

**Syllabus for  
Mate choice research: Methods, theories, and controversies  
Psychology 650, section 3**

**Instructor: Geoffrey Miller, Assistant Professor of Psychology  
Where: Room 156, Psychology Department, Logan Hall, SW Main Campus  
When: Fridays 9:30 to noon, beginning August 23**

**Overview**

This is a methodological course focused on how to do good research about human mate choice. The course will offer qualified graduate students a chance to develop a deeper understanding of current empirical and theoretical controversies in this lively research area.

We will read and discuss some high-quality journal papers from the last five years, and consider a range of research methods: studies of fitness markers (e.g. fluctuating asymmetry, intelligence), policy capturing, studies of single's ads and mating markets, Brunswikian analysis of cue use and cue integration, individual differences in mate preferences and mate value, the age-sex demographic profiles of sexual display, and the study of psychopathologies as a window onto mate preferences. We will assess the most sophisticated recent work in evolutionary psychology, and some of the strongest empirical criticisms of that work.

The course aims to help graduate students initiate and improve their own empirical research programs, whether in human or animal mate choice, or in any related area of social cognition, judgment and decision-making, sexual behavior, behavioral ecology, or clinical practice concerning sex and relationships.

**Instructor contact details:**

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Office hours: Tuesdays, 9:00 to 10:30 am, Psych. Dept., Logan Hall 160 (ground floor)

**Course mechanics**

We will meet once a week for two and a half hours. I expect punctuality – allow plenty of time for parking! There will be a 10-15 minute break about half way through each meeting. If you have to miss a class for any reason, please let me know by email as soon as you know you'll be absent.

**Background knowledge/prerequisites:**

This course assumes that you have a decent understanding of evolutionary psychology, sexual selection, and a few basic results from mate choice research. If you'd like to review this sort of material, I'd recommend my book:

Geoffrey Miller (2000). *The mating mind: How sexual choice shaped the evolution of human nature*. New York: Doubleday.

... and I'd also recommend any of the following as background reading:

John Alcock (2001). *Animal behavior: An evolutionary approach* (7<sup>th</sup> Ed.). Sunderland, MA: Sinauer.

Malte Andersson (1994). *Sexual selection*. Princeton U. Press.

Laura Betzig (Ed.). (1997). *Human nature: A critical reader*. Oxford U. Press.

David Buss (1994). *The evolution of desire: Strategies of human mating*. New York: Basic Books.

David Buss (1999). *Evolutionary psychology: The new science of mind*. New York: Allyn & Bacon.

Helena Cronin (1991). *The ant and the peacock: Altruism and sexual selection from Darwin to today*. Cambridge U. Press.

Alan F. Dixson (1998). *Primate sexuality: Comparative studies of the prosimians, monkeys, apes, and human beings*. Oxford U. Press.

Nancy Etcoff (1999). *Survival of the prettiest: The science of beauty*. New York: Doubleday.

James L. Gould & Carol G. Gould (1997). *Sexual selection*. New York: Scientific American Library.

Richard E. Michod (1995). *Eros and evolution: A natural philosophy of sex*. New York: Addison-Wesley.

Anders P. Moller & John P. Swaddle. (1998). *Asymmetry, developmental stability and evolution*. Oxford U. Press.

Mark Ridley (2001). *The cooperative gene: How Mendel's demon explains the evolution of complex beings*. New York: Free Press.

Matt Ridley (1993). *The red queen: Sex and the evolution of human nature*. New York: Viking.

Randy Thornhill & Craig T. Palmer. (2000). *A natural history of rape: Biological bases of sexual coercion*. Cambridge, MA: MIT Press.

### **Grading: depends on three kinds of work for this course**

60% of grade: one term paper, APA format, c. 5,000 words (20 pages double spaced), methodologically oriented, including a critical assessment of a research literature and an outline of a possible study: 10% for initial abstract and outline, 20% for rough draft, 30% for final draft, to be completed in successive months on dates to be announced soon. Extra credit for submitting the paper for publication to a reputable journal (e.g. as a theoretical note, literature review, etc.)

