Implicit theories of influence

Gerasimos Prodromitis, Stamos Papastamou
Panteion University, Athens

> "The cognitive and metacognitive processes of the individual subject take place within the influence context, where the subject lies, having a common knowledge of the mechanisms, strategies and results of the influence processes in general. The concept of *implicit theories of social influence*, which we have attempted to develop (Papastamou & Prodromitis, 2012), deals with exactly this point of view adopted by the subject regarding the influence processes and the social evaluation of the phenomena that these processes end up to. This particular concept is likely to enrich the metacognitive perspective in the study of influence phenomena by pointing out the normative charge and the ideological framing of the positive and negative views upon the majority compliance and the minority innovation. The utilization of the implicit theories of social influence as moderators, the testing of their possible mediating role within the experimental process, as well as their measurement as dependent variables, could reestablish the relation between the influence processes per se and the broad atmosphere of societal meanings of the influence phenomena, that ultimately refer to how society deals with the explanatorily contradicting concepts of dependence and conflict" (Prodromitis, Papastamou & Gardikiotis, 2017, p. 206).

This is what we wrote in the conclusions of the book we edited a few years ago and which aimed to spur and revive the discussion concerning societal meanings that determine and regulate majority and minority influence. Indeed, Implicit theories of Social Influence (ITSI), which we mapped in the previous chapter and examined their ideological load, refer to the ways by which the social subject perceives, evaluates and reproduces the mechanisms involved in every communication process that aims to social influence. They are formed during one's social experience as a conclusion

or as shared common knowledge when monitoring and/or participating – as source or recipient- in various social influence attempts in marketing, politics or in everyday communication. They are a key point of reference for ideological elaboration during important social facts which implicate procedures of rhetorical debate and strife for social legitimization. Until now they have existed sporadic theoretical approaches on commonsense knowledge about persuasion. For example, Rule & Bisanz (1987) have developed a theoretical account about lay people's preferences for certain persuasion strategies. Also, Friestad & Right (1994, 1999) argue that people's everyday persuasion knowledge is an important determinant of "*how they cope with other people's attempts to persuade them, and of how they create and execute their own persuasion attempts".* In a similar way, Briñol, Rucker, Tormala & Petty (2004) examine individual differences in susceptibility to persuasion and in people's beliefs about their own resistance to persuasion and how people's beliefs about their own persuasibility (see also Kaptein, Markopoulos, De Ruyter, & Aarts, 2009, 2012) relate to their actual persuasibility.

Despite this conceptual emphasis on people's beliefs about persuasion very little is known about how these beliefs generate laying to wider ideological principles and under which specific circumstances they are activated in actual communicational settings. Also, in social influence perspective little attention has been paid on the mechanisms responsible for generation and diffusion of social representations about the mechanisms and consequences of social influence processes (for an exception see Maggi, Mugny & Pérez, 1993). In some of the few studies in the literature of social influence that focus on the processes underlying perception and explanations of influence, Gardikiotis (2017; see also Gardikiotis, 2010) shows that perception of influence on self and others is differentially connected with majority and minority source and message quality elaboration. Maggi, Mugny and Pérez (*op. cit.*) in one of their experiments provided participants with a representation on the type of effective arguments and they found that since they hold a "theory" of effective conflict they use it irrespectively of the argument content per se and this consequently affects their personal attitudes.

Given their ideological and normative valence, ITSI are a fruitful parameter in actual communication settings. We postulate that lay perceptions of the influence phenomena and its underlying mechanisms and consequences can hold multiple roles in an influence attempt setting. In an experiment, we have already examined their role as independent variables (Papastamou & Prodomitis, 2012) We activated to participants, prior to message exposure, a "climate" either of positive perception of major-centrism or minor-centrism by asking them to complete a questionnaire with statements in favor of conformity and against minority activism or the opposite respectively, according to the experimental conditions. The second independent variable covered the orientation to consensus or conflict message elaboration. For this purpose, we asked participants to read the message and to indicate either their points of agreement or their points of disagreement with the persuasive message. The results showed that when minor-centrism was activated, indirect influence increased when participants were oriented towards a conflictual rather than towards consensual message elaboration. Furthermore, when participants were oriented towards consensual mes-

Published in : Papastamou, Stamos ; Moliner, Pascal (Eds.), *Serge Moscovici's work. Legacy and perspective*, Editions des Archives contemporaines, ISBN: 9782813004314, doi: 10.17184/eac.9782813004314

sage elaboration, indirect influence was greater under a major-centrism logic than a minor-centric one and the contrary was true for orientation towards conflict.

