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The Glass Escalator: Hidden Advantages for Men in the "Female" Professions*

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This paper addresses men's underrepresentation in four predominantly female professions: nursing, elementary school teaching, librarianship, and social work. Specifically, it examines the degree to which discrimination disadvantages men in hiring and promotion decisions, the work place culture, and in interactions with clients. In-depth interviews were conducted with 99 men and women in these professions in four major U.S. cities. The interview data suggest that men do not face discrimination in these occupations; however, they do encounter prejudice from individuals outside their professions. In contrast to the experience of women who enter male-dominated professions, men generally encounter structural advantages in these occupations which tend to enhance their careers. Because men face different barriers to integrating nontraditional occupations than women face, the need for different remedies to dismantle segregation in predominantly female jobs is emphasized.

The sex segregation of the U.S. labor force is one of the most perplexing and tenacious problems in our society. Even though the proportion of men and women in the labor force is approaching parity (particularly for younger cohorts of workers) (U.S. Department of Labor 1991:18), men and women are still generally confined to predominantly single sex occupations. Forty percent of men or women would have to change major occupational categories to achieve equal representation of men and women in all jobs (Reskin and Roos 1990:6), but even this figure underestimates the true degree of sex segregation. It is extremely rare to find specific jobs where equal numbers of men and women are engaged in the same activities in the same industries (Bielby and Baron 1984).

Most studies of sex segregation in the work force have focused on women's experiences in male-dominated occupations. Both researchers and advocates for social change have focused on the barriers faced by women who try to integrate predominantly male fields. Few have looked at the "flip-side" of occupational sex segregation: the exclusion of men from predominantly female occupations (exceptions include Schreiber 1979; Williams 1989; Zimmer 1988). But the fact is that men are less likely to enter female sex-typed occupations than women are to enter male-dominated jobs (Jacobs 1989). Reskin and Roos, for example, were able to identify 33 occupations in which female representation increased by more than nine percentage points between 1970 and 1980, but only three occupations in which the proportion of men increased as radically (1990:20-21).

In this paper, I examine men's underrepresentation in four predominantly female occupations—nursing, librarianship, elementary school teaching, and social work. Throughout the twentieth century, these occupations have been identified with "women's work"—even though prior to the Civil War, men were more likely to be employed in these areas. These four occupations, often called the female "semi-professions" (Hodson and Sullivan 1990), today range from 5.5 percent male (in nursing) to 32 percent male (in social work). (See Table 1.) These percentages have not changed substantially in decades. In fact, as Table 1 indicates, two of these professions—librarianship and social work—have experienced declines in the

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Table 1 • Percent Male in Selected Occupations, Selected Years

<i>Profession</i>	<i>1990</i>	<i>1980</i>	<i>1975</i>
Nurses	5.5	3.5	3.0
Elementary teachers	14.8	16.3	14.6
Librarians	16.7	14.8	18.9
Social workers	31.8	35.0	39.2

Source:

U.S. Department of Labor. Bureau of Labor Statistics. *Employment and Earnings* 38:1 (January 1991), Table 22 (Employed civilians by detailed occupation), 185; 28:1 (January 1981), Table 23 (Employed persons by detailed occupation), 180; 22:7 (January 1976), Table 2 (Employed persons by detailed occupation), 11.

proportions of men since 1975. Nursing is the only one of the four experiencing noticeable changes in sex composition, with the proportion of men increasing 80 percent between 1975 and 1990. Even so, men continue to be a tiny minority of all nurses.

Although there are many possible reasons for the continuing preponderance of women in these fields, the focus of this paper is discrimination. Researchers examining the integration of women into "male fields" have identified discrimination as a major barrier to women (Jacobs 1989; Reskin 1988; Reskin and Hartmann 1986). This discrimination has taken the form of laws or institutionalized rules prohibiting the hiring or promotion of women into certain job specialties. Discrimination can also be "informal," as when women encounter sexual harassment, sabotage, or other forms of hostility from their male co-workers resulting in a poisoned work environment (Reskin and Hartmann 1986). Women in nontraditional occupations also report feeling stigmatized by clients when their work puts them in contact with the public. In particular, women in engineering and blue-collar occupations encounter gender-based stereotypes about their competence which undermine their work performance (Epstein 1988; Martin 1980). Each of these forms of discrimination—legal, informal, and cultural—contributes to women's underrepresentation in predominantly male occupations.