40%: class participation and in-class critical analyses of readings. I expect regular attendance, knowledge of assigned readings, active participation and intellectual engagement, and well-prepared presentations concerning the readings.

no exams

### **Details on the term paper**

The term paper determines 60% of your course grade. You can choose any

topic related to the course content and course readings. The final paper should be about 4,000 to 6,000 words, plus references. I care more about clarity, insight, research, and the flow of argument than about length per se.

Please plan to submit the rough draft and the final draft in standard APA (American Psychological Association) research paper format. This means computer-printed, double-spaced, single-sided, in 12 point Arial (preferably) or Times Roman font, with a proper title page, abstract, references, and page numbering. Consult the *APA Publication Manual* (4<sup>th</sup> Edition) for more details.

For graduate students, my goal is for you to produce a paper that you could turn around and submit to a decent journal as a review or commentary piece to improve your C.V., and that you would be proud to submit in an application for a post-doc, tenure-track job, or clinical internship.

You'll get extra credit if you actually submit the term paper for publication in a reputable journal. Please provide a copy of your submission cover letter.

To make sure that you are thinking, researching, and writing the paper on a good schedule throughout the semester, I require the following:

**1. October 4: Provisional Abstract/outline/bibliography due. A provisional topic statement/abstract (one paragraph), provisional outline of paper (about a page), and provisional bibliography.**

The bibliography should list about 10 to 20 references (not all from the syllabus here!), that you have actually read, with brief notes about their relevance to your paper. In the abstract, just let me know what you think you'll probably write about. If you change your mind, no problem, just tell me in an email later. But I want you to have some topic in mind by this date. Pick a topic that you feel passionate about – you'll have to live with it for several months! This topic statement/outline will determine 10% of the course grade.

After you submit this outline and bibliography, come to my office hours at least once for my feedback. This is very important; I will try to make sure your paper looks viable and will try to give you some useful suggestions and references. This outline and bibliography will determine 10% of the course grade. Late submissions will be penalized.

**2. November 8: Rough draft due.**

This should be a full-length, APA format draft of your term paper – the sort of thing you would submit as your final draft in most other courses. After I get this rough draft, I will write comments and suggestions on it and return it to you as soon as I can. This should allow you to submit a really good final draft, and I hope it will help you improve your writing generally. This rough draft will determine 20% of the course grade. Late submissions will be penalized.

**3. December 6: Final draft due.**

This should be a highly polished document in correct format with no spelling or grammatical errors. It should represent the culmination of three months of research, thinking, and writing about a topic that passionately interests you. The final draft will

determine 30% of your course grade. Late submissions will be penalized. I will try to grade final drafts by the last days of exams.

Structure of the term paper: The ideal paper would the following elements:

Title page: a decent, descriptive, memorable title, and all other information required for APA format

Abstract page: a concise, punchy abstract that interests the reader in your paper

Introduction: Start with a bang. Pose the problem that interests you, and how you'll approach it. Say where you stand, and why the reader should care. Be specific and clear; mix the theoretical and methodological level of discourse with real-life examples and issues; know when to be funny and when to be serious.

Body of the paper: depending on what you're writing about, this could include a literature review, a series of arguments, an overview of relevant ideas and research from a related area or field, a series of methodological analyses, criticism, and suggestions, or anything that advances your points. If you include literature reviews, don't do generic overviews – review the literature with a purpose, critically, as it pertains to your topic.

Research proposal: ideally, towards the end of your paper, you could sketch out a new empirical way to resolve one or more of the issues you've raised in your paper. This could be a brief outline of an experiment, an observational method, a meta-analysis or re-analysis of existing data, a computer simulation, or any other method you think would be appropriate. If your proposal is good and you're still around UNM next semester, we could go ahead and do the work and publish it!

Bibliography: Only include things you've read. If you haven't read them and have only seen them cited by others, then use the format (name, date; as cited in: name, date). If your bibliography includes good, relevant papers and books that I haven't heard of before, I will be impressed.

