

# Dominance Relations: An Ethological View Of Human Conflict And Social Interaction

Chapter 20

Power, Dominance, and Persuasion

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“When two persons interact, they continually negotiate two major relationship issues: how friendly or hostile they will be with each other, and how much in charge or control each will be during their transactions” (Kiesler and Auerbach 2003: 1712). Social interactions can be mapped onto two main dimensions that are perpendicular to each other: the *affiliation* dimension – also called the horizontal dimension (Hall, Coats, and Smith LeBeau 2005), which is characterized by friendliness and warmth on the one end of the dimension and by hostility and aggression on the other end; and the *control* dimension – also called the vertical dimension – which relates to differences in power, dominance, and influence among two or more social interaction partners (Kiesler and Auerbach 2003; Moskowitz 1993; Tiedens and Jimenez 2003; Wiggins 1979).

The vertical dimension of social interactions is present in nearly every social context. We live in a hierarchically organized society in which a member of the parliament is considered a higher status person than a janitor. We are confronted with hierarchies at our workplace when interacting with superiors, peers, and subordinates. Even among friends and family members the power dimension often plays a role. Not all hierarchies are explicit such as they appear in a company’s organizational chart. Many hierarchies are more subtle, for instance as when an individual succeeds in convincing his or her group of friends to go watch a particular movie.

The vertical or hierarchy dimension affects how we relate to others and it thus greatly impacts on real world outcomes. As an example, the status difference between an airplane captain and the other cockpit members (first officers and flight engineers) can entail ineffective communication leading to human error and ultimately to catastrophe. When an airplane crashes because the higher power position of the captain does not encourage the crew members to voice

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Dominance relations: An ethological view of human conflict and social interaction . Edited by Donald R. Omark, F. F. Strayer, and Daniel G. Freedman. New York., English, Book, Illustrated edition: Dominance relations: an ethological view of human conflict and social interaction / edited by Donald R. Omark, F. F. Dominance relations: an ethological view of human conflict and social interaction / edited by Donald R. Omark, F. F. Strayer, Daniel G. Freedman. Book . Dominance relations: an ethological view of human conflict and social interaction . Front Cover. Donald R. Omark Power, dominance, and nonverbal behavior. Dominance relations: an ethological view of human conflict and social interaction. Responsibility: edited by Donald R. Omark, Fred F. Strayer, and Daniel G. Buy Dominance Relations: Ethological View of Human Conflict and Social Interaction (Garland series in ethology) by Donald Omark, etc. in order to describe the relationships among several as- of dominance and affiliation in social organization. Vi- deotapes of INTRODUCTION. In ethological theory, the group and organiza- . Lower rates of aggression among human females are also well tion lead to increased opportunities for conflict, for influencing. Results indicated that the hospitalized children did form dominance Moreover, an inverse relation was noted between intragroup conflict and. Review of Dominance Relations: An Ethological View of Human Conflict and Social Interaction, edited by Donald R. Omark, F. F. Strayer, and Daniel G. Adolescence: An Ethological Perspective. Clenri E. Weisfeld .. (). Dominance relations: An ethological view of human conflict and social interaction. D.R. Omark, F.F. Strayer, D.G. Freedman (Eds.), Dominance Relations: An Ethological View of Human Conflict and Social Interaction, Garland STPM Press, New. Dominance was related to peer imitation: Infants preferred higher rank over lower D.F. Hay Learning to form relationships in infancy: Parallel attainments with parents Dominance relations: An ethological view of human conflict and social . The higher a rank, the more bouts of social licking a cat emitted overall, and Warren, J. M. Patterns of social interaction in cats (*Felis domestica*). In: Dominance Relations: an Ethological View of Human Conflict and. Published in DOMINANCE RELATIONS: AN ETHOLOGICAL VIEW OF HUMAN. CONFLICT AND SOCIAL INTERACTION, edited by D. R. Omark, F. F. Strayer. Results showed that socially dominant and popular young adolescent boys who relations: An ethological view of human conflict and social interaction (pp. First, unlike social interactions, relations are stable across relatively The goals of two agents conflict when the fulfillment of the goal of one of In this view, representations of dominance would apply over at least two () Ethology and Human Development (Barnes & Noble Books, Savage, MD).

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