

UNIVERSITY OF SUSSEX
SCHOOL OF SOCIAL SCIENCES
CROSS-CULTURAL PSYCHOLOGY

Course Outline and Reading List

Spring Term 2001



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AIMS AND OBJECTIVES

To illustrate the ways in which the results of psychological investigations vary across cultures

To develop your understanding of cross-cultural theory.

To develop your critical, discursive, presentational, and written skills on the basis of literature-based research.

METHODS

This course is seminar based. It is important that you have done preparatory reading prior to each seminar, not just when you are presenting. The list below contains considerable overlap between some items, to help you find relevant material each week. If you are unable to get hold of any of the following sources, do use the key phrases to find other suitable material in the library. Seminar assignments will be posted on the noticeboard in your school

Seminar 1 will meet in Arts D434 on Thursdays from 11.30-1.20, commencing January 11th.

Seminar 2 will meet in Arts D434 on Fridays from 2.00-3.50, commencing January 12th.

My office hour is on Fridays, 11.30-12.30, Arts E304.

COURSE REQUIREMENTS

One 2000 word essay and one seminar presentation. Essay titles are given with each course topic. Deadline for Essay: Monday, February 28 at 5.00 pm. Essays must be put in the box outside Lisa Cobden's office, Arts E429. In addition to this written work, you are required to give one seminar presentation. This will be on an aspect of one of the topics on the reading list. Your presentation should be of 15 minutes duration MAXIMUM, using overheads and a handout. You will receive feedback on your essay and on your presentation from me, using the standard Social Psychology feedback forms.

FINALS ASSESSMENT

This course is assessed by a 4,000 word extended essay (70%), to be submitted during the Summer Term, and coursework (30%). Coursework assessment comprises 20% each for your essay and 10% for your seminar presentation. Essays submitted up to 24 hours late will get a 10% penalty. Later than that, essays will not be marked, but I may (at my discretion) agree to look at an essay and give informal feedback. If you do not submit an essay or do not give your presentation on the agreed date (and have not arranged for a change of date well in advance), you will receive a fail mark. Reasons for late or non-submission of coursework essays (and your extended essay), as well as for failing to give your seminar presentation, will be considered by the Late Submissions Sub-Committee of the B.A. Main Exam Board, and NOT by your tutor. Your evidence should be submitted to the Undergraduate Exams Office in Sussex House. Your seminar presentation and your coursework essay must be on different topics. Your extended essay is permitted to overlap with your presentation topic. The title of your extended essay has to be registered with me, and you are entitled to a one-to-one discussion of your essay plan in Week 10 of term.

Feedback from you on this course will be collected by the use of anonymous questionnaires.

Week 1 : Introductory Meeting

At this time we shall assign seminar presenters for the whole term and have a preliminary discussion of your own perspective on cultures and culture difference. The text for the course is Smith and Bond's Social Psychology across Cultures. The second edition of this book was published by Prentice-Hall in 1998. Copies are available in the university bookshop. If you cannot find the second edition, the first is still relevant to many of the topics. You could also try the alternative texts by H.C. Triandis (Culture and Social Behavior, 1994; Individualism and Collectivism, 1995) or J.W. Berry et al (Cross-Cultural Psychology, 1992), although their coverage is rather different.

Week 2 : Psychology, Culture and Universals

What is culture? Is there any reason for psychologists to prefer different definitions of it to those favoured by anthropologists? Are, for example, the processes of visual perception fundamental or do they vary by culture? Is the concept of intelligence culture bound? What determines the types of cognitive abilities that develop in different environments? Are we equally susceptible to visual illusions? How universal are Western derived cognitive models?

Essay title 2A : Discuss how psychologists can best approach the study of cultural differences.