### Notes on the assigned readings

Readings for each week will be copied by the instructor and distributed at least a week ahead of time to each student.

I tried very hard to find recent, methodologically interesting journal papers from high quality journals. Some data on the readings are on the next page: almost all were published since 1997; very few were cited by me in *The mating mind* or known to me before preparing this course. I suspect many of them might be new to you as well.

The readings have been arranged week by week according to the theoretical mate choice question being addressed, in conjunction with the empirical methods being used to address them. Most weeks, there are about 40 to 50 pages of actual reading to be done (not counting references sections of the papers.) This should take two to three hours. My intention is for you to have a very broad exposure to the state of the art in mate choice research methods. Some of the readings are harder than others; some weeks require more reading than other weeks. Please do not take this course if you cannot commit an average of three hours a week to the readings.

I originally expected to use my book *The mating mind* as a primary textbook for this seminar. However, I decided it would be better to focus on methodological issues here, and my book is weak on covering such issues. So it has been relegated to

supplementary reading.

For each reading, one student will be assigned to offer a 5-minute constructively critical assessment of the paper's ideas, methods, findings, and implications. This must be accompanied by a one-page handout for the other students. Please bring enough hand-outs for everyone. The assessment must not simply summarize the paper. Assume that the other students have read the paper fairly attentively, and want to know what you think of it. After each 5-minute report, we will have a class discussion about the paper.

The major educational benefits of the course depend on you doing the readings on time, to benefit maximally from the class discussion. If you don't read them, you won't learn much; if you do read them attentively, you'll learn a lot. I expect all of each week's required readings to be completed well before class, so you have time to digest them, think about them, compare and contrast them, and prepare intelligent comments and questions about them. Last-minute reading on Thursday night will not result in good comprehension or good in-class discussion.

### **Sources from which readings were taken**

<i>Evolution &amp; Human Behavior:</i>	20 papers
<i>J. Personality &amp; Social Psychology:</i>	6
<i>Human Nature:</i>	5
<i>Current Anthropology:</i>	3
<i>Psychological Science:</i>	2
<i>Proc. Royal Society of London B:</i>	<u>2</u>
<i>Intelligence:</i>	2
<i>Personality &amp; Social Psych. Bulletin:</i>	2
<i>Trends in Ecology and Evolution:</i>	2
<i>Trends in Cognitive Sciences:</i>	1
<i>Trends in Genetics:</i>	1
<i>Behavioral and Brain Sciences:</i>	<u>1</u>
<i>Biological Reviews:</i>	1
<i>Psychological Bulletin:</i>	1
<i>Schizophrenia Research:</i>	1
<i>Ethology:</i>	1
<i>Prospect:</i>	1
<u>Book chapters:</u>	4

### **Years in which readings were published:**

2002:	12 readings
2001:	10
<u>2000:</u>	<u>12</u>
1999:	8
1998:	9
<u>1997:</u>	<u>2</u>
1996:	4
1995:	2
<u>before 1995</u>	<u>0</u>

## **Schedule of topics and readings week by week:**

### **Week 1 (August 23): Introduction and overview**

No assigned readings before first class.

### **Week 2 (August 30): Fitness indicator theory and mate choice**

Miller, G. F., & Todd, P. M. (1998). Mate choice turns cognitive. *Trends in Cognitive Sciences*, 2(5), 190-198.

Miller, G. F. (1999). Waste is good. *Prospect*, Feb., pp. 18-23.

Reznick, D., Nunney, L., & Tessier, A. (2000). Big houses, big cars, superfleas, and the costs of reproduction. *Trends in Ecology and Evolution*, 15(10), 421-425.

Rowe, L., & Houle, D. (1996). The lek paradox and the capture of genetic variance by condition dependent traits. *Proc. Royal Society of London B*, 263, 1415-1421.

Miller, G. F. (2000). Mental traits as fitness indicators: Expanding evolutionary psychology's adaptationism. In D. LeCroy & P. Moller (Eds.), *Evolutionary perspectives on human reproductive behavior (Annals of the New York Academy of Sciences, Volume 907)*, pp. 62-74.