The assumption in much of this literature is that any member of a token group in a work setting will probably experience similar discriminatory treatment. Kanter (1977), who is best known for articulating this perspective in her theory of tokenism, argues that when any group represents less than 15 percent of an organization, its members will be subject to predictable forms of discrimination. Likewise, Jacobs argues that "in some ways, men in female-dominated occupations experience the same difficulties that women in male-dominated occupations face" (1989:167), and Reskin contends that any dominant group in an occupation will use their power to maintain a privileged position (1988:62).

However, the few studies that have considered men's experience in gender atypical occupations suggest that men may not face discrimination or prejudice when they integrate predominantly female occupations. Zimmer (1988) and Martin (1988) both contend that the effects of sexism can outweigh the effects of tokenism when men enter nontraditional occupations. This study is the first to systematically explore this question using data from four occupations. I examine the barriers to men's entry into these professions; the support men receive from their supervisors, colleagues and clients; and the reactions they encounter from the public (those outside their professions).

Methods

I conducted in-depth interviews with 76 men and 23 women in four occupations from 1985-1991. Interviews were conducted in four metropolitan areas: San Francisco/Oakland, California; Austin, Texas; Boston, Massachusetts; and Phoenix, Arizona. These four areas were

selected because they show considerable variation in the proportions of men in the four professions. For example, Austin has one of the highest percentages of men in nursing (7.7 percent), whereas Phoenix's percentage is one of the lowest (2.7 percent) (U.S. Bureau of the Census 1980). The sample was generated using "snowballing" techniques. Women were included in the sample to gauge their feelings and responses to men who enter "their" professions.

Like the people employed in these professions generally, those in my sample were predominantly white (90 percent).¹ Their ages ranged from 20 to 66 and the average age was 38. The interview questionnaire consisted of several open-ended questions on four broad topics: motivation to enter the profession; experiences in training; career progression; and general views about men's status and prospects within these occupations. I conducted all the interviews, which generally lasted between one and two hours. Interviews took place in restaurants, my home or office, or the respondent's home or office. Interviews were tape-recorded and transcribed for the analysis.

Data analysis followed the coding techniques described by Strauss (1987). Each transcript was read several times and analyzed into emergent conceptual categories. Likewise, Strauss' principle of theoretical sampling was used. Individual respondents were purposively selected to capture the array of men's experiences in these occupations. Thus, I interviewed practitioners in every specialty, oversampling those employed in the *most* gender atypical areas (e.g., male kindergarten teachers). I also selected respondents from throughout their occupational hierarchies—from students to administrators to retirees. Although the data do not permit within group comparisons, I am reasonably certain that the sample does capture a wide range of experiences common to men in these female-dominated professions. However, like all findings based on qualitative data, it is uncertain whether the findings generalize to the larger population of men in nontraditional occupations.

In this paper, I review individuals' responses to questions about discrimination in hiring practices, on-the-job rapport with supervisors and co-workers, and prejudice from clients and others outside their profession.

Discrimination in Hiring

Contrary to the experience of many women in the male-dominated professions, many of the men and women I spoke to indicated that there is a *preference* for hiring men in these four occupations. A Texas librarian at a junior high school said that his school district "would hire a male over a female."

I: Why do you think that is?

R: Because there are so few, and the . . . ones that they do have, the library directors seem to really . . . think they're doing great jobs. I don't know, maybe they just feel they're being progressive or something, [but] I have had a real sense that they really appreciate having a male, particularly at the junior high. . . . As I said, when seven of us lost our jobs from the high schools and were redistributed, there were only four positions at junior high, and I got one of them. Three of the librarians, some who had been here longer than I had with the school district, were put down in elementary school as librarians. And I definitely think that being male made a difference in my being moved to the junior high rather than an elementary school.