- * Smith, P.B. & Bond, M.H. Social Psychology Across Cultures. Second edition, pp. 1-43. First edition, pp. 1-37.
- *Segall, M.H. et al. 1999. Human Behavior in Global Perspective. Allyn & Bacon. Chapters 1,2 and 4. Pergamon. Alternatively, use the first edition of this book, Pergamon, 1990, Chapters 1-4.
- *Berry, J.W. et al. 1992. Cross-Cultural Psychology: Research and Applications. Cambridge U.P. (Part II, pp. 165-270).
- van de Vijver, F. & Leung, K. 2000. Methodological issues in psychological research on culture. Journal of Cross-Cultural Psychology, 31, 33-51.
- Lonner, W.J. & Adamopoulos, J. 1997. Culture as antecedent to behaviour. In J.W. Berry, Y. Poortinga & J. Pandey (eds.) Handbook of Cross-Cultural Psychology, 2nd. ed., Volume 1. Allyn & Bacon.
- Shweder, R.A. 1990. Cultural Psychology - what is it? In J.W. Stigler et al. Cultural Psychology: Essays on Comparative Human Development. Cambridge U.P.
- Rohner, R. 1984. Towards a conception of culture for cross-cultural psychology. Journal of Cross-Cultural Psychology. 15: 111-138.
- Berry, J.W. 1989. Imposed etics - emics - derived etics: The operationalisation of a compelling idea. International Journal of Psychology. 24: 721-735 (from reserve).
- Church, A.T. & Katigbak, M.S. 1988. The emic strategy in the identification and assessment of personality dimensions in a non-western culture. Journal of Cross-Cultural Psychology. 19, 140-163.

Essay title 2B : What evidence is there that it is possible to identify psychological universals in cognition or in personality?

- * Smith, P.B. & Bond, M.H. Social Psychology Across Cultures. First or second edition, Chapter 4, but leave the section on emotion for coverage in Week 5.

- * Berry, J.W. et al. 1992. Cross-Cultural Psychology: Research and Applications. Cambridge U.P. (pp. 99-163).
- * Segall, M.H. et al. 1999. Human Behavior in Global Perspective. Allyn & Bacon. Chapters 5, 6 and 9. Or, first edition, Chapters 5, 9 and 12.
- Rose, S. et al. 1984. Not in our genes: Biology, Ideology and Human Nature. Penguin. (Chapters 1-5).
- Curran, H.V. 1988. Relative universals: perspectives on culture and cognition. In G. Claxton (ed) Growth Points in Cognition. Routledge.
- Schliemann, A.D. et al. 1997. Everyday cognition. In J.W. Berry, P. Dasen & T.S. Saraswathi (eds.) Handbook of Cross-Cultural Psychology, 2nd. Edition, Volume 2. Allyn & Bacon.
- Buss, D. 1989. Sex differences in human mate preferences: evolutionary hypotheses tested in 37 cultures. Behavioral and Brain Sciences, 12, 1-49.
- McCrae, R.R. & Costa, P.T. 1997. Personality trait structure as a human universal. American Psychologist, 52, 509-516.
- McCrae, R.R., Costa, P.T. et al. 1998. Cross-cultural assessment of the five-factor model. Journal of Cross-Cultural Psychology, 29, 171-188.

Week 3 : Classifications of National Cultures

Is it possible to classify national cultures on the basis of the values most frequently espoused within them? In what sense are such classifications themselves value-free?

Essay title 3A : Evaluate Hofstede's contribution to the study of cultural differences.

- * Hofstede, G. 1980. Culture's Consequences. Sage
- * Hofstede, G. 1991. Culture and Organization. McGraw Hill. Chapters 1-5.
- * Smith, P.B. and Bond, M.H. Social Psychology across Cultures. First or second edition, Chapter 3.
- Triandis, H.C. 1990. Cross-Cultural Studies of individualism and collectivism. In J.J. Berman (ed.) Nebraska Symposium on Motivation, 1989. U. of Nebraska Press. (pp. 41-131).
- Gudykunst, W.B. and Ting-Toomey, S. 1988. Culture and Interpersonal Communication. Sage (Chapter 2).
- Hui, C.H. 1988. Measurement of individualism-collectivism. Journal of Research in Personality, 22, 17-36.
- Chinese Culture Connection. 1987. Chinese values and the search for culture-free dimensions of culture. Journal of Cross-Cultural Psychology, 18, 143-164.
- Triandis, H.C. et al. 1993. An emic-etic analysis of individualism and collectivism. Journal of Cross-Cultural Psychology, 24, 366-383.
- Bontempo, R. 1993. Translation fidelity of psychological scales. Journal of Cross-Cultural Psychology, 24, 149-166.
- Peabody, D. 1987. Selecting Representative Trait Adjectives. Journal of Personality and Social Psychology, 52, 59-71.
- Vandello, J.A. & Cohen, D. 1999. Patterns of individualism and collectivism in the United States. Journal of Personality and Social Psychology, 77, 279-292.

Essay title 3B: In what respects do the results of Schwartz's Value Surveys represent an advance over earlier attempts to study cultural differences in values?