### **Week 3 (September 6): Faces, voices, and fluctuating asymmetry**

Gangestad, S. W., & Thornhill, R. (1997). The evolutionary psychology of extrapair sex: The role of fluctuating asymmetry. *Evolution and Human Behavior*, 18, 69-88.

Lens, L., Van Dongen, S., Kark, S., & Matthysen, E. (2002). Fluctuating asymmetry as an indicator of fitness: Can we bridge the gap between studies? *Biological Reviews*, 77, 27-38.

Rhodes, G., Zebrowitz, L. A., Clark, A., Kalick, S. M., Hightower, A., & McKay, R. (2001). Do facial averageness and symmetry signal health? *Evolution and Human Behavior*, 22, 31-46.

Little, A. C., Burt, D. M., Penton-Voak, I. S., & Perrett, D. I. (2001). Self-perceived attractiveness influences human female preferences for sexual dimorphism and symmetry in male faces. *Proc. Royal Society of London B*, 268, 39-44.

Hughes, S. M., Harrison, M. A., & Gallup, G. G. Jr. (2002). The sound of symmetry: Voice as a marker of developmental instability. *Evolution and Human Behavior*, 23, 173-180.

### **Week 4 (September 13): Ovulatory cycle effects on female preferences**

Penton-Voak, I. S., & Perrett, D. I. (2000). Female preferences for male faces changes cyclically: Further evidence. *Evolution and Human Behavior*, 21(1), 39-48.

Johnston, V. S., Hagel, R., Franklin, M., Fink, B., & Grammer, K. (2001). Male facial attractiveness: evidence for hormone-mediated adaptive design. *Evolution and Human Behavior*, 22(4), 251-267 (2001).

Petralia, S. M., & Gallup, G. G., Jr. (2002). Effects of a sexual assault scenario on handgrip strength across the menstrual cycle. *Evolution and Human Behavior*, 23(1), 3-10.

Chavanne, T. J. & Gallup, G. G., Jr. (1998) Variation in risk taking behavior among

female college students as a function of the menstrual cycle. *Evolution and Human Behavior*, 19, 27-32.

Strassman, B. I. (1997). The biology of menstruation in *Homo sapiens*: Total lifetime menses, fecundity, and nonsynchrony in a natural-fertility population. *Current Anthropology*, 38(1), 123-129.

#### **Week 5 (September 20): New Methods for studying body preferences**

Thornhill, R., & Grammer, K. (1999). The body and face of woman: One ornament that signals quality? *Evolution and Human Behavior*, 20, 105-120.

Tassinari, L. G., & Hansen, K. A. (1998). A critical test of the waist-to-hip ratio hypothesis of female physical attractiveness. *Psychological Science*, 9(2), 150-155.

Hassebrauck, M. (1998). The visual process method: A new method to study physical attractiveness. *Evolution and Human Behavior*, 19, 111-123.

Hazlett, R. L., & Hoehn-Saric, R. (2000). Effects of perceived attractiveness on females' facial displays and affect. *Evolution and Human Behavior*, 21, 49-57.

#### **Week 6 (September 27): Intelligence, sexual selection, and sex differences**

Miller, G. F. (2000). Sexual selection for indicators of intelligence. In Bock, G. R., Goode, J. A., & Webb, K. (Eds.), *The nature of intelligence* (pp. 260-275.). Novartis Foundation Symposium 233. NY: Wiley.

Anderson, B. (2001). *g* as a consequence of shared genes. *Intelligence*, 29, 367-371.

Zechner, U., Wilda, M., Kehrer-Sawatzki, H., Vogel, W., Fundele, R., & Hameister, H. (2001). A high density of X-linked genes for general cognitive ability: a run-away process shaping human evolution? *Trends in Genetics*, 17(12), 697-701.

Madden, J. (2001). Sex, bowers and brains. *Proc. Royal Society of London B*, 268, 833-838.