In the two experimental studies presented, ITSI are introduced either as moderator (study 1) or as mediator (study 2) in certain social influence attempts. We try to address how specific contents of ITSI -being indicative of the wider ideological functioning of the social subject- interact and intervene with socio-cognitive elaboration of social influence processes.

1 Study 1: Implicit Theories of Social Influence as a Moderator

The first study aims to explore the moderating role of the "implicit theories of the persuasive message".

Seventy-nine participants (21 males and 58 females aged between 18 and 58) were derived from a wider survey on various social attitudes, where they had reported the midpoint 3 on a 5-point scale asking their opinion on the topic of the "legalization of voluntary euthanasia" (the topic of the stimulus experimental material). Thus, they were considered as "attitude formation" individuals (Crano, 2012; 2010; Crano, & Hannula-Bral, 1994) and they were allocated to one of the four experimental conditions of a 2 (source status: majority vs minority) X 2 (argument quality: strong vs weak arguments) between subjects factorial design.

The topic of the influential message was the "legalization of voluntary euthanasia," (e.g. Gardikiotis, Martin & Hewstone, 2005; Martin, Gardikiotis & Hewstone, 2002). The text presenting a fictitious national survey on the topic of voluntary euthanasia comprised six arguments (strong or weak depending on the condition) against voluntary euthanasia. Source status was manipulated in the title and the text of the message by informing participants that "A majority of 82% (or a minority of 18%) of the Greek public opinion was against voluntary euthanasia."

1.1 Procedure

After reading the instructions and providing their consent to participate in the study, participants reported their *"implicit theories of the influential message".* They were asked: _"a message in order to be influential should: a) be endorsed by a majority – should be endorsed by a minority_ (7-point semantic – differential scale) *and b) contain conflictual arguments – contain consensual arguments* (7-point semantic – differential scale). After reversing the scores of the second scale, a composite measure of the "implicit theories of the influential message" was created (r =.35, p <.002).

Having completed the two questions on the implicit theories, participants were given the message that contained the background information and the source and argument quality manipulations. They were informed that according to a national survey, either a majority of 82%, or a minority of 18% of the Greek public opinion was *against* the legalization of voluntary euthanasia.

Having read the message, participants were asked to respond to the *dependent variable measures*: a) direct influence measure (attitude towards the legalization of the vol-

Published in : Papastamou, Stamos ; Moliner, Pascal (Eds.), *Serge Moscovici's work. Legacy and perspective*, Editions des Archives contemporaines, ISBN: 9782813004314, doi: 10.17184/eac.9782813004314

untary euthanasia,) and b) indirect influence measure (attitude towards the right to abortion) on three seven-point semantic differential scales. The end points of the scale were *bad-good, foolish-wise, harmful-beneficial.* An attitude index was constructed by averaging the reverse-coded responses to the three semantic differential scales for each type of influence. The Cronbach's alpha for internal consistency was.811 for direct influence measure and.915 for indirect influence measure respectively.

1.2 Results

We ran a three-way analysis (source status X argument quality X implicit theories of the influential message, as continuous moderator) on each of the two types of influence measures (using Hayes' PROCESS macro, 2013; model 3, using 10000 bootstraps). The analysis yielded a statistically significant interaction only for the direct influence, F (1, 71) = 4.71, p =.03. Specifically, the source status X argument quality interaction was significant F (1, 71) = 6.32, p =.01, only for participants who consider the "majority/consensual" message as influential (-1SD on the measure of "implicit theories of the influential message"). The interaction demonstrated that when weak arguments are presented, minority exerts more direct influence than majority on non-attitude participants who believe that a "majority/consensual" message is influential (b = 1.09, SE =.51, t = 2.14, p <.04, 95% CI [.08, 2.11]). Mor over, the minority weak message led to significantly more direct influence than the strong one (b = 1.46, SE =.56, t = 2.58, p <.01, 95% CI [.33, 2.58]). In other words, it seems that the weak minority message has the potential to directly formulate attitude on the topic of influence in people who consider the "majority/consensual" message as influential.