- * Smith, P.B. & Bond, M.H. Social Psychology across Cultures. First or second edition, Chapter 3.
- * Schwartz, S.H. 1992. Universals in the content and structure of values. In M. Zanna (Ed.) Advances in Experimental Social Psychology, 25: 1-65.
- * Schwartz, S.H. 1994. Beyond individualism-collectivism: New cultural dimensions of values. In U. Kim et al. (Eds.) Individualism and Collectivism: Theory, Method and Applications. Sage. 85-119.

- Schwartz, S.H. 1994. Are there universal aspects in the structure and contents of human values? Journal of Social Issues, 50, 19-45.
- Schwartz, S.H. 1990. Individualism-Collectivism: Critique and proposed refinements. Journal of Cross-Cultural Psychology, 21, 139-157.
- Schwartz, S.H. & Sagiv, L. 1995. Identifying culture-specifics in the content and structure of values. Journal of Cross-Cultural Psychology, 26, 92-116.
- Smith, P.B. & Schwartz, S.H. 1997. Values. In J. Berry et al. (Eds.) Handbook of Cross-Cultural Psychology, Second ed., Volume 3, 77-118.

Week 4 : Conceptions of Self and Others

In what ways does the manner in which we characterise ourselves and others depend upon the predominant values of our culture? Is the 'self' immutable?

Essay title 4A: Contrast idiocentric and allocentric constructions of self and discuss how they may be associated with cultural differences.

- * Smith, P.B. & Bond, M.H. Social Psychology Across Cultures. Second edition, Chapter 5; First edition, Chapter 6. [Note: first edition uses the terms, independent vs interdependent, rather than idiocentric vs. allocentric]
- * Markus, H. & Kitayama, S. 1991. Culture and the self. Psychological Review, 98, 224-253.
- Cousins, S. 1989. Culture and selfhood in Japan and the United States. Journal of Personality and Social Psychology, 56, 124-131.
- Singelis, T.M. & Sharkey, W.F. 1995. Culture, self-construal and embarrassability. Journal of Cross-Cultural Psychology, 26, 622-644.
- Singelis, T.M. Bond, M.H., Sharkey, W.F. & Lai, C.S.Y. 1999. Unpackaging culture's influence on self-esteem and embarrassability. Journal of Cross-Cultural Psychology, 30, 315-341.
- Triandis, H.C. 1989. The self and social behavior in different cultures. Psychological Review, 96, 506-520.
- Kitayama, S. et al. 1997. Individual and collective processes in the construction of the self: Self-enhancement in the United States and self-criticism in Japan. Journal of Personality and Social Psychology, 72, 1245-1267.
- Kwan, V.S.Y, Bond, M.H. & Singelis, T.M. 1997. Pancultural explanations for life satisfaction: Adding relationship harmony to self-esteem. Journal of Personality and Social Psychology, 73, 1038-1051.

Essay title 4B: How do members of collectivist cultures most typically account for the behaviour of themselves and others?

- * Smith, P.B. & Bond, M.H. 1993. Social Psychology Across Cultures. Second edition, Chapter 5; First edition, Chapter 6
- Miller, J.G. 1984. Culture and the development of everyday social explanation. Journal of Personality and Social Psychology, 46, 961-978.
- Miller, J.G. et al. 1990. Perceptions of social responsibilities in India and the United States: Moral imperatives or personal decisions? Journal of Personality and Social Psychology, 58, 33-47.
- Kashima, Y. et al. 1992. Do people believe behaviours are consistent with attitudes? Towards a cultural psychology of attribution processes. British Journal of Social Psychology, 31, 111-124.
- Semin, G.R. & Rubini, M. 1990. Unfolding the concept of person by verbal abuse. European Journal of Social Psychology, 20, 463-474.
- Yu, A.B. & Yang, K.S. 1994. The nature of achievement motivation in collectivist societies. In U. Kim et al. (eds.) Individualism and Collectivism: Theory, Method and Applications. Sage, 239-250.
- Little, T.D. et al. 1995. Children's action-control beliefs: How do American children compare with German and Russian children? Journal of Personality and Social Psychology, 69, 686-700.

- Choi, I, Nisbett, R.E & Norenzayan, A. 1999. Causal attribution across cultures: variation and universality. Psychological Bulletin, 125, 47-63.
- Menon, T., Morris, M.W., Chiu, C.Y. & Hong Y.Y. 1999. Culture and the construal of agency: attribution to individuals versus group dispositions. Journal of Personality and Social Psychology, 76, 701-717.