Lynn, R., Irwing, P., & Crammock, T. (2002). Sex differences in general knowledge. *Intelligence*, 30, 27-39.

#### **Week 7 (October 4): Brunswik's lens model: Cue use and cue integration in mate choice**

Reynolds, D. Jr., & Gifford, R. (2001). The sounds and sights of intelligence: A lens model channel analysis. *Personality and Social Psychology Bulletin*, 27(2), 187-200.

Zebrowitz, L. A., Hall, J. A., Murphy, N. A., & Rhodes, G. (2002). Looking smart and looking good: Facial cues to intelligence and their origins. *Personality and Social Psychology Bulletin*, 28(2), 238-249. (10 pp).

Gosling, S. D., Ko, S. J., Mannarelli, T., & Morris, M. E. (2002). A room with a cue: Personality judgments based on offices and bedrooms. *J. Personality and Social Psychology*, 82(3), 379-398.

Kenrick, D. T., Sundie, J. M., Nicastle, L. D., & Stone, G. O. (2001). Can one ever be too wealthy or too chaste? Searching for nonlinearities in mate judgment. *J. Personality and Social Psychology*, 80(3), 462-471.

**NOTE: Abstract/outline of term paper due on Oct. 4.**

(no class Oct 11: fall break)

**Week 8 (October 18): Beyond questionnaire studies: Policy capturing, market trade-offs, and video methods in mate choice research**

- Wiederman, M. W., & DuBois, S. L. (1998). Evolution and sex differences in preferences for short-term mates: Results from a policy capturing study. *Evolution and Human Behavior, 19*, 153-170.
- Li, N. P., Kenrick, D. T., Bailey, J. M., & Linsenmeier, J. A. W. (2002). The necessities and luxuries of mate preferences: Testing the tradeoffs. *J. Personality and Social Psychology, 82*(6), 947-955.
- Grammer, K., Honda, M., Jutte, A., & Schmitt, A. (1999). Fuzziness of nonverbal courtship communication unblurred by motion energy detection. *Journal of Personality and Social Psychology, 77*(3), 487-508.
- Wenegrat, B., Abrams, L., Castillo-Yee, E., & Romine, I. J. (1996). Social norm compliance as a signaling system. I. Studies of fitness-related attributions consequent on everyday norm violations. *Ethology and Sociobiology, 17*, 403-416.

**Week 9 (October 25): Single's ads, mating markets, and mate search**

- Pawlowski, B., & Dunbar, R. I. M. (1999). Withholding age as putative deception in mate search tactics. *Evolution and Human Behavior, 20*, 53-69.
- Pawlowski, B., & Koziel, S. (2002). The impact of traits offered in personal advertisements on response rates. *Evolution and Human Behavior, 23*(2), 139-149.
- McGraw, K. J. (2002). Environmental predictors of geographic variation in human mating preferences. *Ethology, 108*, 303-317.
- Todd, P. & Miller, G. F. (1999). From Pride and Prejudice to Persuasion: Satisficing in mate search. In G. Gigerenzer & P. Todd. (Eds.), *Simple heuristics that make us smart*, pp. 287-308. Oxford, UK: Oxford U. Press.

**Week 10 (November 1): Individual differences in mate preferences and mate value**

- Widemo, F., & Saether, S. A. (1999). Beauty is in the eye of the beholder: Causes and consequences of variation in mating preferences. *Trends in Ecology and Evolution, 14*(1), 26-31.
- Gangestad, S. W., & Simpson, J. (2000). The evolution of human mating: Trade-offs and strategic pluralism. *Behavioral and Brain Sciences, 23*, 573-644. [Note: You only need read the actual article on pp. 573-587. The voluminous commentaries are not included in this copy. The authors' response and references are included, but they need not be read.]
- Mikach, S. M., & Bailey, J. M. (1999). What distinguishes women with unusually high numbers of sex partners? *Evolution and Human Behavior, 20*, 141-150.
- Pratto, F., & Hegarty, P. (2000). The political psychology of reproductive strategies. *Psychological Science, 11*(1), 57-62.
- Anderson, K. G. (2000). The life histories of American stepfathers in evolutionary perspective. *Human Nature, 11*(4), 307-333.