1. According to the U.S. Census, black men and women comprise 7 percent of all nurses and librarians, 11 percent of all elementary school teachers, and 19 percent of all social workers (calculated from U.S. Census 1980: Table 278, 1-197). The proportion of blacks in social work may be exaggerated by these statistics. The occupational definition of "social worker" used by the Census Bureau includes welfare workers and pardon and parole officers, who are not considered "professional" social workers by the National Association of Social Workers. A study of degreed professionals found that 89 percent of practitioners were white (Hardcastle 1987).

Many of the men perceived their token status as males in predominantly female occupations as an *advantage* in hiring and promotions. I asked an Arizona teacher whether his specialty (elementary special education) was an unusual area for men compared to other areas within education. He said,

Much more so. I am extremely marketable in special education. That's not why I got into the field. But I am extremely marketable because I am a man.

In several cases, the more female-dominated the specialty, the greater the apparent preference for men. For example, when asked if he encountered any problem getting a job in pediatrics, a Massachusetts nurse said,

No, no, none. . . . I've heard this from managers and supervisory-type people with men in pediatrics: "It's nice to have a man because it's such a female-dominated profession."

However, there were some exceptions to this preference for men in the most female-dominated specialties. In some cases, formal policies actually barred men from certain jobs. This was the case in some rural Texas school districts, which refused to hire men in the youngest grades (K-3). Some nurses also reported being excluded from positions in obstetrics and gynecology wards, a policy encountered more frequently in private Catholic hospitals.

But often the pressures keeping men out of certain specialties were more subtle than this. Some men described being "tracked" into practice areas within their professions which were considered more legitimate for men. For example, one Texas man described how he was pushed into administration and planning in social work, even though "I'm not interested in writing policy; I'm much more interested in research and clinical stuff." A nurse who is interested in pursuing graduate study in family and child health in Boston said he was dissuaded from entering the program specialty in favor of a concentration in "adult nursing." A kindergarten teacher described the difficulty of finding a job in his specialty after graduation: "I was recruited immediately to start getting into a track to become an administrator. And it was men who recruited me. It was men that ran the system at that time, especially in Los Angeles."

This tracking may bar men from the most female-identified specialties within these professions. But men are effectively being "kicked upstairs" in the process. Those specialties considered more legitimate practice areas for men also tend to be the most prestigious, better paying ones. A distinguished kindergarten teacher, who had been voted city-wide "Teacher of the Year," told me that even though people were pleased to see him in the classroom, "there's been some encouragement to think about administration, and there's been some encouragement to think about teaching at the university level or something like that, or supervisory-type position." That is, despite his aptitude and interest in staying in the classroom, he felt pushed in the direction of administration.

The effect of this "tracking" is the opposite of that experienced by women in male-dominated occupations. Researchers have reported that many women encounter a "glass ceiling" in their efforts to scale organizational and professional hierarchies. That is, they are constrained by invisible barriers to promotion in their careers, caused mainly by the sexist attitudes of men in the highest positions (Freeman 1990).² In contrast to the "glass ceiling," many of the men I interviewed seem to encounter a "glass escalator." Often, despite their intentions, they face invisible pressures to move up in their professions. As if on a moving escalator, they must work to stay in place.

A public librarian specializing in children's collections (a heavily female-dominated concentration) described an encounter with this "escalator" in his very first job out of library

2. In April 1991, the Labor Department created a "Glass Ceiling Commission" to "conduct a thorough study of the underrepresentation of women and minorities in executive, management, and senior decision-making positions in business" (U.S. House of Representatives 1991:20).

school. In his first six-months' evaluation, his supervisors commended him for his good work in storytelling and related activities, but they criticized him for "not shooting high enough."

Seriously. That's literally what they were telling me. They assumed that because I was a male—and they told me this—and that I was being hired right out of graduate school, that somehow I wasn't doing the kind of management-oriented work that they thought I should be doing. And as a result, really they had a lot of bad marks, as it were, against me on my evaluation. And I said I couldn't believe this!

