Selected Works on Women, Communication and Social/Political Influence

Carli, L. L., (2001), Gender and social influence, *Journal of Social Issues*, 57:4:725–741. (This article provides a comprehensive review of findings linking traditionally feminine communication styles with women’s ability to persuade others.)


Lakoff, R. T. (1975) *Language and women’s place*, New York: Harper and Row. (The argument that women’s political ambitions are constrained because they are expected to be more polite was first articulated here).