

Contents

<i>Preface</i>	vii
<i>Acknowledgements</i>	xi
1 Psychology and the social identity perspective	1
<i>Learning objectives</i>	1
<i>Henri Tajfel: Personal motivation and categorization research</i>	1
<i>Sherif's Robber's Cave study</i>	4
<i>Tajfel's minimal group studies</i>	10
<i>The social identity perspective</i>	17
<i>Implications for politics</i>	23
<i>Chapter 1 summary</i>	24
<i>Focus questions</i>	25
<i>Further reading</i>	25
2 The psychology of social influence	26
<i>Learning objectives</i>	26
<i>Sherif's studies on norm formation</i>	28
<i>Asch's conformity studies</i>	30
<i>Group polarization</i>	35
<i>Minority influence</i>	38
<i>Rethinking groupthink</i>	42
<i>Implications for politics</i>	50
<i>Chapter 2 summary</i>	50
<i>Focus questions</i>	51
<i>Further reading</i>	52

3	The psychology of crowd events	53
	<i>Learning objectives</i>	53
	<i>Crowds as irrational: A social identity critique</i>	54
	<i>The importance of group norms</i>	61
	<i>Crowds as agents for positive change</i>	65
	<i>Implications for politics</i>	68
	<i>Chapter 3 summary</i>	68
	<i>Focus questions</i>	69
	<i>Further reading</i>	69
4	The psychology of political leadership	70
	<i>Learning objectives</i>	70
	<i>Leaders as extraordinary individuals: The importance of leader attributes</i>	70
	<i>Leaders as doers: The importance of leader behaviour</i>	73
	<i>Leadership as perception: The importance of followers</i>	76
	<i>Leaders as givers: Personal versus group interests</i>	81
	<i>Leaders as visionaries: Transforming social reality</i>	86
	<i>Implications for politics</i>	89
	<i>Chapter 4 summary</i>	91
	<i>Focus questions</i>	92
	<i>Further reading</i>	92
5	The psychology of authoritarian regimes	94
	<i>Learning objectives</i>	94
	<i>Deference to authority: Milgram's obedience studies</i>	95
	<i>Evil in uniform: Zimbardo's Stanford prison experiment</i>	101
	<i>Implications for politics</i>	110
	<i>Chapter 5 summary</i>	112
	<i>Focus questions</i>	113
	<i>Further reading</i>	113
	<i>Glossary</i>	114
	<i>Bibliography</i>	119
	<i>Index</i>	128