependence relations. *American Sociological Review*, 27, 31-41.
- (2) Schopler, J. (1965). Social power. *Advances in Experimental Social Psychology*, 2, 177-218.
- (3) Wrong, D.H. (1988). *Power: Its form, bases, and uses*. Chicago: University of Chicago Press.
- (4) Raven, B.H. (1992). A power/interaction model of interpersonal influence: French and Raven thirty years later. *Journal of Social Behavior and Personality*, 7, 217-244.

**Session 3: Does Power Corrupt?**

*(Thursday, February 1)*

***Required Reading:***

- (1) Kipnis, D. (1976). The metamorphic effects of power. In D. Kipnis (Ed.), *The powerholders* (pp. 168-216). Chicago: University of Chicago Press.
- (2) Kipnis, D. (2001). Using power: Newton's second law. In A.Y. Lee-Chai, & J.A. Bargh (Eds.), *The use and abuse of power: Multiple perspectives on the causes of corruption* (pp. 3-17). Philadelphia, PA: Psychology Press.
- (3) Fiske, S. T. (1993). Controlling other people: The impact of power on stereotyping. *American Psychologist*, 48, 621-628.
- (4) Chen, S., Lee-Chai, A. Y., & Bargh, J. A. (2001). Relationship to orientation as a moderator of the effects of social power. *Journal of Personality and Social Psychology*, 80, 173-187.
- (5) Overbeck, J. R., & Park, B. (2001). When power does not corrupt: Superior individuation processes among powerful perceivers. *Journal of Personality and Social Psychology*, 81, 549-565.

***Optional Reading:***

- (1) Lee-Chai, A.Y., Chen, S., & Chartrand, T.L. (2001). From Moses to Marcos: Individual differences in the use and abuse of power. In A.Y. Lee-Chai, & J.A. Bargh (Eds.), *The use and abuse of power: Multiple perspectives on the causes of corruption* (pp. 57-74). Philadelphia, PA: Psychology Press.

- (2) Goodwin, S. A., Gubin, A., Fiske, S. T., & Yzerbyt, V. (2000). Power can bias impression formation: Stereotyping subordinates by default and by design. *Group Processes and Intergroup Relations*, *3*, 227-256.
- (3) Rodriguez-Bailon, R., Moya, M., & Yzerbyt, V. (2000). Why do superiors attend to negative stereotypic information about their subordinates? Effects of power legitimacy on social perception. *European Journal of Social Psychology*, *30*, 651-671.
- (4) Operario, D., & Fiske, S. T. (2001). Effects of trait dominance on powerholders' judgments of subordinates. *Social Cognition*, *19*, 161-180.

#### **Session 4: Sexism, Harassment, and Women's Empowerment**

(Thursday, February 8)

##### ***Required Reading:***

- (1) Pratto, F. (1996). Sexual politics: The gender gap in the bedroom, the cupboard, and the cabinet. In D. M. Buss & N. M. Malamuth (Eds.), *Sex, power, conflict: Evolutionary and feminist perspectives* (pp. 179-230). New York: Oxford University Press.
- (2) Eagly, A.H., & Karau, S.J. (2002). Role congruity theory of prejudice toward female leaders. *Psychological Review*, *109*, 573-598.
- (3) Bargh, J. A., Raymond, P., Pryor, J. B., & Strack, F. (1995). Attractiveness of the underling: An automatic power → sex association and its consequences for sexual harassment and aggression. *Journal of Personality and Social Psychology*, *68*, 768-781.
- (4) Vescio, T. K., Gervais, S. J., Snyder, M., & Hoover, A. (2005). Power and the creation of patronizing environments: The stereotype-based behaviors of the powerful and their effects on female performance in masculine domains. *Journal of Personality and Social Psychology*.
- (5) Haines, E.L., & Kray, L.J. (2005). Self-power associations: The possession of power impacts women's self-concepts. *European Journal of Social Psychology*, *35*, 643-662.

##### ***Optional Reading:***

- (1) Bargh, J.A., & Raymond, P. (1995). The naïve misuse of power: Nonconscious sources of sexual harassment. *Journal of Social Issues*, *51*, 85-96.
- (2) Rudman, L.A., & Glick, P. (1999). Feminized management and backlash toward agentic women: The hidden costs to women of a kinder, gentler image of middle managers. *Journal of Personality and Social Psychology*, *77*, 1004-1010.
- (3) Richeson, J.A., & Ambady, N. (2001). Who's in charge? Effects of situational roles on automatic gender bias. *Sex Roles*, *44*, 493-512.

