
Literatuur

- Asch, S.E. (1951). Effects of group pressure on the modification and distortion of judgments. In: H. Guetzkow (ed.), *Groups, leadership and men*, 177-190. Pittsburg: Carnegie Press.
- Asch, S.E. (1955). Opinions and social pressure. *Scientific American*, 193, 31-35.
- Asch, S.E. (1956). Studies of independence and conformity: I. A minority of one against a unanimous majority. *Psychology Monographs*, 70, (9).
- Baker, S.M. & Petty, R.E. (1994). Majority and minority influence: Source-position in balance as a determinant of message scrutiny. *Journal of Personality and Social Psychology*, 67, 5-19.
- Chaiken, S. (1980). Heuristic versus systematic information processing and the use of source versus message cues in persuasion. *Journal of Personality and Social Psychology*, 39, 752-766.
- Chaiken, S. & Stangor, C. (1987). Attitudes and attitude change. *Annual Review of Psychology*, 38, 575-630.
- David, B. & Turner, J.C. (1992). *Studies in self-categorization and minority conversion*. Paper presented at the joint meeting of the European Association of Experimental Social Psychology and the Society for Experimental Social Psychology, Leuven, Belgium.
- David, B. & Turner, J.C. (1996). Studies in self-categorisation and minority conversion: Is being a member of the outgroup an advantage? *British Journal of Social Psychology*, 35, 179-199.
- De Dreu, C.K.W. & De Vries, N.K. (1993). Numerical support, information processing and attitude change. *European Journal of Social Psychology*, 23, 647-662.
- De Dreu, C.K.W. & De Vries, N.K. (1994). Differential processing and attitude change following majority and minority arguments. *British Journal of Social Psychology*, forthcoming.
- Deutsch, M. & Gerard, H.G. (1955). A study of normative and informational social influence upon individual judgment. *Journal of Abnormal and Social Psychology*, 51, 629-636.
- Eagly, A. & Chaiken, S. (1993). *The psychology of attitudes*. Fort Worth, TX: Harcourt, Brace, Jovanovich.

- Freedman, J. (1964). Involvement, discrepancy, and change. *Journal of abnormal and Social Psychology, 69*, 290-295.
- Greenwald, A.G. (1968). Cognitive learning, cognitive response to persuasion and attitude change. In A.G. Greenwald, T.C. Brock & T.M. Ostrom (Eds.), *Psychological foundations of attitudes, 147-170*. San Diego, CA: Academic Press.
- Groenewoud, J.T. & Siero, F.W. (1992). Reacties op overredende communicatie: De rol van betrokkenheid en waargenomen extremiteit van de boodschap. In: J. van der Pligt, N. Ellemers, W. van der Kloot & M. Poppe (red.). *Fundamentele sociale psychologie*. Tilburg: University Press.
- Hastie, R. (1984). Causes and effects of causal attribution. *Journal of Personality and Social Psychology, 46*, 44-56.
- Hoytink, H. (1990) A latent trait model for dichotomous choice data. *Psychometrika, 4*, 641-656.
- Johnson, B. & Eagly, A.H. (1989). Effects of involvement on persuasion: a meta-analysis. *Psychological Bulletin, 106*, 290-314.
- Latané, B. (1981). The psychology of social impact. *American Psychologist, 36*, 343-356.
- Latané, B. & Wolf (1981). The social impact of majorities and minorities. *Psychological Review, 88*, 438-453.
- Levine, J.M. & Moreland, R.L. (1985). Innovation and socialization in small groups. In S. Moscovici, G. Mugny & E. van Avermaet (Eds.), *Perspectives on minority influence, 143-169*. Cambridge, England: Cambridge University Press.
- Maass, A. & Clark, R.D. III (1983). Internalization versus compliance: Differential processes underlying minority influence and conformity. *European Journal of Social Psychology, 13*, 197-215.
- Maass, A. & Clark, R.D. III (1984). Hidden impact of minorities: fifteen years of minority influence research. *Psychological Bulletin, 95*, 428-450.
- Mackie, D. (1987). Systematic and nonsystematic processing of majority and minority persuasive communications. *Journal of Personality and Social Psychology, 53*, 41-52.
- McGuire, W.J. (1968). Personality and attitude change: An information-processing theory. In A.G. Greenwald, T.C. Brock & T.M. Ostrom (Eds.), *Psychological foundations of attitudes, 171-196*. San Diego, CA: Academic Press.

