

MAN 5039 Påvirkning og makt i lederrollen

[View Online](#)

Adam D. Galinsky, Joe C. Magee, M. Ena Inesi and Deborah H. Gruenfeld. (2006). Power and Perspectives Not Taken. *Psychological Science*, 17(12), 1068-1074.
http://www.jstor.org.ezproxy.library.bi.no/stable/40064508?seq=1#page_scan_tab_contents

Anderson, C., & Brion, S. (2014). Perspectives on Power in Organizations. *Annual Review of Organizational Psychology and Organizational Behavior*, 1(1), 67-97.
<https://doi.org/10.1146/annurev-orgpsych-031413-091259>

Anderson, C., Brion, S., Moore, D. A., & Kennedy, J. A. (2012). A status-enhancement account of overconfidence. *Journal of Personality and Social Psychology*, 103(4), 718-735.
<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2012-18756-001&site=ehost-live>

Anderson, C., & Galinsky, A. D. (2006). Power, optimism, and risk-taking. *European Journal of Social Psychology*, 36(4), 511-536. <https://doi.org/10.1002/ejsp.324>

Anderson, C., John, O. P., Keltner, D., & Kring, A. M. (2001). Who attains social status? Effects of personality and physical attractiveness in social groups. *Journal of Personality and Social Psychology*, 81(1), 116-132.
<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2001-07168-009&site=ehost-live>

Anderson, C., & Kilduff, G. J. (2009). Why do dominant personalities attain influence in face-to-face groups? The competence-signaling effects of trait dominance. *Journal of Personality and Social Psychology*, 96(2), 491-503.
<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2009-00255-015&site=ehost-live>

Anderson, C., Spataro, S. E., & Flynn, F. J. (2008). Personality and organizational culture as determinants of influence. *Journal of Applied Psychology*, 93(3), 702-710.
<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2008-05281-017&site=ehost-live>

Blankenship, K. L., Wegener, D. T., & Murray, R. A. (2012). Circumventing resistance: Using values to indirectly change attitudes. *Journal of Personality and Social Psychology*, 103(4), 606-621.
<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2012-17520-001&site=ehost-live>

Brouer, Robyn LBadaway, Rebecca LGallagher, Vickie ColemanHaber, Julita A. (n.d.).

- Political Skill Dimensionality and Impression Management Choice and Effective Use. *Journal of Business and Psychology*, 30, 217–233.
https://search-proquest-com.ezproxy.library.bi.no/docview/1680397032?rfr_id=info%3Axri%2Fsid%3Aprimo
- Burns, D. D. (1999). *The feeling good handbook* (Rev. ed). Plume Book.
- Carney, D. R., Cuddy, A. J. C., & Yap, A. J. (2015). Review and Summary of Research on the Embodied Effects of Expansive (vs. Contractive) Nonverbal Displays. *Psychological Science*, 26(5), 657–663. <https://doi.org/10.1177/0956797614566855>
- Cialdini, R. B. (n.d.). *Influence: science and practice* (5th ed., New international ed). Pearson Education.
- Cialdini, R. B., & Goldstein, N. J. (2004). Social Influence: Compliance and Conformity. *Annual Review of Psychology*, 55(1), 591–621.
<https://doi.org/10.1146/annurev.psych.55.090902.142015>
- Cislak, A. (2013). Effects of power on social perception: All your boss can see is agency. *Social Psychology*, 44(2), 138–146.
<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2013-08589-010&site=ehost-live>
- Cuddy, A. C., Wilmoth, C. A., & Carney, A. J. (2015). Preparatory power posing affects nonverbal presence and job interview performance. *Journal of Applied Psychology*, 100(4), 1286–1295.
<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2015-04973-001&site=ehost-live>
- Dana R. Carney, Amy J.C. Cuddy and Andy J. Yap. (2010). Power Posing: Brief Nonverbal Displays Affect Neuroendocrine Levels and Risk Tolerance. *Psychological Science*, 21(10), 1363–1368.
http://www.jstor.org.ezproxy.library.bi.no/stable/41062490?seq=1#page_scan_tab_contents
- Deepak Malhotra and Francesca Gino. (2011). The Pursuit of Power Corrupts: How Investing in Outside Options Motivates Opportunism in Relationships. *Administrative Science Quarterly*, 56(4), 559–592.
http://www.jstor.org.ezproxy.library.bi.no/stable/41721953?seq=1#page_scan_tab_contents
- Elaine Chan and Jaideep Sengupta. (2010). Insincere Flattery Actually Works: A Dual Attitudes Perspective. *Journal of Marketing Research*, 47(1), 122–133.
http://www.jstor.org.ezproxy.library.bi.no/stable/20618959?seq=1#page_scan_tab_contents
- Fast, N. J., Sivanathan, N., Mayer, N. D., & Galinsky, A. D. (2012). Power and overconfident decision-making. *Organizational Behavior and Human Decision Processes*, 117(2), 249–260. <https://doi.org/10.1016/j.obhdp.2011.11.009>
- Fransen, M. L., Smit, E. G., & Verlegh, P. W. J. (2015). Strategies and motives for resistance to persuasion: an integrative framework. *Frontiers in Psychology*, 6.