2 Study 2: Implicit Theories of Social Influence as a Mediator

The second study focuses on the mediating role of the Implicit Theories of Social Influence. We make the hypothesis that when the recipient faces a message that comes from a majority or a minority source, implicit theories emerge under the form of meanings focused on the source and of evaluations of the message's content that both guide the outcome of influence exertion. The information about consensus have differential impact on influence under the form of numerical support, adjectives or attributes about social status (Martin, Gardikiotis & Hewstone, 2002; Gardikiotis, Martin, & Hewstone, 2005, 2010) and produces cognitive and evaluative consequences (Erb, Bohner, Hewstone, Werth, & Reinhard, 2006; Erb & Bohner, 2010). Majority constitutes, more or less, a comparison standard for the influence target, serving either as source guaranteeing belonging, safety and validity, or as a normative factor of homogenization, and conformism. The minority status can lead to both positive and negative conceptualizations of it as well, either as innovative, creative, pioneering and guaranteeing uniqueness or as marginal, extremist threatening and solvent. It is true that numerical status of the source is the privileged dimension by the socio-psychological literature on social influence (*cf.* Stroebe, 2010, for a critique). There are other, however important, that we should include in our studies on influence. This is particularly true of the *intensity of consensus*, whose informative value as regards influence remains, to our knowledge, untapped. The strength with which the source supports its positions, the persistence with which it advocates its proposal is the basic

Published in : Papastamou, Stamos ; Moliner, Pascal (Eds.), *Serge Moscovici's work. Legacy and perspective*, Editions des Archives contemporaines, ISBN: 9782813004314, doi: 10.17184/eac.9782813004314

dimension of consistency, which held a central position in the theoretical structure of Moscovici. This dimension however, has drawn on little research interest over time, despite the fact that it constitutes the basic dimension associated with the type and amount of conflict, which is caused in every attempt of influence.

In this experiment we cross the size of consensus and the intensity with which the source supports its positions, as the two central dimensions, which are able to trigger meanings about both the entities that support majority or minority positions as well as the content and consequences of these positions. One hundred thirty-two participants (71 males and 60 females aged between 18 and 30) were allocated to one of the four experimental conditions of a 2 (consensus size: majority vs minority) X 2 (consensus intensity: high vs low) between subjects factorial design.

The topic of the influential message was the "antiterrorist position". The message presented a strong opposition against ISIS crimes *("ISIS's desire to dominate the Muslim religion around the world is inhuman, selfish and unthinkable"),* proposed to address the terrorist threat following the logic of war civilizations *("Since the Muslims and ISIS unite against the Christian countries, the civilized countries should unite and stand up to them until the Muslims are reduced"*) and ended with the proposition of specific strong antiterrorist measures *(".to close the borders and isolate them in their own countries. Increase controls and police surveillance. We need to be alert. Stop the migratory flow that makes European states difficult").*

2.1 Procedure

After reading the instructions and providing their consent to participate in the study, participants were pretested on their attitudes towards the notion of terrorism by responding on six 7-point semantic – differential scales (e.g. *"terrorism is justified – unjustified", ".is a crime with-without political motives"*).

Having completed the pretest, participants were given the message that contained the background information and the consensus size and intensity manipulations. They were asked to read the text carefully and – depending on each condition – they were informed that *"according to a national survey the text was endorsed by the majority (minority) of the Greek population".* Moreover, they were informed that *"on the basis of the qualitative analysis of the survey the majority (minority) of the respondents to the survey agrees very much"* (high intensity of consensus) or *"a little"* (low intensity of consensus) with the text. After having read the text, participants were asked to estimate the size and the intensity of the majority (minority) consensus. In majority conditions participants were asked to estimate "*how big is the majority that is in favor of the text"* (choice between 80% and 100%) and in the minority conditions they were asked to estimate *"how small is the minority that is in favor of the text"* (choice up to 20%). Also participants were asked to estimate *"how much strong is the support to the text"* (choice between 5 and 7 in the high intensity conditions, choice between 1 and 3 in the low intensity conditions on a 7-point Lickert scale: 1 = little strong 7 = very much strong).

