

**FIGURE 3.10****Frequency of Smiling as a Function of Gender and Social Status**

The data show three effects: Low-status applicants smiled more than high-status interviewers; women smiled more than men; and the tendency for women to smile more than men was especially pronounced in the high status (interviewer) condition. Because women were especially sensitive when they didn't need to be, these findings suggest that socialization rather than social roles explains gender differences in deference behavior.

Source: Deutsch (1990).