<https://doi.org/10.3389/fpsyg.2015.01201>

French, J. R. P., & Raven, B. (1968). The bases of social power. In *Group dynamics: research and theory: Vol. A Harper international edition (3rd ed)*. Harper & Row.

Galinsky, A. D., Gruenfeld, D. H., & Magee, J. C. (2003). From Power to Action. *Journal of Personality and Social Psychology*, 85(3), 2003–2466.
<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2003-07329-005&site=ehost-live>

Ganster, TinaEimler, Sabrina C.Krämer, Nicole C. (2012). Same Same But Different!? The Differential Influence of Smilies and Emoticons on Person Perception. *CyberPsychology, Behavior & Social Networking.*, 15(Issue 4), 226–230.
<https://doi.org/10.1089/cyber.2011.0179>

Ghauri, P. N., & Grønhaug, K. (2010). *Research methods in business studies (4th ed)*. Financial Times Prentice Hall.

Grant, A. M., Gino, F., & Hofmann, D. A. (2011). Reversing the Extraverted Leadership Advantage: the Role of Employee Proactivity. *The Academy of Management Journal*, 54(3), 528–550. <http://www.jstor.org.ezproxy.library.bi.no/stable/23045095>

Handgraaf, M. J., Van Dijk, E., Vermunt, R. C., Wilke, H. A. M., & De Dreu, C. K. W. (2008). Less power or powerless? Egocentric empathy gaps and the irony of having little versus no power in social decision making. *Journal of Personality and Social Psychology*, 95(5), 1136–1149.
<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2008-14857-009&site=ehost-live>

Inesi, M. E., Gruenfeld, D. H., & Galinsky, A. D. (2012). How power corrupts relationships: Cynical attributions for others' generous acts. *Journal of Experimental Social Psychology*, 48(4), 795–803. <https://doi.org/10.1016/j.jesp.2012.01.008>

James D. Westphal and Ithai Stern. (2006). The Other Pathway to the Boardroom: Interpersonal Influence Behavior as a Substitute for Elite Credentials and Majority Status in Obtaining Board Appointments. *Administrative Science Quarterly*, 51(2), 169–204.
http://www.jstor.org.ezproxy.library.bi.no/stable/20109870?seq=1#page_scan_tab_content
S

James D. Westphal and Ithai Stern. (2007). Flattery Will Get You Everywhere (Especially If You Are a Male Caucasian): How Ingratiation, Boardroom Behavior, and Demographic Minority Status Affect Additional Board Appointments at U.S. Companies. *The Academy of Management Journal*, 50(2), 267–288.
http://www.jstor.org.ezproxy.library.bi.no/stable/20159854?seq=1#page_scan_tab_content
S

Joris Lammers, Janka I. Stoker and Diederik A. Stapel. (2009). Differentiating Social and Personal Power: Opposite Effects on Stereotyping, but Parallel Effects on Behavioral Approach Tendencies. *Psychological Science*, 20(12), 1543–1549.
http://www.jstor.org.ezproxy.library.bi.no/stable/40575223?seq=1#page_scan_tab_content
S

Kahneman, D. (2012). *Thinking, fast and slow*. Penguin Books.

Kaufmann, G. (n.d.). *Hva er kreativitet*. Universitetsforl.

Keltner, D., Gruenfeld, D. H., & Anderson, C. (2003). Power, approach, and inhibition. *Psychological Review*, 110(2), 265–284.

<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh∓AN=2003-00307-004&site=ehost-live>

Lai, L. (n.d.-a). *Dømmekraft*. Tano Aschehoug.

<http://www.nb.no/nbsok/nb/353766744e4088040d1b686600c77d6e.nbdigital?lang=no#0>

Lai, L. (n.d.-b). *Makt og påvirkningskraft: hvordan få gjennomslag på jobb*. Cappelen Damm akademisk.

Lai, L. (2005). On the role of biases in persuasion. *Organisational Theory and Practice: Scandinavian Journal of Organisational Psychology*, 16(2), 9–20.

