**Chapter 10: Behavior in Groups - Lecture Outline for April 30, 2012**

1. Definition and basic features of groups
   1. Social cohesiveness
   2. Why do people join groups?
   3. Group structure:
      1. social norms
      2. social roles
      3. status system
2. Group influence on individual
   1. Performance in the presence of others – sometimes enhance and sometimes impair our performance
      1. Social facilitation and social inhibition
   2. Performance as part of a larger group – when our contributions are not always individually identifiable
      1. Social loafing and social compensation
   3. Deindividuation
   4. Crowding
3. Decision Making in Groups
   1. Type of tasks and group decision rules are important
   2. Biases in group decision making:
      1. Common knowledge effect
      2. Brainstorming
      3. Group polarization
      4. Groupthink
4. Group Interaction
   1. social dilemmas
   2. competing versus cooperating
   3. reward structure, personal values, communication and reciprocity
5. Leadership
   1. Task leadership versus social leadership
   2. Hybrid / flexible style is important
   3. Leader oriented approaches
   4. **Contingency model** of leadership focuses on match between leaders and circumstances
   5. **Transactional leaders** are exchange oriented; **Transformational leaders** inspire followers