

## ABSTRACT

### EVOCATION OF STRATEGIC DOMINANCE IN SMALL GROUPS

This study examined dominance verbalizations used by 112 men in different evaluator settings: male evaluator, female evaluator, and evaluator-absent. Two types of dominance acts were investigated: communal dominance, which involves the integration of group members' input towards completion of a task, and agentic dominance, which involves attempts to advance one's own input relative to others'. Group discussions were videotaped and coded for number of speaking attempts, number of agentic dominance verbalizations, and number of communal dominance verbalizations. Participants were also measured for Reward Sensitivity using Carver and White's (1994) BIS/BAS scales. As predicted, use of communal dominance was highest in the female-evaluator condition; however, contrary to hypotheses, no similar effect was seen for agentic dominance in the male-evaluator condition. Contrary to hypotheses, reward sensitivity did not predict the use of dominance. Mens' sensitivity towards their social environment is discussed.

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