Week 5 : Interpersonal Relations

How are emotions perceived and communicated in different parts of the world? Are there, indeed, fundamental universal emotions at all? And how does this affect the nature of intimate relationships across cultures?

Essay title 5A: To what extent are there cultural universals in the experience of emotion? Discuss in light of studies of facial expression and the events found to trigger emotion.

- * Gudykunst W.B. & Ting-Toomey S. 1988. Culture and Interpersonal Communication. Sage. (Chapters 1, 3-6).
- * Smith, P.B. & Bond, M.H. 1993. Social Psychology across Cultures. First and second editions, part of Chapter 4.
- *Kitayama, S. & Markus, H. (Eds.). 1994. Emotion and Culture: Empirical Studies of Mutual Influence. American Psychological Association. Chapters 1-3.
- Mesquita, B. et al. 1997. Culture and emotion. In J.W. Berry, P. Dasen & T.S. Saraswathi (Eds.) Handbook of Cross-Cultural Psychology, 2nd. ed., Volume 2. Allyn & Bacon.
- Ting-Toomey, S. 1988 A face-negotiation theory. In Kim Y. & Gudykunst, W.B. (Eds.) Theory in Intercultural Communication. Sage.
- Argyle, M. et al. 1986. Cross-Cultural variations in relationship rules. International Journal of Psychology, 21, 281-315.
- Berry, J.W. et al. 1992. Cross-Cultural Psychology: Research and Applications. Cambridge U.P. Chapter 14.
- Matsumoto, D. 1990. Cultural Similarities and Differences in Display Rules. Motivation and Emotion, 14, 195-214.
- Gudykunst, W.B. and Ting-Toomey, S. 1988. Culture and affective communication. American Behavioral Scientist, 31, 384-400.
- Ekman, P. 1987. Universals and cultural differences in the judgements of facial expressions of emotion. Journal of Personality and Social Psychology, 53, 712-717.
- Matsumoto, D. 1989. Cultural influences on the perception of emotion. Journal of Cross-Cultural Psychology, 20, 92-105.
- Matsumoto, D. et al. 1988. Antecedents of and reactions to emotions in the United States and Japan. Journal of Cross-Cultural Psychology, 19, 267-286.
- Schmidt-Atzert, L. & Park, H.S. 1998. The Korean concepts dapdaphada and uulhada: A cross-cultural study of the meaning of emotions. Journal of Cross-Cultural Psychology, 30, 646-654.

Essay title 5B: Is 'Romantic Love' a culture-bound concept?

- *Hatfield, E. & Rapson, R.L. 1996. Love and Sex: Cross-Cultural Perspectives. Allyn and Bacon.
- Smith, P.B. & Bond, M.H. Social Psychology across Cultures. Second edition, part of Chapter 6.
- *Goodwin, R. 1999. Personal Relationships across Cultures. Routledge (on order for library)
- *Levine, R. et al. 1995. Love and marriage in 11 cultures. Journal of Cross-Cultural Psychology, 26: 554-571.
- Best, D. L. & Williams, J.E. 1997. Sex, gender and culture. In J.W. Berry et al. (eds.) Handbook of Cross-Cultural Psychology, Second ed., Volume 3, 163-212.
- Segall, M.H. et al. 1999. Human Behavior in Global Perspective. Allyn & Bacon. Chapter 8. Or chapter 11 in first edition.

- Williams, J. & Best, D.L. 1982. Measuring Sex Stereotypes: A 30 nation study. Sage.
- Buss, D.M. et al. 1990. International preferences in selecting mates: A study of 37 cultures. Journal of Cross-Cultural Psychology, 21, 5-47
- McArthur, L.Z. & Berry, D.L. 1987. Cross-cultural agreement in perceptions of baby-faced adults. Journal of Cross-Cultural Psychology, 18, 165-192.
- Van Yperen, N.W. & Buunk, B.P. 1991. Equity theory and exchange and communal orientation from a cross-national perspective. Journal of Social Psychology, 131, 5-21.
- Dion, K.K. et al. 1990. Stereotyping physical attractiveness: A sociocultural perspective. Journal of Cross-Cultural Psychology, 21, 158-179.
- Dion, K.K. & Dion, K.L. 1993. Individualistic and collectivistic perspectives on gender and the cultural context of love and intimacy. Journal of Social Issues, 49, 53-69.
- F. Neto et al. 2000. Cross-cultural variations in attitudes toward love. Journal of Cross-Cultural Psychology, 31, 626-635.
- Landis, D. & Shea, W.A. 2000. Cross-cultural aspects of passionate love. Journal of Cross-Cultural Psychology, 31, 752-777.

