

INDEX

- Accelerometers
 - classifications and dimensions of
 - aggression, 32–33
 - definition, 30
 - research using, 31–32
 - types, 31
 - use of, 41
 - measure of emotion, 40
- Affect control theory (ACT), 104,
 - 108–109, 121
 - interact simulation between
 - physician and client,
 - 108–109
- Aggression measurement using
 - accelerometers, study of
 - correlation and multiple regression analyses, 38
 - data collection and analysis, 35
 - dominant and nondominant-hand
 - average peak acceleration,
 - 35–36, 38, 40–41
 - equipment and method, 34
 - masculinity threat, 38–40
 - peak acceleration, 35–36
 - physical aggression, measure of, 36
 - procedure, 34–35, 37–39
 - relationship between BPAQ and
 - behavioral measures of aggression, 36–37
 - stability and representative reliability, 35–36
- Amazon Mechanical Turk (AMT), 9
- Anti-White bias, study of, 131,
 - 137–138
 - method
 - analytical strategy, 141
 - control variables, 140–141
 - data and sample, 138–139
 - dependent variables, 139
 - independent variables, 139–140
 - measures, 139–141
 - odds ratios (ORs), 141
- results
 - binary logistic regressions of
 - status characteristics on resource reallocation,
 - 141–146
 - effects of whiteness and White privilege, 151
 - predicted probabilities of
 - perceived personal encounters, 148, 149
 - probit regressions of status characteristics on resource reallocation, 148–149
- status dissonance theory
 - framework, 138, 150–151
 - association between social class and status dissonance, 150
 - reverse discrimination, 148,
 - 149–151
- Behavioral interaction, 182
- Bem Sex Role Inventory (BSRI), 39
- Cognitive function of
 - accommodation, 60
- Communication accommodation theory (CAT), 59–61
- Criminality score, perceptions of,
 - 109–113
- De Beers, 7–8
- Diamond jewelry, 3
 - diamond rings, 7
- Diamonds

- 4Cs of, 7
- features of, 7
- gem-quality, 8
- lab-created, 8–9
- mined, 7–8
- pipeline, 7–8
- polished, 8
- production processes of, 3, 8–9
 - high pressure-high temperature (HPHT) method, 8
 - non-traditional, 9–12
 - technological innovation in, 8–9
- See also* Gift-giving behavior, study of effect of high-stakes rituals on; Ritual
- Diamond trading company (DTC), 8
- Engagement rings, 3, 7
- E-state structuralism (ESS), 182, 184–185
- Expectation-forming rules, 182, 200
 - expectation forming mechanisms, 189–190
 - functions of hierarchy, 185–186
 - group coordination and, 186–189, 200
 - in animal groups, 183–185
 - miscoordination and conflict, 187–188
 - optimal and suboptimal coordination, 187
 - prior interactions, 183
 - sensitivity to initial attributes, 186–187
 - types of outcomes, 188–189
 - visible attributes, 183
 - in hierarchical pattern, 184–185
 - resource holding potential (RHP), 184
 - rule combinations, 190–194
 - rule set performance in variable scenarios, 194–196, 200
 - as social sorting algorithms, 196–199
 - in undifferentiated groups, 183–184
- Expectation states theory (EST), 182–184, 187
- Expressive legitimacy cues, 62
- Gender Identity Test, 39
- Gift-giving behavior, study of effect of high-stakes rituals on
 - method, 12–13
 - post hoc analyses, 14–18
 - lab-created diamonds, likelihood of choosing, 15
 - logistic regression analysis, 15–16
 - mined diamonds, likelihood of choosing, 15, 20
 - multinomial regression analysis, 17
 - testing of, 13–14
- Group coordination problems, 183
 - See also* Expectation-forming rules
- Hierarchy
 - ability-based, 201
 - expectation-forming rules and, 184–185
 - functions of, 185–186
 - linear, 184–185
 - See also* Expectation-forming rules
- High pressure-high temperature (HPHT) method, 8
- Identity theory, 76–77, 99n1
 - differences between programs of, 79–80
 - integration of programs of, 80–81, 97
 - perceptual control program of, 79
 - structural program of, 78–79
 - unified, 77
- Institutionalizing process, 23
- Kimberlite, 8