- (4) Dagupta, N., & Asgari, S. (2004). Seeing is believing: Exposure to counterstereotypic women leaders and its effect on the malleability of automatic gender stereotyping. *Journal of Experimental Social Psychology, 40*, 642-658.
- (5) Abrams, D., Viki, G.T., Masser, B., & Bohner, G. (2003). Perceptions of stranger and acquaintance rape: The role of benevolent and hostile sexism in victim blame and rape proclivity. *Journal of Personality and Social Psychology, 84*, 111-125.

### **Session 5: Animal and Evolutionary Models of Dominance and Submissiveness**

(Thursday, February 15)

#### ***Required Reading:***

- (1) Wilson, E. O. (1975). Dominance systems. In E. O. Wilson (Ed.), *Sociobiology: The new synthesis* (pp. 279-297). Cambridge, MA: Belknap.
- (2) Somit, A., & Peterson, S. A. (1997). "Dominance and hierarchy" (Ch. 5) and "Obedience" (Ch. 6). In A. Somit, & S. A. Peterson (Eds.), *Darwinism, dominance, and democracy: The biological bases of authoritarianism* (pp. 52-75). Westport, CT: Praeger.
- (3) Sapolsky, R. M. (1994/1998). The view from the bottom. In R. M. Sapolsky (Ed.), *Why zebras don't get ulcers* (pp. 287-308). New York: Freeman.
- (4) Boehm, C. (1999). "The question of egalitarian society" (Ch. 1) and "Hierarchy and equality" (Ch. 2). In C. Boehm (Ed.), *Hierarchy in the forest: The evolution of egalitarian behavior* (pp. 1-42). Cambridge, MA: Harvard University Press.
- (5) Keltner, D., Young, R.C., Heerey, E.A., & Oemig, C. (1998). Teasing in hierarchical and intimate relations. *Journal of Personality and Social Psychology, 75*, 1231-1247.

#### ***Optional Reading:***

- (1) Chance, M.R.A. (1967). Attention structure as the basis of primate rank orders. *Man, 2*, 503-518.
- (2) Wright, R. (1994). Social status. In R. Wright (Ed.), *The moral animal: Why we are the way we are: The new science of evolutionary psychology* (pp. 236-262). New York: Vintage Books.
- (3) D Waal, F. (1989/1996). Rhesus monkeys. In F. De Waal (Ed.), *Peacemaking among primates* (pp. 89-141). New York: Vintage Books.
- (4) Sidanius, J., & Pratto, F. (1999). Sex and power: The intersecting political psychologies of patriarchy and arbitrary-set hierarchy. In J. Sidanius & F. Pratto (Eds.), *Social dominance: An intergroup theory of social hierarchy and oppression* (pp. 263-298). New York: Cambridge University Press.
- (5) Mazur, A. (2001). Darwin and sociology: Oil and water. In S. A. Peterson & A. Somit (Eds.), *Research in biopolitics* (Vol. 8, pp. 235-245). Oxford: Elsevier.

**\*\*\*Please note that there will be no class session held on Thursday, February 22, because I will be serving on an NIH Grant Review Panel in Baltimore.\*\*\***

You have an extra week to complete a set of longer readings prior to Session #6.

### **Session 6: Critical, Philosophical, and Sociological Accounts of Power**

*(Thursday, March 1)*

#### ***Required Reading:***

- (1) MacKinnon, C. A. (1989). The problem of Marxism and feminism. In C. A. MacKinnon (Ed.), *Toward a feminist theory of the state* (pp. 3-12). Cambridge, MA: Harvard University Press.
- (2) Poulantzas, N. (1968/1976). The concept of power. In N. Poulantzas (Ed.), *Political power and social classes* (pp. 99-119). London: New Left Books.
- (3) Derber, C., & Magrass, Y. (1979). Attention for sale: The hidden privileges of class. In C. Derber (Ed.), *The pursuit of attention: Power and individualism in everyday life* (pp. 63-86). London: New Left Books.
- (4) Foucault, M. (1976/1980). Two lectures. In C. Gordon (Ed.), *Power/knowledge: Selected interviews and other writings by Michel Foucault* (pp. 78-108). New York: Pantheon Books.
- (5) Jackman, M.R. (1994). Ideology and social control. In M.R. Jackman (Ed.), *The velvet glove: Paternalism and conflict in gender, class, and race relations* (pp. 59-93). Berkeley: University of California Press.