Week 6 : The Individual and the Group

What effect does the holding of allocentric or idiocentric values have on group processes such as conformity, social loafing and leadership? How do proxemic behaviours vary across cultures?

Essay title 6A : In what way do cultural differences affect processes of social influence?

- * Smith, P.B. and Bond, M.H. 1993. Social Psychology across Cultures. First edition, parts of Chapters 2, 7 and 8; Second edition, 2, 6 and 8. [Note: first edition uses independent vs interdependent, rather than idiocentric vs. allocentric]
- Bond, R.A. & Smith, P.B. 1996. Culture and conformity: A meta-analysis of the Asch line judgment task. Psychological Bulletin, 119, 111-137.
- Kim, H. & Markus, H.R. 1999. Deviance or uniqueness, harmony or conformity: A cultural analysis. Journal of Personality and Social Psychology, 77, 785-800.
- Earley, P.C. 1989. Social loafing and collectivism: A comparison of the United States and the People's Republic of China. Administrative Science Quarterly, 34, 565-581.
- Earley, P.C. 1993. East meets West meets Mideast: Further explorations of collectivistic and individualistic work groups. Academy of Management Journal, 36, 319-348.
- Dorfman, P. 1996. International and cross-cultural leadership. In B.J. Punnett & O. Shenkar (Eds.) Handbook of International Management Research. Blackwell. (Pp. 267-349).
- den Hartog, D. et al. 1999. Culture-specific and cross-culturally generalisable implicit leadership theories: Are attributes of charismatic/transformational leadership universally endorsed? Leadership Quarterly, 10, 219-256.
- Brodbeck, F., et al. 2000. Cultural variations in leadership prototypes across 22 European countries. Journal of Occupational and Organizational Psychology, 73, 1-29.
- Misumi, J. 1985. The Behavioral Science of Leadership. University of Michigan Press.
- Smith, P.B. et al. 1992. A Cross-cultural test of the Japanese PM Leadership Theory. Applied Psychology: An International Review, 41, 5-19.

Essay title 6B: Discuss the difficulties that are to be overcome in communicating with persons from cultural backgrounds other than one's own.

- *Gudykunst, W.B. & Ting-Toomey, S. 1988. Culture and Interpersonal Communication. Sage. Chapter 6.
- * Smith, P.B. & Bond, M.H. 1993. Social Psychology across Cultures. First or second editions, Chapter 9, plus the part of Chapter 6 that concerns non-verbal behaviours.

- Gudykunst, W.B. & Kim, Y.Y. 1997. Communicating with strangers. McGraw Hill.
- Brislin, R.W. & Yoshida, T. 1994. Improving Intercultural Interactions. Sage. Chapters 13 & 14.
- Gudykunst, W.B. 1998. Bridging differences: effective intergroup communication. 3rd ed. Sage.
- Hall, E.T. 1966 The Hidden Dimension. Doubleday.
- Watson, T.J. 1970. Proxemic Behavior: A Cross-Cultural Study. Mouton.
- Watson, T.J. & Graves, D. 1966. Quantitative research in proxemic behavior. American Anthropologist, 68, 971-985.
- LaFrance, M. & Mayo, C. 1978. Cultural aspects of non-verbal communication. International Journal of Intercultural Relations, 2, 71-89. [Journal not in library; copy in reserve]
- Marriott, H. 1993. Spatial arrangements in Australian-Japanese business communication. Journal of Asian Pacific Communication, 4, 107-126. [Journal not in library; copy in reserve]
- Hasegawa, S. & Gudykunst, W.B. 1998. Silence in Japan and the United States. Journal of Cross-Cultural Psychology, 29, 668-684.

Week 7 : Intergroup Relations

Given the importance of cultural differences in the way in which persons are linked to in-groups, we may expect marked cultural differences in behaviour toward outgroups, as expressed in the allocation of scarce resources and the handling of disagreements.

Essay title 7A: Evaluate the evidence that allocentrics differ from idiocentrics in their resource allocation preferences.