Throughout his ten-year career, he has had to struggle to remain in children's collections.

The glass escalator does not operate at all levels. In particular, men in academia reported some gender-based discrimination in the highest positions due to their universities' commitment to affirmative action. Two nursing professors reported that they felt their own chances of promotion to deanships were nil because their universities viewed the position of nursing dean as a guaranteed female appointment in an otherwise heavily male-dominated administration. One California social work professor reported his university canceled its search for a dean because no minority male or female candidates had been placed on their short list. It was rumored that other schools on campus were permitted to go forward with their searches—even though they also failed to put forward names of minority candidates—because the higher administration perceived it to be "easier" to fulfill affirmative action goals in the social work school. The interviews provide greater evidence of the "glass escalator" at work in the lower levels of these professions.

Of course, men's motivations also play a role in their advancement to higher professional positions. I do not mean to suggest that the men I talked to all resented the informal tracking they experienced. For many men, leaving the most female-identified areas of their professions helped them resolve internal conflicts involving their masculinity. One man left his job as a school social worker to work in a methadone drug treatment program not because he was encouraged to leave by his colleagues, but because "I think there was some macho shit there, to tell you the truth, because I remember feeling a little uncomfortable there . . . ; it didn't feel right to me." Another social worker, employed in the mental health services department of a large urban area in California, reflected on his move into administration:

The more I think about it, through our discussion, I'm sure that's a large part of why I wound up in administration. It's okay for a man to do the administration. In fact, I don't know if I fully answered a question that you asked a little while ago about how did being male contribute to my advancing in the field. I was saying it wasn't because I got any special favoritism as a man, but . . . I think . . . because I'm a man, I felt a need to get into this kind of position. I may have worked harder toward it, may have competed harder for it, than most women would do, even women who think about doing administrative work.

Elsewhere I have speculated on the origins of men's tendency to define masculinity through single-sex work environments (Williams 1989). Clearly, personal ambition does play a role in accounting for men's movement into more "male-defined" arenas within these professions. But these occupations also structure opportunities for males independent of their individual desires or motives.

The interviews suggest that men's underrepresentation in these professions cannot be attributed to discrimination in hiring or promotions. Many of the men indicated that they received preferential treatment because they were men. Although men mentioned gender discrimination in the hiring process, for the most part they were channelled into more "masculine" specialties within these professions, which ironically meant being "tracked" into better paying and more prestigious specialties.

Supervisors and Colleagues: The Working Environment

Researchers claim that subtle forms of work place discrimination push women out of male-dominated occupations (Jacobs 1989; Reskin and Hartmann 1986). In particular, women report feeling excluded from informal leadership and decision-making networks, and they sense hostility from their male co-workers, which makes them feel uncomfortable and unwanted (Carothers and Crull 1984). Respondents in this study were asked about their relationships with supervisors and female colleagues to ascertain whether men also experienced "poisoned" work environments when entering gender atypical occupations.

A major difference in the experience of men and women in nontraditional occupations is that men in these situations are far more likely to be supervised by a member of their own sex. In each of the four professions I studied, men are overrepresented in administrative and managerial capacities, or, as is the case of nursing, their positions in the organizational hierarchy are governed by men (Grimm and Stern 1974; Phenix 1987; Schmuck 1987; Williams 1989; York, Henley and Gamble 1987). Thus, unlike women who enter "male fields," the men in these professions often work under the direct supervision of other men.

Many of the men interviewed reported that they had good rapport with their male supervisors. Even in professional school, some men reported extremely close relationships with their male professors. For example, a Texas librarian described an unusually intimate association with two male professors in graduate school:

I can remember a lot of times in the classroom there would be discussions about a particular topic or issue, and the conversation would spill over into their office hours, after the class was over. And even though there were . . . a couple of the other women that had been in on the discussion, they weren't there. And I don't know if that was preferential or not . . . It certainly carried over into personal life as well. Not just at the school and that sort of thing. I mean, we would get together for dinner . . .