After the manipulations of the independent variables, participants were asked to report the *implicit theories of social influence* that they emerge during their exposition

Published in : Papastamou, Stamos ; Moliner, Pascal (Eds.), *Serge Moscovici's work. Legacy and perspective*, Editions des Archives contemporaines, ISBN: 9782813004314, doi: 10.17184/eac.9782813004314

to the experimental manipulations. For this purpose they responded to a set of twelve 7-point bipolar semantic differential scales which referred to various meanings that implicate the fact that the majority (minority) supports very much (a little) the antiterrorist advocacy. The principal components factor analysis with varimax rotation revealed four distinct dimensions (expl. Variance 64.21%, eigenvalue>1; *cf.* table 1). All scales included were averaged to form a composite score per dimension. The first dimension describes the entity -advocate of the antiterrorist stance as self-sufficient and progressive. The second one shows up its surface and mutable character, the third depicts its presence in terms of marginality with unrealistic positions and the last one covers the self-validation: confidence and trust to personal opinion (Briñol & Petty, 2009; Petty, Briñol, & Tormala, 2002). All the four dimensions cover various positive and negative "qualities" that they are attributed to majorities and minorities in different settings of social interaction and influence processes. Those attributes vary from dependence, autonomy and constructive intervention in the public sphere to marginality, heteronomy and dangerous possibility.

Table 1: Principal Components Factor analysis on Implicit theories of Social influence

	Component			
	1	2	3	4
Its opinions cause moral and social decline - they promote social liberation	.798			
It likes to think deeply and in depth about various issues - it does not like it and avoids it	-.786			
It is easy to manipulate - difficult to manipulate	.745			
Its views promote social change - they signify social regression	-.708			
It is open to new opinions - it remains attached to its beliefs	-.659			
It is psychologically dependent - psychologically independent	.648			
Its views are dangerous to social cohesion - they promote social cohesion	.602			
It wants to challenge - wants to express conventional positions		.773		
It is guided by its personal beliefs and values- expresses its opinion according to social circumstances		.658		
It is properly adapted and integrated into the community - it is marginal			.837	
Its opinions correspond to reality - they are unrealistic			.589	
It doubts the correctness of its personal opinion – it has absolute confidence to its personal opinion				.791

Component 1: Self-sufficient/progressive entity (a =. 849)
Component 2: Surface/mutable entity (r = .18; p <.05)
Component 3: Unrealistic with marginal outlook (r = .31; p <.001)
Component 4: Self-validation

2.2 Dependent measures

Direct influence was measured by a single-item measure. Participants were asked to indicate how much do they agree with the message-text (7-point scale; 1 = to-

Published in : Papastamou, Stamos ; Moliner, Pascal (Eds.), *Serge Moscovici's work. Legacy and perspective*, Editions des Archives contemporaines, ISBN: 9782813004314, doi: 10.17184/eac.9782813004314

tally disagree, 7 = totally agree). Indirect influence was measured by a set of fifteen items which covered various attitudes towards terrorism and antiterrorist policies and measures (e.g. *"collective civilian security is under greater risk from the arbitrariness of governmental authority than from terrorist activity"* -reverse coded; *"allow surveillance of citizens' everyday life"; "allow use of physical force during questioning of terrorist suspects"*; 7-point scale; 1 = totally disagree, 7 = totally agree; *cf.* Papastamou, Prodromitis, Iatridis, 2005).

2.3 Results

The results of the ANOVA analysis revealed a significant interaction between the size (majority vs minority) and intensity (high vs low) of the social support to the antiterrorist message on direct influence F (1, 125) = 4.60, p =.03, $_p$*ù34ù* =.035, showing that majority had greater direct influence (M = 3.64) than the minority (M = 2.57) only when the intensity of social support was high. The majority exerted more direct influence in the high intensity comparatively to low intensity- of social support condition (M = 2.66). In order to examine the possible mediational role of the Implicit Theories of Social Influence (ITSI) to this classic "majority effect" that appears in our experiment when the intensity of the social support to the message is high, we conducted two separate parallel mediational analysis using Hayes' (2013) process MACRO that uses bootstrap to assess the reliability of the indirect effect in multiple mediator models (Preacher & Hayes, 2008). Percentile-based, bias-corrected bootstrapCIs were calculated for the indirect effects using 10000 bootstrap samples. The two separate analysis were conducted with direct influence measure as the dependent variable and the four dimensions of the ITSI as mediators. In the first analysis social support size (majority vs minority) in high intensity conditions is entered as independent variable and in the second, the high vs low intensity of majority social support does so. None of these analyses certify the mediational role of ITSI to direct influence either of the superiority of the majority social support against the minority one under conditions of high intensity of social support ….or of that majority social support superiority when the intensity of social support is high comparatively to low (*cf.* tables 2a; 2b)