Lai, L. (Ed.). (2013). *Artikkelsamling i Påvirkning og innflytelse i organisasjoner*.

Lai, L., & Farbroth, A. (2014). What makes you click? The effect of question headlines on readership in computer-mediated communication. *Social Influence*, 9(4), 289–299.

Lee, S., Han, S., Cheong, M., Kim, S. L., & Yun, S. (2017). How do I get my way? A meta-analytic review of research on influence tactics. *The Leadership Quarterly*, 28(1), 210–228. <https://doi.org/10.1016/j.leaqua.2016.11.001>

Levi, D. (n.d.). *Group dynamics for teams (4th ed)*. SAGE.

Magee, J. C., & Smith, P. K. (2013). The Social Distance Theory of Power. *Personality and Social Psychology Review*, 17(2), 158–186. <https://doi.org/10.1177/1088868312472732>

McShane, S. L., & Von Glinow, M. A. (n.d.). *Organizational behavior: emerging knowledge, global reality (7th ed)*. McGraw-Hill.

Mittal, R., & Elias, S. M. (2016). Social power and leadership in cross-cultural context. *Journal of Management Development*, 35(1), 58–74.

<https://doi.org/10.1108/JMD-02-2014-0020>

O'Keefe, D. J. (n.d.). *Persuasion: theory & research: Vol. Current communication : an advanced text series (2nd ed)*. Sage Publications.

Pfeffer, J. (2010). *Power: why some people have it and others don't*. HarperBusiness.

Quirk, M. P., & Fandt, P. M. (2000). *The 2nd language of leadership*. Lawrence Erlbaum Associates.

<http://search.ebscohost.com/login.aspx?direct=true&scope=site&db=nlebk∓db=nlabk&AN=44920>

Ranehill, E., Dreber, A., Johannesson, M., Leiberg, S., Sul, S., & Weber, R. A. (2015). Assessing the Robustness of Power Posing. *Psychological Science*, 26(5), 653–656.

<https://doi.org/10.1177/0956797614553946>

Reeve, J. (n.d.). *Understanding motivation and emotion* (6th ed). Wiley.

Robert B. Cialdini. (2005). Basic Social Influence Is Underestimated. *Psychological Inquiry*, 16(4), 158–161.

http://www.jstor.org.ezproxy.library.bi.no/stable/20447283?seq=1#page_scan_tab_contents

Schuh, S. C., Hernandez Bark, A. S., Van Quaquebeke, N., Hossiep, R., Frieg, P., & Van Dick, R. (2014). Gender Differences in Leadership Role Occupancy: The Mediating Role of Power Motivation. *Journal of Business Ethics*, 120(3), 363–379.

<https://doi.org/10.1007/s10551-013-1663-9>

Stewart, G. L., Sims, H. P., & Manz, C. C. (1999). *Team work and group dynamics*. J. Wiley.

Sun Hyun Park, James D. Westphal and Ithai Stern. (2011). Set up for a Fall: The Insidious Effects of Flattery and Opinion Conformity toward Corporate Leaders. *Administrative Science Quarterly*, 56(2), 257–302.

http://www.jstor.org.ezproxy.library.bi.no/stable/41410262?seq=1#page_scan_tab_contents

Tormala, Z. L., & Petty, R. E. (2002). What doesn't kill me makes me stronger: The effects of resisting persuasion on attitude certainty. *Journal of Personality and Social Psychology*, 83(6), 1298–1313.

<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh&AN=2002-08203-005&site=ehost-live>

Treadway, D. C., Ferris, G. R., Duke, A. B., Adams, G. L., & Thatcher, J. B. (2007). The moderating role of subordinate political skill on supervisors' impressions of subordinate ingratiation and ratings of subordinate interpersonal facilitation. *Journal of Applied Psychology*, 92(3), 848–855.

<http://search.ebscohost.com.ezproxy.library.bi.no/login.aspx?direct=true&db=pdh&AN=2007-06438-021&site=ehost-live>

Yap, A. J., Wazlawek, A. S., Lucas, B. J., Cuddy, A. J. C., & Carney, D. R. (2013). The Ergonomics of Dishonesty. *Psychological Science*, 24(11), 2281–2289.

<https://doi.org/10.1177/0956797613492425>

Yukl, G., Seifert, C. F., & Chavez, C. (2008). Validation of the extended Influence Behavior Questionnaire. *The Leadership Quarterly*, 19(5), 609–621.

<https://doi.org/10.1016/j.leaqua.2008.07.006>