#### ***Optional Reading:***

- (1) Lukes, S. (1978). Power and authority. In T. Bottomore & R. Nisbet (Eds.), *A history of sociological analysis* (pp. 633-676). New York: Basic Books.
- (2) Mills, C. W. (1956). *The power elite*. London: Oxford.
- (3). Blau, P. M. (1964). Differentiation of power. In P. M. Blau (Ed.), *Exchange and power in social life* (pp. 115-142). New York: Wiley.
- (3) Zweigenhaft, R. L., & Domhoff, G. W. (1998). *Diversity in the power elite: Have women and minorities reached the top?* New Haven, CT: Yale University Press.

### **Session 7: Motivational Effects of Outcome Dependence**

*(Thursday, March 8)*

#### ***Required Reading:***

- (1) Brauer, M., & Bourhis, R.Y. (2006). Social power. *European Journal of Social Psychology*, 36, 601-616. [Concluding essay of a special issue on social power.]

- (2) Neuberg, S. L., & Fiske, S.T. (1987). Motivational influences on impression formation: Outcome dependency, accuracy-driven attention, and individuating processes. *Journal of Personality and Social Psychology*, *53*, 431-444.
- (3) Copeland, J.T. (1994). Prophecies of power: Motivational implications of social power for behavioral confirmation. *Journal of Personality and Social Psychology*, *67*, 264-277.
- (4) Fiske, S.T., & Depret, E. (1996). Control, interdependence and power: Understanding social cognition in its social context. *European Review of Social Psychology*, *7*, 31-61.
- (5) Hall, J.A., Rosip, J.C., LeBeau, L.S., Horgan, T.G., & Carter, J.D. (2006). Attributing the sources of accuracy in unequal-power dyadic communication: Who is better and why? *Journal of Experimental Social Psychology*, *42*, 18-27.

***Optional Reading:***

- (1) Pepitone, A. (1950). Motivational factors in social perception. *Human Relations*, *3*, 57-77.
- (2) Thibaut, J. W., & Kelley, H. H. (1959). *The social psychology of groups*. New York: Wiley & Sons, Inc.
- (3) Dovidio, J. F., & Ellyson, S. L. (1982). Decoding visual dominance: Attributions of power based on relative percentages of looking while speaking and looking while listening. *Social Psychology Quarterly*, *45*, 106-113.
- (4) Erber, R., & Fiske, S. T. (1984). Outcome dependency and attention to inconsistent information. *Journal of Personality and Social Psychology*, *47*, 709-726.
- (5) Snyder, M., & Kiviniemi, N.T. (2001). Getting what they came for: How power influences the dynamics and outcomes of interpersonal interaction. In A.Y. Lee-Chai, & J.A. Bargh (Eds.), *The use and abuse of power: Multiple perspectives on the causes of corruption* (pp. 133-155). Philadelphia, PA: Psychology Press.

**\*\*\* Please note that there will be no class session on March 15 because of Spring Break!\*\*\***

You have an extra week to complete a set of longer readings prior to Session #8.

**Session 8: Approach-Inhibition Theory of Power**

*(Thursday, March 22)*

***Required Reading:***

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

- (2) Galinsky, A.D., Gruenfeld, D.H., & Magee, J.C. (2003). From power to action. *Journal of Personality and Social Psychology, 85*, 453-466.
- (3) Berdahl, J.L., & Martorana, P. (2006). Effects of power on emotion and expression during a controversial group discussion. *European Journal of Social Psychology, 36*, 497-509.
- (4) Galinsky, A.D., Magee, J.C., Inesi, M.E., & Gruenfeld, D.H. (2006). Power and perspectives not taken. *Psychological Science, 17*, 1068-1074.
- (5) Smith, P.K., & Trope, Y. (2006). You focus on the forest when you're in charge of the trees: Power priming and abstract information processing. *Journal of Personality and Social Psychology, 90*, 578-596.

***Optional Reading:***

- (1) Anderson, C., & Berdahl, J. L. (2002). The experience of power: Examining the effects of power on approach and inhibition tendencies. *Journal of Personality and Social Psychology, 83*, 1362-1377.
- (2) Smith, P.K., Jost, J.T., & Vijay, R. (2006). *Legitimacy crisis? Behavioral approach and inhibition when power differences are left unexplained*. Unpublished manuscript, New York University.