Table 2a : Indirect effects of majority (vs minority) social support of high intensity on direct influence through Implicit theories of Social Influence

	Effect	BootSE	BootLLCI	BootULCI
Self-sufficient/progressive entity	-.01	.14	-.26	.30
Surface/mutable entity	.03	.07	-.08	.22
Unrealistic with marginal outlook	-.03	.08	-.24	.12
Self-validation	.06	.19	-.29	.48

Published in : Papastamou, Stamos ; Moliner, Pascal (Eds.), *Serge Moscovici's work. Legacy and perspective*, Editions des Archives contemporaines, ISBN: 9782813004314, doi: 10.17184/eac.9782813004314

Table 2b : Indirect effects of majority high intensity (vs low) social support on direct influence through Implicit theories of Social Influence

	Effect	BootSE	BootLLCI	BootULCI
Self-sufficient/progressive entity	.03	.16	-.24	.40
Surface/mutable entity	-.05	.10	-.29	.14
Unrealistic with marginal outlook	.00	.05	-.09	.11
Self-validation	-.06	.08	-.26	.05

The ANOVA on indirect influence yielded two main effects. The first one for social support size (F (1, 125) = 8.22, p =.005, $_p\grave{u}34\grave{u}$ =.062) suggests the classic superiority of minority indirect influence (M = 3.35) compared to majority (M = 3.00). In addition, the main effect for social support intensity F (1, 125) = 14.76, p =.0001, $_p\grave{u}34\grave{u}$ =.106) showed greater indirect influence in case of high (M = 3.41) than in low intensity of social support conditions (M = 2.96).

Table 3a : Indirect effects of social support size on indirect influence through Implicit theories of Social Influence

	Effect	BootSE	BootLLCI	BootULCI
Self-sufficient/progressive entity	.03	.03	-.02	.11
Surface/mutable entity	.03	.04	-.04	.11
Unrealistic with marginal outlook	-.02	.03	-.09	.03
Self-validation	**.06**	**.04**	**.00**	**.16**

Table 3b : Indirect effects of social support intensity on indirect influence through Implicit theories of Social Influence

	Effect	BootSE	BootLLCI	BootULCI
Self-sufficient/progressive entity	**.05**	**.04**	**.00**	**.14**
Surface/mutable entity	-.01	.02	-.07	.01
Unrealistic with marginal outlook	.01	.02	-.04	.06
Self-validation	**-.05**	**.04**	**-.14**	**.00**

The mediational analysis on the size and intensity of social support to indirect influence through the implicit theories of social influence showed that certain dimensions of ITSI are activated and interfered in the exertion of indirect influence. Interestingly, the dimension of self-validation appears to be the only one that mediates the greater indirect influence from the minority (*cf.* table3a). In other words, it seems that the minority status of social support to the message leads the participants to acknowledge the confidence that it shows in its opinion and this in turn is related

Published in : Papastamou, Stamos ; Moliner, Pascal (Eds.), *Serge Moscovici's work. Legacy and perspective*, Editions des Archives contemporaines, ISBN: 9782813004314, doi: 10.17184/eac.9782813004314

to greater exertion of indirect influence. The results also show the indirect effect of social support size to indirect influence through two dimensions of ITSI (*cf.* table3b). First, the self-sufficiency and progressiveness seem to mediate the exertion of greater indirect influence. Specifically, the trend of reduced recognition of positive attributes related to progressiveness and autonomy (b =.37, SE =.19, t = 1.92, p <.06) is related to greater indirect influence exertion when participants are led to believe that the consensus to the antiterrorist message is attributed with great intensity. Moreover, as well as in the case of increased minority indirect influence, the dimension of self-validation seems to mediate the indirect influence exertion based on the intensity of consensus. Actually, the high intensity of consensus leads to greater indirect influence, as a result of the increased recognition of confidence to the anti-terrorist advocacy.

