Coping with Minority Status
Responses to Exclusion and Inclusion

Society consists of numerous interconnected, interacting, and interdependent groups, which differ in power and status. The consequences of belonging to a more powerful, higher status “majority” versus a less powerful, lower status “minority” can be profound, and the tensions that arise between these groups are the root of society's most difficult problems. To understand the origins of these problems and develop solutions for them, it is necessary to understand the dynamics of majority–minority relations. This volume brings together leading scholars in the fields of stigma, prejudice and discrimination, minority influence, and intergroup relations to provide diverse theoretical and methodological perspectives on what it means to be a minority. The volume, which focuses on the strategies that minorities use in coping with majorities, is organized into three parts: “Coping with exclusion: Being excluded for who you are”; “Coping with exclusion: Being excluded for what you think and do”; and “Coping with inclusion.”

Fabrizio Butera is Professor of Social Psychology at the University of Lausanne, Switzerland, as well as director of the Social Psychology Laboratory. His research interests focus on social influence processes, conflict, and social comparison. He currently is a member of the Executive Committee of the European Association of Social Psychology and recently served as Associate Editor of the European Journal of Social Psychology. Professor Butera has published extensively in leading journals in social psychology and has coedited several volumes, including Toward a Clarification of the Effects of Achievement Goals (with C. Darnon and J. Harackiewicz), Learning at the University (with R. Johnson, D. Johnson, and G. Mugny), and Social Influence in Social Reality (with G. Mugny).

John M. Levine is Professor of Psychology and Senior Scientist in the Learning Research and Development Center at the University of Pittsburgh. His research focuses on small group processes, including innovation in work teams, group reaction to deviance and disloyalty, majority and minority influence, and group socialization. He is a Fellow of the American Psychological Association and the American Psychological Society and served as Executive Committee Chair of the Society of Experimental Social Psychology and as Editor of the Journal of Experimental Social Psychology. Professor Levine has published papers on a wide range of small group phenomena and has coedited Teacher and Student Perceptions: Implications for Learning (with M. Wang), Perspectives on Socially Shared Cognition (with L. Resnick and S. Teasley), and Shared Cognition in Organizations: The Management of Knowledge (with L. Thompson and D. Messick).
CONTENTS

Contributors... page vii

Introduction... 1

Fabrizio Butera and John M. Levine

PART 1. COPING WITH EXCLUSION:
BEING EXCLUDED FOR WHO YOU ARE

1 On being the target of prejudice: Educational implications... 13

Michael Inzlicht, Joshua Aronson, and Rodolfo Mendoza-Denton

2 “To climb or not to climb?” When minorities stick to the floor... 38

Margarita Sanchez-Mazas and Annalisa Casini

3 Managing the message: Using social influence and attitude change strategies to confront interpersonal discrimination... 55

Janet K. Swim, Sarah J. Gervais, Nicholas Pearson, and Charles Stangor

4 A new representation of minorities as victims... 82

Serge Moscovici and Juan A. Pérez

5 Marginalization through social ostracism: Effects of being ignored and excluded... 104

Kipling D. Williams and Adrienne R. Carter-Sowell

v
## Contents

### Part 2. Coping with exclusion: Being excluded for what you think and do

6 Delinquents as a minority group: Accidental tourists in forbidden territory or voluntary émigrées?  
*Nicholas Emler*

7 Minority-group identification: Responses to discrimination when group membership is controllable  
*Jolanda Jetten and Nyla R. Branscombe*

8 Coping with stigmatization: Smokers’ reactions to antismoking campaigns  
*Juan Manuel Falomir-Pichastor, Armand Chatard, Gabriel Mugny, and Alain Quiamzade*

9 Terrorism as a tactic of minority influence  
*Xiaoyan Chen and Arie W. Kruglanski*

10 The stigma of racist activism  
*Kathleen M. Blee*

11 Why groups fall apart: A social psychological model of the schismatic process  
*Fabio Sani*

### Part 3. Coping with inclusion

12 Multiple identities and the paradox of social inclusion  
*Manuela Barreto and Naomi Ellemers*

13 Prominority policies and cultural change: A dilemma for minorities  
*Angelica Mucchi-Faina*

14 Influence without credit: How successful minorities respond to social cryptomnesia  
*Fabrizio Butera, John M. Levine, and Jean-Pierre Vernet*

15 Influence and its aftermath: Motives for agreement among minorities and majorities  
*Radmila Prislin and P. Niels Christensen*

*Index*
CONTRIBUTORS

JOSHUA ARONSON, New York University, USA
MANUELA BARRETO, Centro de Investigação e Intervenção Social, Portugal
KATHLEEN M. BLEE, University of Pittsburgh, USA
NYLA R. BRANSCOMBE, University of Kansas, USA
FABRIZIO BUTERA, Université de Lausanne, Switzerland
ADRIENNE R. CARTER-SOWELL, Purdue University, USA
ANNALISA CASINI, Université Libre de Bruxelles, Belgium
ARMAND CHATARD, Université de Genève, Switzerland
XIAOYAN CHEN, University of Maryland, USA
P. NIELS CHRISTENSEN, Radford University, USA
NAOMI ELEMERS, Universiteit Leiden, The Netherlands
NICHOLAS EMLER, University of Surrey, UK
JUAN MANUEL FALOMIR-PICHASTOR, Université de Genève, Switzerland
SARAH J. GERVAIS, Pennsylvania State University, USA
MICHAEL INZLICH, University of Toronto, Canada
JOLANDA JETTEN, University of Queensland, Australia/University of Exeter, UK
ARIE W. KRUGLANSKI, University of Maryland, USA
JOHN M. LEVINE, University of Pittsburgh, USA
RODOLFO MENDOZA-DENTON, University of California, Berkeley, USA
Contributors

SERGE MOSCOVICI, Ecole des Hautes Études en Sciences Sociales, Paris, France

ANGELICA MUCCHI-FAINA, Università di Perugia, Italy

GABRIEL MUGNY, Université de Genève, Switzerland

NICHOLAS PEARSON, Pennsylvania State University, USA

JUAN A. PÉREZ, Universitat de València, Spain

RADMILA PRISLIN, San Diego State University, USA

ALAIN QUIAMZADE, Universités de Genève et Fribourg, Formation Universitaire à Distance, Switzerland

MARGARITA SANCHEZ-MAZAS, Université de Genève, Switzerland

FABIO SANI, University of Dundee, UK

CHARLES STANGOR, University of Maryland, USA

JANET K. SWIM, Pennsylvania State University, USA

JEAN-PIERRE VERNET, Instituto Superior de Ciências do Trabalho e da Empresa, Portugal

KIPLING D. WILLIAMS, Purdue University, USA