**Session 9: Power, Emotion, and Nonverbal Behavior**

*(Thursday, March 29)*

***Required Reading:***

- (1) 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.
- (2) Carli, L.L., LaFleur, S.J., & Loeber, C.C. (1995). Nonverbal behavior, gender, and influence. *Journal of Personality and Social Psychology, 68*, 1030-1041.
- (3) Hall, J.A., & Friedman, G.B. (1999). Status, gender, and nonverbal behavior: A study of structured interactions between employees of a company. *Personality and Social Psychology Bulletin, 25*, 1082-1091.
- (4) Tiedens, L.Z. (2001). Anger and advancement versus sadness and subjugation: The effect of negative emotion expressions on social status conferral. *Journal of Personality and Social Psychology, 80*, 86-94.
- (5) Tiedens, L.Z., & Fragale, A.R. (2003). Power moves: Complementarity in dominant and submissive nonverbal behavior. *Journal of Personality and Social Psychology, 84*, 558-568.



***Optional Reading:***

- (1) Bugental, D.B., & Lin, E.K. (2001). The many faces of power: The strange case of Dr. Jekyll and Mr. Hyde. In A.Y. Lee-Chai, & J.A. Bargh (Eds.), *The use and abuse of power: Multiple perspectives on the causes of corruption* (pp. 115-132). Philadelphia, PA: Psychology Press.
- (2) Ellyson, S.L., & Dovidio, J.F. (Eds.). (1985). *Power, dominance, and nonverbal behavior*. New York: Springer-Verlag.

**Session 10: Power, Intergroup Relations, and the Stanford and BBC Prison Experiments**

*(Thursday, April 5)*

***Required Reading:***

- (1) Zimbardo, P.G., Maslach, C., & Haney, C. (1999). Reflections on the Stanford prison experiment: Genesis, transformations, consequences. In T. Blass (Ed.), *Obedience to authority: Current perspectives on the Milgram paradigm* (pp. 193-237). Mahwah, NJ: Erlbaum.
- (2) Reicher, S., & Haslam, S.A. (2006). Rethinking the psychology of tyranny: The BBC prison study. *British Journal of Social Psychology, 45*, 1-40.
- (3) Turner, J.C. (2006). Tyranny, freedom and social structure: Escaping our theoretical prisons. *British Journal of Social Psychology, 45*, 41-46.
- (4) Zimbardo, P.G. (2006). On rethinking the psychology of tyranny: The BBC prison study. *British Journal of Social Psychology, 45*, 47-53.
- (5) Haslam, S. A., & Reicher, S. (2006). Debating the psychology of tyranny: Fundamental issues of theory, perspective and science. *British Journal of Social Psychology, 45*, 55-63.
- (6) Turner, J.C. (2005). Explaining the nature of power: A three-process theory. *European Journal of Social Psychology, 35*, 1-22.

***Optional Reading:***

- (1) Hogg, M.A., & Reid, S.A.. (2001). Social identity, leadership, and power. In A.Y. Lee-Chai, & J.A. Bargh (Eds.), *The use and abuse of power: Multiple perspectives on the causes of corruption* (pp. 159-180). Philadelphia, PA: Psychology Press.
- (2) Sachdev, I., & Bourhis, R. Y. (1991). Power and status differentials in minority and majority group relations. *European Journal of Social Psychology, 35*, 1-22.
- (3) Guinote, A., Judd, C.M., & Brauer, M. (2002). Effects of power on perceived and objective group variability: Evidence that more powerful groups are more variable. *Journal of Personality and Social Psychology, 82*, 708-721.
- (4) Simon, B., & Oakes, P. (2006). Beyond dependence: An identity approach to social power and domination. *Human Relations, 59*, 105-139.

## **Session 11: System Justification: Ideology as an Excuse for Power**

*(Thursday, April 12)*

### ***Required Reading:***

- (1) Havel, V. (1978/1991). The power of the powerless (abridged). In V. Havel (Ed.), *Open letters* (pp. 125-148). London: Faber & Faber.
- (2) Jost, J.T., Pelham, B.W., & Carvalho, M. (2002). Non-conscious forms of system justification: Cognitive, affective, and behavioral preferences for higher status groups. *Journal of Experimental Social Psychology, 38*, 586-602.
- (3) Haines, E.L., & Jost, J.T. (2000). Placating the powerless: Effects of legitimate and illegitimate explanation on affect, memory, and stereotyping. *Social Justice Research, 13*, 219-236.
- (4) Chen, E.S., & Tyler, T. R. (2001). Cloaking power: Legitimizing myths and the psychology of the advantaged. In A.Y. Lee-Chai, & J.A. Bargh (Eds.), *The use and abuse of power: Multiple perspectives on the causes of corruption* (pp. 241-261). Philadelphia, PA: Psychology Press.
- (5) Wakslak, C., Jost, J.T., Tyler, T.R., & Chen, E. (2007). Moral outrage mediates the dampening effect of system justification on support for redistributive social policies. *Psychological Science*.

