

## Power Dominance And Nonverbal Behavior Springer Series In Social Psychology

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Power Dominance And Nonverbal Behavior  
This paper reviews the nonverbal display of power, status, and dominance (PSDom). While PSDom are theoretically and often practically separate constructs, in the domain of nonverbal behaviors (NVBs) they are more often expressed similarly. Experimental research and field observations on adult humans were harvested for this review.

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The nonverbal expression of power, status, and dominance ...

Abstract. Nonverbal behavior, defined simply, is behavior that is not part of formal, verbal language. In psychological terms, nonverbal behaviors generally refer to facial expressions, body movements, and eye, hand, and feet behaviors that have some significance in social interaction.

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Power, Dominance, and Nonverbal Behavior: Basic Concepts ...

Buy Power, Dominance, and Nonverbal Behavior (Springer Series in Social Psychology) Softcover reprint of the original 1st ed. 1985 by Steve L. Ellyson John F. Dovidio (ISBN: 9781461295662) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

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Power, Dominance, and Nonverbal Behavior (Springer Series ...

While there are explicit intrapsychic, societal, and institutional structures established to govern the exercise of power and dominance, Henley (1977) points out the importance of nonverbal behaviors to this issue: "Nonverbal behavior occupies a crucial point in the continuum between covert and overt control...it is subtle enough for us to influence others with our knowledge, and it is subtle enough for us to resist influence without making outright defiance" (p. 191).

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Power, Dominance, and Nonverbal Behavior: An Overview ...

Nowhere in the nonverbal behavior literature has such multidisciplinary concern been more evident than in the study of the communication of power and dominance. Ethological insights that explored nonhuman-human parallels in nonverbal communication provided the impetus for the research of the early 19708.

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Power, Dominance, and Nonverbal Behavior | Steve L ...

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This chapter focuses on the nonverbal signals of dominance-submission and power-powerlessness in human relationships. We conceptualize dominance and power as incorporating not only reflexive ...

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Amazon.com: Power, Dominance, and Nonverbal Behavior ...

Many of the nonverbal cues commonly used by men put women at a disadvantage in situations involving power and status. Men often use these nonverbal cues of dominance to unknowingly (or knowingly)...

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The Nonverbal Power Cues of Men and Women | Psychology Today

Abstract. Interpersonal power and dominance are communicated in a variety of ways: (a) through the kinesic cues displayed such as facial expressions, gestures, body posture, and movement; (b) through access to greater personal space and higher status territory; (c) through the use of haptics, especially non-reciprocal touch and touch initiation; (d) by vocalic cues like voice pitch, loudness, the use of pauses and interruptions; and (e) through contextual cues such as appearance and ...

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Power and Dominance in Nonverbal Communication - Dunbar ...

Abstract. Two studies examine complementarity (vs. mimicry) of dominant and submissive nonverbal behaviors. In the first study, participants interacted with a confederate who displayed either dominance (through postural expansion) or submission (through postural constriction). On average, participants exposed to a dominant confederate decreased their postural stance, whereas participants exposed to a submissive confederate increased their stance.

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Power moves: Complementarity in dominant and submissive ...

Dominance relates to both power, status, and affiliation. Dominance is seen through manifest behaviors as indicated through the nonverbal and verbal indicators outlined above. Gender differences also exist within dominance perceptions though it depends on if one's work role or ones gender role is more salient.

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Expressions of dominance - Wikipedia

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