- *Smith, P.B. and Bond, M.H. 1993. Social Psychology across Cultures. 2nd. ed., Chapter 7; First ed., parts of Chapters 7 and 8.
- *Leung, K. 1997. Negotiation and reward allocations across cultures. In P.C. Earley and M. Erez (eds.) New Perspectives on International Industrial/Organizational Psychology. New Lexington Press. Pp. 660-668.
- Leung, K. and Bond, M.H. 1984. The impact of cultural collectivism on reward allocation. Journal of Personality and Social Psychology, 47, 793-804.
- Berman, J.J. et al. 1985. Cross-Cultural differences and similarities in perceptions of fairness. Journal of Cross-Cultural Psychology, 16, 55-67.
- Hui, C.H. et al. 1991. Cultural differences in reward allocation: Is collectivism the explanation? British Journal of Social Psychology, 30, 145-157.
- Berman, J.J. and Murphy-Berman, V. 1996. Cultural differences in perceptions of resource allocators. Journal of Cross-Cultural Psychology, 27, 494-509.
- Chen, C.C. 1995. New trends in reward allocation preferences: A Sino-US comparison. Academy of Management Journal, 38, 408-428.

Essay title 7B: How are conflicts resolved within individualist and collectivist cultures?

- * Smith, P.B. & Bond, M.H. 1993. Social Psychology Across Cultures. First edition, Chapter 7; second edition, Chapter 8.
- *Leung, K. 1997. Negotiation and reward allocation across cultures. In P.C.Earley & M.Erez (Eds.) Perspectives on International Industrial/Organizational Psychology . New Lexington Press. Pp. 640-659.
- Leung, K. 1987. Some determinants of reactions to procedural models for conflict resolution. Journal of Personality and Social Psychology, 53, 898-908.
- Leung, K. 1988. Some determinants of conflict avoidance. Journal of Cross-Cultural Psychology, 19, 125-136.
- Gire, J.T. & Carment, D.W. 1993 Dealing with disputes: The influence of individualism-collectivism. Journal of Social Psychology, 133, 81-95.

- Kirkbride, P.S. et al. 1991. Chinese conflict preferences and negotiating behaviour: Cultural and psychological influences. Organization Studies, 12, 365-386.
- Graham, J. 1985. The effect of culture on the process of business negotiations: An exploratory study. Journal of International Business Studies, 16, 81-96 [Reserve]
- Haar, B.F. & Krahe, B. 1999. Strategies for resolving interpersonal conflicts in adolescence: A German-Indonesian comparison. Journal of Cross-Cultural Psychology, 30, 667-684.

Week 8 : Aspects of Culture Contact

Preceding topics have focussed upon cultures as though they remain substantially separate from one another. The remaining topics address mutual perceptions of different culture members and their likely consequences for social change.

Essay title 8A: How may we account for the content of national stereotypes?

- *Peabody, D. 1985. National characteristics. Cambridge U. P.
- *Linsen, H. & Hagendoorn, L. 1994. Social and geographic factors in the explanation of the content of European nationality stereotypes. British Journal of Social Psychology, 33, 165-182.
- Smith, P.B. & Bond, M.H. Social Psychology across Cultures. Second edition, part of Chapter 7.
- Mlicki, P. & Ellemers, N. 1996. Being different or being better? National stereotypes and identifications of Polish and Dutch students. European Journal of Social Psychology, 26, 97-114.
- Stephan, W.G. et al. 1994. On the relationship between stereotyping and prejudice: An international study. Personality and Social Psychology Bulletin, 20: 277-284.
- Lee, Y.T. et al. 1995. Stereotype accuracy: Towards appreciating group differences. American Psychological Association. Chapters 1, 3, 5, 6 and 9.
- Devine, P.G. and Elliot, A.J. 1995. Are racial stereotypes really fading? The Princeton trilogy revisited. Personality and Social Psychology Bulletin, 21, 1139-1150.
- Poppe, E. & Linsen, H. 1999. In-group favouritism and the reflection of realistic dimensions of difference between nation states in Central and Eastern European nationality stereotypes. British Journal of Social Psychology, 38, 85-103.
- Pratto, F. et al. 2000. Social dominance orientation and the legitimisation of inequality across cultures. Journal of Cross-Cultural Psychology, 31, 369-409.

Essay title 8B: Discuss the processes whereby immigrants and sojourners do or do not acculturate to the norms of the cultures to which they have travelled.