### ***Optional Reading:***

- (1) Fiske, S.T. (2001). Effects of power on bias: Power explains and maintains individual, group, and societal disparities. In A.Y. Lee-Chai, & J.A. Bargh (Eds.), *The use and abuse of power: Multiple perspectives on the causes of corruption* (pp. 181-193). Philadelphia, PA: Psychology Press.
- (2) Jost, J.T., & Hunyady, O. (2002). The psychology of system justification and the palliative function of ideology. *European Review of Social Psychology, 13*, 111-153.
- (3) Whyte, W.H. (1956/2002). "Love that system" (Ch. 19) and "Society as hero" (Ch. 20). In W.H. Whyte (Ed.), *The organization man* (pp. 243-263). Philadelphia: University of Pennsylvania Press.
- (4) Hofstede, G. (1997). More equal than others. In G. Hofstede (Ed.), *Cultures and organizations: Software of the mind* (pp. 23-48). New York: McGraw-Hill.

## **Session 12: Leadership, Negotiation, and the Exercise of Power in Organizations**

*(Thursday, April 19)*

### ***Required Reading:***

- (1) Hollander, E.P., & Offermann, L.R. (1990). Power and leadership in organizations: Relationships in transition. *American Psychologist, 45*, 179-189.
- (2) Cialdini, R.B. (2001). Harnessing the science of persuasion. *Harvard Business Review*, October issue, 72-79.

- (3) Pfeffer, J. (1981). Perpetuating power. In J. Pfeffer (Ed.), *Power in organizations* (pp. 289-332). Marshfield, MA: Pitman.
- (4) Kray, L.J., Thompson, L., & Galinsky, A. (2001). Battle of the sexes: Gender stereotype confirmation and reactance in negotiations. *Journal of Personality and Social Psychology, 80*, 942-958.
- (5) Pfeffer, J., Cialdini, R.B., Hanna, B., & Knopoff, K. (1998). Faith in supervision and the self-enhancement bias: Two psychological reasons why managers don't empower workers. *Basic and Applied Social Psychology, 20*, 313-321.

***Optional Reading:***

- (1) Kanter, R.M. (1977/1993). Power. In R.M. Kanter (Ed.), *Men and women of the corporation* (pp. 164-205). New York: Basic Books.
- (2) Janda, K. (1960). Towards the explication of the concept of leadership in terms of the concept of power. *Human Relations, 13*, 345-363.
- (3) Kipnis, D., & Schmidt, S.M. (1988). Upward-influence styles: Relationship with performance evaluations, salary, and stress. *Administrative Science Quarterly, 33*, 528-542.

**Session 13: Power to the People!**

*(Thursday, April 26)*

***Required Reading:***

- (1) Russell, B. (1938/1969). "Revolutionary power" (Ch. VII) and "The taming of power" (Ch. XVIII). In B. Russell (Ed.), *Power: A new social analysis* (pp. 106-119 and pp. 273-305). New York: Norton.
- (2) Sunstein, C.R. (2003). "The framers' greatest contribution" (Ch. 7) and "Conclusion: Why dissent?" (Ch. 10). In C.R. Sunstein (Ed.), *Why societies need dissent* (pp. 145-165 and pp. 209-213). Cambridge, MA: Harvard University Press.
- (3) Alinsky, S.D. (1971/1989). Tactics. In S.D. Alinsky (Ed.), *Rules for radicals* (pp. 126-164). New York: Vintage.
- (4) Bulhan, H.A. (1985). Toward a psychology of liberation. In H.A. Bulhan (Ed.), *Frantz Fanon and the psychology of oppression* (pp. 251-278). New York: Plenum.
- (5) Doob, L.W. (1983). Epilogue. In L.W. Doob (Ed.), *Personality, power, and authority: A view from the behavioral sciences* (pp. 193-200). Westport, CT: Greenwood.

***Optional Reading:***

- (1) Biko, S. (1972/1978). White racism and black consciousness. In A. Stubbs (Ed.), *Steve Biko: I write what I like* (pp. 61-72). New York: Harper & Row.

(2) Springer, P.B., & Truzzi, M. (Eds.) (1973). *Revolutionaries on revolution: Participants' perspectives on the strategies of seizing power*. Pacific Palisades, CA: Goodyear.

**Final Papers are Due (in my mailbox) on Monday, May 7 at 5 PM!**