**Week 11 (November 8): Field studies of altruism, heroism, and status**

- Goldberg, T. L. (1995). Altruism towards panhandlers: Who gives? *Human Nature*, 6(1), 79-89.
- Kelly, S., & Dunbar, R. I. M. (2001). Who dares, wins. Heroism versus altruism in women's mate choice. *Human Nature*, 12(2), 89-105.
- Johnson, R. C. (1996). Attributes of Carnegie Medalists performing acts of heroism and of the recipients of these acts. *Ethology and Sociobiology*, 17, 355-362.
- Lycett, J. E., & Dunbar, R. I. M. (2000). Mobile phones as lekking devices among human males. *Human Nature*, 11, 93-104.
- Mueller, U., & Mazur, A. (1998). Reproductive constraints on dominance competition in male *Homo sapiens*. *Evolution and Human Behavior*, 19, 387-396.

**NOTE: Rough draft term paper due on Nov.8.**

**Week 12 (November 15): Demographics, display, and narcissism**

- Miller, G. F. (1999). Sexual selection for cultural displays. In R. Dunbar, C. Knight, & C. Power (Eds.), *The evolution of culture*, pp. 71-91. Edinburgh U. Press.
- Kanazawa, S. (2000). Scientific discoveries as cultural displays: A further test of Miller's courtship model. *Evolution and Human Behavior*, 21, 317-321.
- Kanazawa, S. & Still, M. C. (2000). Teaching may be hazardous to your marriage. *Evolution and Human Behavior*, 21, 185-190.
- Wallace, H. M., & Baumeister, R. F. (2002). The performance of narcissists rises and falls with perceived opportunity for glory. *J. Personality and Social Psychology*, 82(5), 819-834.

**Week 13 (November 22): Fantasy, fiction, and psychosis**

- Harold Leitenberg & Kris Henning (1995). Sexual fantasy. *Psychological Bulletin*, 117(3), 469-496.
- Brüne, M. (2001). De Clérambault's syndrome (erotomania) in an evolutionary perspective. *Evolution and Human Behavior*, 22, 409-415.
- Whissell, C. (1996). Mate selection in popular women's fiction. *Human Nature*, 7(4), 427-447.
- Verdoux, H., von Os, J., Maurice-Tison, S., Gay, B., Salamon, R., & Bourgeois, M. (1998). Is early adulthood a critical developmental stage for psychosis proneness? A survey of delusional ideation in normal subjects. *Schizophrenia Research*, 29, 247-254.

Note: I will probably be away at conferences in New Zealand on this date (Nov. 22); somebody else will be appointed to run this discussion.

(no class Nov. 29: Thanksgiving)

**Week 14 (Dec 6): Psychopathology and puzzles**

- Shaner, A., & Miller, G. F. (2002). Schizophrenia as a disorder of verbal courtship adaptations: A fitness indicator model for the evolutionary genetics of psychosis. (Submitted).
- Ben Hamida, S., Mineka, S., & Bailey, J. M. (1998). Sex differences in perceived controllability of mate value: An evolutionary perspective. *Journal of*

*Personality and Social Psychology*, 75(4), 953-966.  
Qirko, H. (2002). The institutional maintenance of celibacy. *Current Anthropology*, 43(2), 321-329.

Kirkpatrick, R. C. (2000). The evolution of homosexual behavior. *Current Anthropology*, 41(3), 385-398.