- * Smith, P.B. & Bond, M.H. 1993. Social Psychology across Cultures. First and second editions, Chapters 9 and 10.
- *Berry, J.W. et al. 1997. Acculturation attitudes in plural societies. Applied Psychology: An International Review, 46, 5-68.
- Berry, J.W. & D. Sam 1997. Acculturation and adaptation. In J.W. Berry et al. Handbook of Cross-Cultural Psychology, 2nd. ed. Volume 3. Allyn & Bacon.
- Berry J.W. 1990. Psychology of acculturation. In J. Berman (ed.) Cross-Cultural Perspectives. Nebraska Symposia on Motivation 1989, 37, 201-234.
- Berry J.W. et al. 1992. Cross-Cultural Psychology: Research and Applications. Cambridge U.P. Chapters 11 & 12.
- Ward, C. & Kennedy, A. 1993. Where's the 'culture' in cross-cultural transition? Comparative studies of sojourner adjustment. Journal of Cross-Cultural Psychology, 24: 221-249.
- Rosenthal, D. A. & Feldman, S.S. 1992. The nature and stability of ethnic identity in Chinese youth: effects of length of residence in two cultural contexts. Journal of Cross-Cultural Psychology, 23: 214-227.

- Georgas, J. et al. 1996. Acculturation of Greek family values. Journal of Cross-Cultural Psychology, 27: 329-338.
- Phinney, J. 1990. Ethnic identity in adolescents and adults: Review of research. Psychological Bulletin, 108, 499-514.
- Ward, C. & Rana-Deuba, A. 1999. Acculturation and adaptation revisited. Journal of Cross-Cultural Psychology, 30, 422-442.

Week 9 : Culture and Modernisation

Are cross-cultural psychologists studying phenomena that are in process of disappearing, or is it more likely that cultural change will not imply cultural homogenisation?

Essay title 9A : Are multinational business organisations creating transnational cultures?

- *Adler, N. 1986/1993. International Dimensions of Organizational Behaviour. Kent Publishing. First or second edition.
- *Redding, S.G. et al. 1994. The nature of individual attachment to the organization: A review of East Asian variations. In H.C. Triandis et al. (eds.) Handbook of Industrial and Organizational Psychology. 2nd ed., Vol. 4. Consulting Psychologists Press.
- *Kashima, Y. & Callan V.J. 1994. The Japanese Work Group. In H.C. Triandis et al. (Eds.) Handbook of Industrial and Organizational Psychology. 2nd edition, Vol. 4. Consulting Psychologists Press.
- Hampden-Turner, C. & Trompenaars, F. (1993) The Seven Cultures of Capitalism. Doubleday.
- Smith, P.B. & Misumi, J. 1989. Japanese management: A sun rising in the West? International Review of Industrial and Organizational Psychology, 4, 330-371.
- Hickson, D.J. (ed.) 1993. Management in Western Europe: Society, Culture and Organisation in Twelve Nations. De Gruyter.
- Hofstede, G. & Bond, M.H. 1988. Confucius connection: From cultural roots to economic growth. Organizational Dynamics, 16(4), 4-21. [Reserve]

Essay title 9B: To what extent is modernisation eroding the cultural differences characterising different nations? What is the future of culture?

- * Smith P.B. & Bond M.H. 1993. Social Psychology Across Cultures. First edition, Chapter 11; Second edition, Chapter 12, plus parts of 10.
- *Yang K.S. 1988. Will societal modernisation eventually eliminate cross-cultural psychological differences? In M.H. Bond (Ed.) The Cross-Cultural Challenge to Social Psychology. Sage.
- Kagitcibasi, C. 1990. Family and socialisation in cross-cultural perspective: A model of change. J. Berman (Ed.) Nebraska Symposia on Motivation, 1989, 37, 135-200.
- Inglehart, R. 1997. Modernisation and Post-modernisation: Cultural, economic and political change in 43 nations. Princeton U.P. (On order)
- Inglehart, R. 1990. Culture Shift in Advanced Industrial Society. Princeton U.P.
- Inglehart, R. 1977. The Silent Revolution: Changing Values and Political Styles among Western Publics. Princeton U.P.
- Berry, J.W. et al. 1992. Cross-Cultural Psychology: Research and Applications. Cambridge U.P. Chapter 16.
- Urry J. 1990. The Tourist Gaze. Sage. Chapters 1 and 7.
- Segall M.H. et al. 1990. Human Behavior in Global Perspective. Pergamon. Chapter 13.

