LEADERSHIP AND POWER

Identity Processes in Groups and Organizations



EDITED BY

Daan van Knippenberg & Michael A. Hogg



Table of Contents

List of Contributors	viii
Chapter 1	
Identity, Leadership, and Power: Preface and Introduction Daan van Knippenberg and Michael A. Hogg	1
Chapter 2	
Leadership Effectiveness: Functional, Constructivist and Empirical Perspectives Martin M. Chemers	5
Chapter 3	
Leader-Member Relations and Social Identity Michael A. Hogg, Robin Martin, and Karen Weeden	18
Chapter 4	
Leadership as the Outcome of Self-Categorization Processes Michael J. Platow, S. Alexander Haslam, Margaret Foddy, and Diana M. Grace	34
Chapter 5	
Identity, Leadership Categorization, and Leadership Schema Robert Lord and Rosalie Hall •	48
Chapter 6	
Status Characteristics and Leadership Cecilia L. Ridgeway	65

Chapter 7 Few Women at the Top: How Role Incongruity Produces 79 Prejudice and the Glass Ceiling Alice H. Eagly Chapter 8 Justice, Identity and Leadership 94 Tom R. Tyler Chapter 9 A Relational Perspective on Leadership and Cooperation: 109 Why it Matters to Care and Be Fair David de Cremer Chapter 10 Leadership, Identity and Influence: Relational Concerns in the 123 Use of Influence Tactics Barbara van Knippenberg and Daan van Knippenberg Chapter 11 Power and Prejudice: A Social-Cognitive Perspective on 138 Power and Leadership Stephanie A. Goodwin Chapter 12 Power, Social Categorization, and Social Motives in Negotiation: 153 Implications for Management and Organizational Leadership Carsten K.W. de Dreu & Gerben A. van Kleef Chapter 13

Aberrations of Power: Leadership in Totalist Groups
Robert S. Baron, Kevin Crawley, and Diana Paulina

169

257

184
197
210
224

Index