Lab-created diamonds, 3, 8–9, 23

Micro–macro problem, 76–77, 98

Moissanite, 9

Nintendo Wii, 34

Normative identities *vs* counter-normative identities, study

data, 84–85

descriptive statistics of identities and conditions, 87

limitations and future research, 98–99

nonverification effects, 92, 95–98

on authenticity, 95–96

on efficacy, 95

on salience, 95

on worth, 92

participants, 85

particular combinations of identities, 85

positive effect of prominence

on authenticity, 95–96

on efficacy, 95

on salience, 95

on worth, 92

results

goodness of fit statistics, 92

structural equation model, 90–94

zero-order correlation

coefficients, 89–90

variables and measures

identity prominence, 85–86

identity salience, 86

nonverification, 86

role-specific authenticity, 88–89

role-specific efficacy, 88

role-specific worth, 88

Occupational status on sentencing

decisions, vignette

experiment, 107, 110–113

crime word on sentencing

recommendations, 113

criminality score, perceptions of experiment design, 114–115

mediation hypotheses, 117

participant attributes, 117

recommended sentence, 115

sample, 114

criminal perceptions of offender, 109, 113

findings, 122–124

impression formation hypotheses, 110–113

impressions of criminality hypotheses, 120

noncriminal perceptions of offender, 113

OLS regressions of recommended sentence, 117–121

People's behavior and attitudes, studies of social influence on, 160–161

“accurate” and “inaccurate” perceptions of influence, 174

attribution to self, 171–173

egocentric biases and, 171–172

influencer's motivations, 172–173

spotlight effect, 171–172

conditions for takes or forsakes, 160–162

cumulative influence, 174

determining responsibility, 163–164

external forces, impact on attitude or behavior

cognitive biases and dispositional attributions, 169–170

target qualities and, 170

identifying change in attitude or behavior, 164–169

influencer qualities, 166

influencer's attention and memory, 168

- influencer's knowledge of
 - person's behavioral inclination, 168
 - influencer–target relationship, 166–167
 - motivated cognition, 169
 - signal strength and target's response to it, 164–167
 - target qualities, 167
 - modes and outcomes of influence, 173–174
 - taking responsibility for outcomes, 162–163
- Perceptual control processes, 77
- Perceptual control program of identity theory, 79
- Prisoner's Dilemma game, 186
- Production process conservatism, 2, 6, 22–23
 - ritual effect in, 18–21
- Racial discrimination, 130
- Racial equality, 130
- Resource holding potential (RHP), 184
- Ritual
 - artifacts or commodities, 4
 - defined, 2
 - effect, 6
 - effect, study of perceived risks
 - associated with
 - goals, 18
 - mediating effect, 20–21
 - method, 19
 - OLS regression analysis, 19–20
 - high-stakes nature of, 3, 6–7, 12
 - outcome of, 3
 - performers, 4–5
 - production process conservatism
 - and, 12–21
 - rationale for, 3–5
 - rules, 5–7
 - implicit, 5–7
 - production processes as
 - dimension of, 6
 - symbols of, 2–3
 - See also* Gift-giving behavior, study of effect of high-stakes rituals on
- Self-esteem, 81–82
 - authenticity component of, 83, 96
 - efficacy component of, 82–83, 96
 - moderation effects of prominence and salience on, 83–84
 - normative identities *vs* counter-normative identities, 84, 96–98
 - worth component of, 82, 96
- Sentencing decisions
 - effect of occupational status on, 106–107
 - focal concerns perspective, 104–106
 - uncertainty avoidance perspective, 104–106
- Social behavior, 31
- Status construction theory, 131–133
- Status dissonance theory, 134–138, 150–151
 - broadcast processes of cultural diffusion, 136
 - differential roles of status characteristics, 134–135
 - justice perceptions, 136–137
 - in lower class, 150
 - nomological depiction of, 137
 - referential structures, 135–136
 - status dissonance and positional lens, 137–138
 - See also* Anti-White bias
- Status generalizations, 133–134
- Structural and perceptual control concepts, 77
- Structural program of identity theory, 78–79
- Synthetic diamonds, 3
- Thanksgiving dinner, 5

- Vehicular acceleration, 31
- Vocal accommodation
- differences between convergence and, 59–60
 - fast Fourier transform (FFT)
 - analysis, 56–58, 66–67
 - group structure and, relationship between, 63–65, 71
 - modeling, 68–69
 - paraverbal frequencies and, 58–59, 61
 - in presidential debates, 62
 - prestige and, relationship between, 63
 - procedures for measuring, 65–70
 - acoustic analysis result (AAR) scores, 68–69
 - acoustic expectation standing (AES) scores, 69–70
 - data preparation and analysis, 68
 - equipments and data-acquisition software, 67
 - fast Fourier transform (FFT) analysis, 66–68
 - recordings of discussion groups or interviews, 66
 - process of, 53
 - research, 52–53
 - rhythm and musicality of
 - interaction, 53–54
 - speech convergence and, 56–65
 - status and dominance perceptions and, relationship between, 59–62, 64–65, 71
 - synchronizing behaviors, 54–56
 - between actual conversation partners and virtual partners, 58, 71n1
 - children's playground behaviors, 53–54
 - interactions between neonates and parents and caretakers, 55
 - inward interactional synchrony, 55–56
 - outward interactional synchrony, 54–55
 - self-synchrony, 54
 - vocal patterns in different phases of interaction, 58–59
- Western Christian culture, 4
- Wii avatars, 34
- Zirconium, 9