**Complaisant or Coercive? The Role of Dominance and Prestige in Social Influence**

**SUPPLEMENTAL MATERIALS**

**Interpersonal Influence**

Rate how likely you are to use the following tactics to influence the behavior of others.

(1 = Very Unlikely, 3 = Neither Likely or Unlikely, 5 = Very Likely)

1. Tell them that people will think badly of them if they don’t listen to me.
2. Tell them that people will like them if they listen to me.
3. Threaten to tell their friends bad things about them if they don’t listen to me.
4. Explain how good it will appear for them to listen to me.
5. Tell them that I have the power to punish them.
6. Behave aggressively.
7. Threaten to take something valuable away from them.
8. Tell them I will think less of them for not listening to me.
9. Flirt with them.
10. Tell them that listening to me will make them more attractive to the opposite sex.
11. Offer to do something for them.
12. Ask them what they want in exchange.
13. Do nice things for them without directly asking for things in return.
14. Be generous to them.
15. Explain to them how they will benefit from listening to me.
16. Tell them that what I’m asking them to do is easy.
17. Tell them that what I’m asking them to do is important.
18. Explain why they should listen to me.
19. Tell them that it makes sense to listen to me.
20. Tell them that other people will be negatively impacted if they don’t listen to me.
21. Explain that many people will benefit from them listening to me.
22. Tell them that any good person would listen to me.
23. Flatter them.
24. Be kind to them.
25. Tell them that I appreciate them.
26. Remember important details about them.
27. Build trust with them.
28. Show them that I care about their wellbeing.
29. Spend time with them.
30. Offer to work together.
31. Threaten to bring in someone with higher authority.
32. Use my authority.
33. Remind them that I am in charge
34. I don’t reveal my motivations.
35. I don’t reveal my secrets to them.

**Supplemental Table 1**

Factor loadings of the 35 new (researcher-generated) social influence items.

|  |  |  |  |
| --- | --- | --- | --- |
| Item | Authority | Relationship Building | Explanation |
| I1 | **.60** | -.15 | -.06 |
| I2 | **.75** | .02 | .06 |
| I3 | **.92** | -.03 | -.05 |
| I4 | .34 | .01 | .30 |
| I5 | **.87** | .00 | -.06 |
| I6 | **.63** | -.09 | -.03 |
| I7 | **.98** | .15 | -.07 |
| I8 | **.83** | -.04 | .01 |
| I9 | **.57** | .10 | .02 |
| I10 | **.82** | .07 | .00 |
| I11 | .08 | .40 | -.07 |
| I12 | .17 | -.07 | .17 |
| I13 | .08 | **.48** | -.06 |
| I14 | -.12 | **.62** | -.17 |
| I15 | -.01 | .05 | **.74** |
| I16 | -.19 | -.12 | **.46** |
| I17 | -.11 | .09 | **.59** |
| I18 | -.03 | .21 | **.73** |
| I19 | .11 | -.16 | **.70** |
| I20 | .40 | .01 | .23 |
| I21 | .23 | -.02 | **.46** |
| I22 | **.59** | .05 | .00 |
| I23 | .13 | .26 | .10 |
| I24 | -.34 | **.41** | .09 |
| I25 | .02 | **.77** | .04 |
| I26 | .01 | **.43** | .00 |
| I27 | -.24 | **.49** | .02 |
| I28 | -.02 | **.55** | .08 |
| I29 | .20 | **.72** | .06 |
| I30 | .01 | **.60** | .03 |
| I31 | **.49** | -.08 | .10 |
| I32 | .27 | .03 | -.03 |
| I33 | **.41** | .00 | .06 |
| I34 | .08 | -.07 | .06 |
| I35 | -.04 | .12 | -.09 |

**Supplemental Table 2**

Standardized regression coefficients and *R2* values in predicting social influence tactics from dominance, prestige, age, and sex.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Tactic | Dominance | Prestige | Age | Sex | *R2* |
| Charm | **.51\*\*** | -.04 | -.04 | -.16 | **.26\*\*** |
| Silent Treatment | **.43\*\*** | **-.26\*\*** | -.02 | -.01 | **.28\*\*** |
| Coercion | **.53\*\*** | **-.23\*\*** | -.1 | -.02 | **.39\*\*** |
| Reason | .23 | .15 | .12 | .09 | .08 |
| Regression | **.47\*\*** | **-.21\*** | -.13 | .10 | **.31\*\*** |
| Debasement | **.52\*\*** | -.12 | -.10 | .05 | **.31\*\*** |
| Authority | **.55\*\*** | **-.19\*\*** | -.09 | -.11 | **.43\*\*** |
| Relationship Building | -.02 | **.36\*\*** | -.03 | .17 | **.16\*\*** |
| Explanation | **.42\*\*** | .14 | .09 | -.05 | **.19\*\*** |

\**p*=.001, \*\* *p*<.001