The findings of both experimental studies offer some early evidence of the role of ITSI in the outcome of the influence process itself. Mapping the different viewpoints that the common mind shapes on the procedures and mechanisms, on the wider implications for society of certain social influence phenomena, as well as on specific characteristics of the components of each influence process (eg. source, message, recipient) is not just a descriptive record of neutral images relating to communication in general. The ideological nature and normative load of ITSI make them active organizational principles of the way in which the subject perceives interprets and reproduces the social order. Therefore, we can assume that they have an active role in developing specific attempts to influence. In the form of viewpoints on influential messages, we have seen that ITSI play a moderating role in the influence process, interacting with the magnitude of the consensus and the quality of the arguments. Indeed, based on the findings of the first study, it turned out that the weak minority message has the potential to directly formulate attitude on the topic of influence in people who consider the "majority/consensual" message as influential, more than the strong one and to a greater extend than the majority weak message. In this case, it seems that minority intervention through weak arguments due to mismatch with the prevailing preexisting ITSI of "the influential majority/consensual message" leads participants who do not have an informed view on the issue to form an opinion by adopting the position of the minority source of influence. In other words, it seems that the weak minority argumentation -unconventional and unpopular – opposing the participants' ITSI instigates increased conflict which leads to direct attitude formation. Even though the participants do not have a preformed structured attitude on the issue of the influence attempt, they do not enter the experimental process in a vacuum. In other words, it does not seem to exist the "virgin subject" that is simply focused on the message elaboration or/and on the elaboration of its relation with the source. Its pre-existing ITSI, which we can invoke, seem to moderate the recipient's activity during the exposition to the experimental stimuli. Certainly, to further explore the moderating role of preformed ITSI in future experimental research on social influence can show us the ways in which abstract views on processes and individual features of various constituent components of these processes guide the recipient's socio-cognitive elaboration.

Published in : Papastamou, Stamos ; Moliner, Pascal (Eds.), *Serge Moscovici's work. Legacy and perspective*, Editions des Archives contemporaines, ISBN: 9782813004314, doi: 10.17184/eac.9782813004314

Our second experimental study offered confirmation of some classical findings related to the superiority of the majority in achieving direct influence and the ability of the minority to exert indirect influence. Our findings also highlighted the importance of the "forgotten" dimension of intensity in which a position is supported (generally greater indirect influence and specifically greater direct influence of the majority in case of intense support of the message). These findings suggest the necessity to re-introduce the notion of consistency in our research agenda, as this is a central dimension of the influence attempt elaboration and a reference point for the processing of the magnitude and the quality of the conflict induced.

In this study we hypothesized that the exposure of the participants in an influence attempt trigger lay beliefs which lead to positive and negative meanings over the majority and minority character of a message and the characteristics of its content. The findings regarding the mediating role of the various dimensions of the ITSI indicate that certain meanings related to the characteristics of the entity, which supports particular positions, and also related to the content and the consequences of these positions, are activated during the exposure of recipients to experimental stimuli and interfere the appearance of indirect influence. It was evident that the recognition of self-confidence shown by the minority social support to the message is related to increased indirect influence. This was also the case of intense support to the message advocacy. In other words, confidence shown in support of certain positions is the basis for exercising indirect influence. This finding recalls the crucial role of behavioral consistency for indirect influence. Moreover, the reduced recognition of positive features to the high intensity of consensus seemed also to relate to indirect influence. A finding that also confirms the way the conflict works in indirect influence production. So overall we would say that Evaluations of an influence process and its components are a process of activation and focused application of preexisting theories declarative of the social subject's ideological elaboration that guides the socio-cognitive processing of a social influence attempt.

We consider that this approach enriches the epistemological reflection and renews the research practice of approaching the social influence phenomena. To take into account and utilize experimentaly the dimensions and contents of more or less widespread perceptions about the mechanisms, consequences and characteristics of influence phenomena can stimulate the societal approach to the extent that takes into account and utilizes the meaning and content of the majority and minority entities as well as the dimensions of dependence and conflict. In this way (Papastamou & Prodromitis, 2019) we avoid limiting research to the trivial manipulation of the numerical status of the source, and we emphasize the normative nature of qualities moving around the identity and strategies through which majorities and minorities are fighting to legitimize their positions.

Published in : Papastamou, Stamos ; Moliner, Pascal (Eds.), *Serge Moscovici's work. Legacy and perspective*, Editions des Archives contemporaines, ISBN: 9782813004314, doi: 10.17184/eac.9782813004314