**NOTE: Final term paper due on Dec 6.**

**Note for students who took any of my previous graduate seminars:**

There are some papers from those courses that you may want to review as relevant to mate choice research:

Papers from my grad seminar in spring 2002 ‘Social Psychology and Evolution’

- Jean-Louis Dessalles (1998). Altruism, status and the origin of relevance (pp. 130-147). From J. R. Hurford, M. Studdert-Kennedy, & C. Knight (Eds.), *Approaches to the evolution of language*. Cambridge U. Press.
- Robin I. M. Dunbar, Anna Marriot, & N. D. C. Duncan (1997). Human conversational behavior. *Human Nature*, 8(3), 231-346.
- David C. Funder (1995). On the accuracy of personality judgment: A realistic approach. *Psychological Review*, 102(4), 652-670.
- David C. Geary (2000). Evolution and proximate expression of human paternal investment. *Psychological Bulletin*, 126(1), 55-77.
- Francisco Gil-White (2001). Are ethnic groups biological ‘species’ to the human brain? *Current Anthropology*, 42(4), 515-536
- Dennis L. Krebs & Kathy Denton (1997). Social illusions and self-deception: The evolution of biases in person perception (pp. 21-47). From J. A. Simpson & D. T. Kenrick (Eds.), *Evolutionary social psychology*. Elrbaum.
- Martin L. Lalumiere, Grant T. Harris, & Marnie E. Rice (2001). Psychopathy and developmental instability. *Evolution and Human Behavior*, 22, 75-92.
- Judith H. Langlois, Lisa Kalakanis, Adam J. Rubinstein, Andrea Larson, Monica Hallam, & Monica Smooth (2000). Maxims or myths of beauty? A meta-analytical and theoretical review. *Psychological Bulletin*, 126(3), 390-423
- Debra Lieberman & Donald Symons (1998). Sibling incest avoidance: From Westermarck to Wolf. *Quarterly Review of Biology*, 73(4), 463-466.

Papers from my grad seminar in autumn 2001 ‘Products and preferences’

- Barkow, Jerome (1989). Chapter 8 ‘Relative standing, prestige, and self-esteem’ (pp. 179-212) from *Darwin, sex, and status*. U. Toronto Press.
- Betzig, Laura (1992). Roman polygyny. *Ethology and sociobiology*, 13, 309-349.
- Bikhchandani, Sushil, Hirshleifer, David, & Welch, Ivo (1998). Learning from the behavior of others: Conformity, fads, and information cascades. *J. Economic Perspectives*, 12(3), 151-170.
- Bourdieu, P. (1987). *Distinction: A social critique of the judgment of taste*. Harvard U. Press.
- Ellis, Bruce & Symons, Don (1990). Sex differences in sexual fantasy: An evolutionary approach. *Journal of Sex Research*, 27, 527-556.

- Emond, Michael & Scheib, Joanna (1998). Why not donate sperm? A study of potential donors. *Evolution and Human Behavior*, 19, 313-319.
- Frank, Robert (1999). Exerpts on 'Concerns about relative position' (pp. 109-121) from *Luxury fever*. Princeton U. Press.
- Henrich, Joseph, & Gil-White, Francisco (2001). The evolution of prestige: freely conferred deference as a mechanism for enhancing the benefits of cultural transmission. *Evolution and Human Behavior*, 22 (3), 1-32.
- Hersey, G. L. (1996). The evolution of allure: Sexual selection from the Medici Venus to the Incredible Hulk. Cambridge, MA: MIT Press.
- Illouz, Eva (1997). Exerpts on dating and consumerism. From *Consumering the romantic utopia: Love and the contradictions of capitalism*. Berkeley, CA: U. California Press.
- Kirmani, Amna, & Rao, Akshay R. (2000). No pain, no gain: A critical review of the literature on signaling unobservable product quality. *J. Marketing*, 64, April, 66-79. [analogous to signaling unobservable mate value/fitness?]
- Malamuth, N. M., (1996). Sexually explicit media, gender differences, and evolutionary theory. *J. Communication*, 46, 8-31.
- Salmon, Catherine, & Symons, Don (2001). Chapter 6 'Commercial eroticas: Unobtrusive measures of male and female sexual psychologies (pp. 55-69) from *Warrior lovers: Erotic fiction, evolution, and female sexuality*. London: Weidenfeld & Nicholson.
- Scheib, Joanna (1994). Sperm donor selection and the psychology of female mate choice. *Ethology and Sociobiology*, 15, 113-129.