-
- Moscovici, S. (1976). *Social influence and social change*. London: Academic Press.
- Moscovici, S. (1980). Toward a theory of conversion behavior. In L. Berkowitz (Ed.), *Advances in Experimental Social Psychology*, 13, 209-239. New York: Academic Press.
- Moscovici, S. & Personnaz, B. (1980). Studies in social influence V. Minority influence and conversion behavior in a perceptual task. *Journal of Experimental Social Psychology*, 16, 270-282.
- Mucchi-Faina, A. (1994). Minority influence: The effects of social status of an inclusive versus exclusive group. *European Journal of Social Psychology*, 24, 679-692.
- Mugny, G. (1982). *The power of minorities*. London: Academic Press.
- Mugny, G., Kaiser, C., Papastamou, S. & Perez, J. (1984). Intergroup relations, identification and social influence. *British Journal of Social Psychology*, 23, 317-322.
- Mugny, G. & Perez, J. (1991). *The social psychology of minority influence*. Cambridge: Cambridge University Press.
- Nemeth, C. (1986). Differential contributions of majority and minority influence. *Psychological Review*, 93, 10-20.
- Petty, R.E., Cacioppo, J.T. (1981). *Attitudes and persuasion: Classic and contemporary approaches*. Dubuque, IA: Brown.
- Petty, R.E., Cacioppo, J.T. (1986). The elaboration likelihood model of persuasion. In L. Berkowitz (Ed.), *Advances in Experimental Social Psychology*, 19, 123-205, New York: Academic Press.
- Petty, R.E., Cacioppo, J.T., Goldman, R. (1981). Personal involvement as a determinant of argument-based persuasion. *Journal of Personality and Social Psychology*, 41, 847-855.
- Ross, L., Greene, D. & House, P., (1977). The 'False consensus effect': an egocentric bias in social perception and attribution processes. *Journal of Experimental Social Psychology*, 13, 279-301.
- Schachter, S. (1951). Deviation, rejection and communication. *Journal of Abnormal and Social Psychology*, 46, 190-207.

- Schuurman, M.K., Siero, F.W., De Dreu, C.K.W., Buunk, A.P. (1994). Effecten van numerieke steun, waardenbetrokkenheid en discrepantie op attitudeverandering. In: N. Ellemers, A.P. Buunk, W.A. van der Kloot & N.K. de Vries (red.). *Fundamentele sociale psychologie*, 8, 144-158. Tilburg: University Press.
- Schuurman, M.K., Siero, F.W., De Dreu, C.K.W., Buunk, A.P. (1995). Differentiële verwerking van meerderheids- en minderheidsargumenten. In: N. Ellemers, C.K.W. de Dreu, R. Vonk & N.K. de Vries (red.). *Fundamentele sociale psychologie*, 9, 1-11. Tilburg: University Press.
- Sherif, M. (1935). A study of some social factors in perception. *Archives of Psychology*, 27, 1-60.
- Sherif, M. & Hovland, C. (1961). *Social judgment, assimilation and contrast effects in communication and attitude change*. New haven, CT: Yale University Press.
- Siero, F.W. & Doosje, B.J. (1993). Attitude change following persuasive communication: integrating Social Judgment Theory and the Elaboration Likelihood Model. *European Journal of Social Psychology*, 23, 541-554.
- Tanford, S. & Penrod, S. (1984). Social influence model: A formal integration of research on majority and minority influence processes. *Psychological Bulletin*, 95, 2, 189-225.
- Trost, M.R. , Maass, A. & Kenrick, D.T. (1992). Minority influence: personal relevance biases cognitive processes and reverses private acceptance. *Journal of Experimental Social Psychology*, 28, 234-254.
- Turner, J.C. (1987). *Rediscovering the social group: A self-categorization theory*. Oxford: Blackwell.
- Volpato, C., Maass, A., Mucchi-Faina, A. & Vitti, E. (1990). Minority influence and social categorization. *European Journal of Social Psychology*, 20, 119-132.
- De Vries, N.K., De Dreu, C.K.W, Gordijn, E.H. & Schuurman, M.K. (in druk). Majority and minority influence: a dual role interpretation. *European review of Social Psychology*, 7.
- Whittaker, J. (1965). Attitude change and communication-attitude discrepancy. *Journal of Social Psychology*, 65, 141-147.
- Wood, W., Lundgren, S., Ouellette, J.A., Busceme, S. & Blackstone, T. (1994). Minority influence: A meta-analytical review of social influence processes. *Psychological Bulletin*, 115, 3, 323-345.