- Oettingen, G. et al. 1994. Causality, agency and control beliefs in East vs West Berlin schoolchildren: A natural experiment in the role of context. Journal of Personality and Social Psychology, 66, 579-595.
- Frese, M. et al. 1996. Personal initiative at work: Differences between East and West Germany. Academy of Management Journal, 39, 37-63.
- Mishra, R. C. 1994. Individualist and collectivist orientations across generations. In U. Kim et al (Eds.) Individualism and collectivism: Theory, Method and Applications. Sage.

Assessment criteria for your submitted essay

Essays will be assessed according to the following qualities:

Content

- Breadth of research; independent research, going beyond core reading.
- Novelty of argument; going beyond 'standard' treatments, synthesising relevant material from different topic areas
- Use of evidence. Argument must be backed up by relevant empirical findings or theoretical ideas. Appropriate interpretation of empirical evidence.
- Quality of argument.
- Independence of thought. Extent and depth of analysis and critical reflection.

Structure

- Introduction. Introduction sets out the argument to follow.
- Material presented in a logical order.

Writing and technical skills

- Style. Fluency, liveliness and readability.
- Grammar, spelling and punctuation
- Consistent referencing system, preferably APA style.
- Avoidance of derivative writing. Ideas expressed in the author's own words.

Marks of 70% or above:

Tutors will not be reluctant to award marks in the 80s or even the 90s in the case of really excellent work, although grades in the 90s should be reserved for work deemed to be outstanding. Students will have read widely around the topic and will show a thorough understanding and appreciation of the material. The essay will have a clear structure and will develop a coherent argument that shows signs of original or critical thought. The standard of English should be good with few errors of spelling or grammar, and the essay should be well presented and properly referenced. Essays in this band of marks will be exciting to read; they should stand out from most of the others. Students may have taken a risk and gone out on a limb to make a point about the topic or to challenge some accepted position,

but they must be able to back up their argument with sound resort to evidence or to theoretical sources. The defining feature of essays marked in this band is that they show flair, maturity and confidence.

Marks between 60% and 69%:

Students should have read a diversity of material from the reading list and should show a clear understanding of the issues raised by their reading. All important material on the topic should be covered in the essay, and the essay should be well structured, clearly written and well presented. The essay should show evidence that the student has thought about the topic and has not simply reproduced standard arguments or evidence from major sources. Particularly in marks at the higher end of this band, essays will show confidence in handling complex material. There should be no major omissions in the coverage of the topic, nor should the essay contain any significant errors of understanding or interpretation. The standard of English should be good, and spelling and grammar should be reasonable. At this level of marking, the student should seem at ease in handling empirical data and/or theoretical ideas as appropriate. All sources should be properly cited in a bibliography or in references.

Marks between 50% and 59%:

Essays should show evidence that the student has read the basic material for the topic and has a reasonable understanding of it. There should be a proper bibliography or other referencing system. There may be some signs of weakness, such as confusion about debates and arguments or misinterpretation of some evidence, but overall the grasp of the topic should be sound. The essay should be reasonably well structured and the material should be coherently presented. The student should have avoided heavy reliance on any one source unless this is in the nature of the topic. Essays marked in this band will either be reasonably competent though somewhat predictable and lacking in liveliness, or will show signs of an attempt at originality that is nevertheless insufficiently grounded in a thorough appreciation of the material. The standard of English should be reasonably competent, although problems in spelling or grammar may be tolerated provided they do not produce unintelligibility.

Marks between 40% and 49%

The work will be substantially below average. Students will probably have done only basic reading and will show little or no appreciation of the debates or the different interpretations that might be drawn from particular evidence. The essay will indicate a very basic understanding of the topic, but will not have gone beyond this, and there may well be signs of confusion. The standard of English may leave something to be desired, but the essay should make sense and should show some sign of structure and organisation. Material should be properly referenced, although there may be few references with quite heavy reliance on just one or two sources.

Marks below 40%

Poor quality work will be marked below 40% as either non-honours pass standard (30% to 39%), or as below degree standard (under 30%). Essays in this category will probably be short, and/or jumbled, and/or heavily derivative (although sources should still be cited). Students are unlikely to have done

much reading (perhaps a dip into a textbook plus a few random snippets picked up from attending a lecture or retrieved from old A-level notes). There will be no clear argument, or such argument as there is will be largely unsubstantiated by appeal to sources. The standard of English may be weak. Significant themes in the topic are likely to be neglected, and there will be little or no appreciation of complexity and subtlety of arguments or evidence. For really weak work, tutors should use the full range of marks from zero upwards. Essays which would be unlikely to pass A-level, for example, would never be awarded a mark over 30%.