These professors explicitly encouraged him because he was male:

I: Did they ever offer you explicit words of encouragement about being in the profession by virtue of the fact that you were male? . . .

R: Definitely. On several occasions. Yeah. Both of these guys, for sure, including the Dean who was male also. And it's an interesting point that you bring up because it was, oftentimes, kind of in a sign, you know. It wasn't in the classroom, and it wasn't in front of the group, or if we were in the student lounge or something like that. It was . . . if it was just myself or maybe another one of the guys, you know, and just talking in the office. It's like . . . you know, kind of an opening-up and saying, "You know, you are really lucky that you're in the profession because you'll really go to the top real quick, and you'll be able to make real definite improvements and changes. And you'll have a real influence," and all this sort of thing. I mean, really, I can remember several times.

Other men reported similar closeness with their professors. A Texas psychotherapist recalled his relationships with his male professors in social work school:

I made it a point to make a golfing buddy with one of the guys that was in administration. He and I played golf a lot. He was the guy who kind of ran the research training, the research part of the master's program. Then there was a sociologist who ran the other part of the research program. He and I developed a good friendship.

This close mentoring by male professors contrasts with the reported experience of women in nontraditional occupations. Others have noted a lack of solidarity among women in nontraditional occupations. Writing about military academies, for example, Yoder describes the failure of token women to mentor succeeding generations of female cadets. She argues that women attempt to play down their gender difference from men because it is the source of scorn and derision.

Because women felt unaccepted by their male colleagues, one of the last things they wanted to do

was to emphasize their gender. Some women thought that, if they kept company with other women, this would highlight their gender and would further isolate them from male cadets. These women desperately wanted to be accepted as cadets, not as *women* cadets. Therefore, they did everything from not wearing skirts as an option with their uniforms to avoiding being a part of a group of women. (Yoder 1989:532)

Men in nontraditional occupations face a different scenario—their gender is construed as a *positive* difference. Therefore, they have an incentive to bond together and emphasize their distinctiveness from the female majority.

Close, personal ties with male supervisors were also described by men once they were established in their professional careers. It was not uncommon in education, for example, for the male principal to informally socialize with the male staff, as a Texas special education teacher describes:

Occasionally I've had a principal who would regard me as "the other man on the campus" and "it's us against them," you know? I mean, nothing really that extreme, except that some male principals feel like there's nobody there to talk to except the other man. So I've been in that position.

These personal ties can have important consequences for men's careers. For example, one California nurse, whose performance was judged marginal by his nursing supervisors, was transferred to the emergency room staff (a prestigious promotion) due to his personal friendship with the physician in charge. A Massachusetts teacher acknowledged that his principal's personal interest in him landed him his current job.

I: You had mentioned that your principal had sort of spotted you at your previous job and had wanted to bring you here [to this school]. Do you think that has anything to do with the fact that you're a man, aside from your skills as a teacher?

R: Yes, I would say in that particular case, that was part of it. . . . We have certain things in common, certain interests that really lined up.

I: Vis-à-vis teaching?

R: Well, more extraneous things—running specifically, and music. And we just seemed to get along real well right off the bat. It is just kind of a guy thing; we just liked each other . . .

Interviewees did not report many instances of male supervisors discriminating against them, or refusing to accept them because they were male. Indeed, these men were much more likely to report that their male bosses discriminated against the *females* in their professions. When asked if he thought physicians treated male and female nurses differently, a Texas nurse said:

I think yeah, some of them do. I think the women seem like they have a lot more trouble with the physicians treating them in a derogatory manner. Or, if not derogatory, then in a very paternalistic way than the men [are treated]. Usually if a physician is mad at a male nurse, he just kind of yells at him. Kind of like an employee. And if they're mad at a female nurse, rather than treat them on an equal basis, in terms of just letting their anger out at them as an employee, they're more paternalistic or there's some sexual harassment component to it.

A Texas teacher perceived a similar situation where he worked:

I've never felt unjustly treated by a principal because I'm a male. The principals that I've seen that I felt are doing things that are kind of arbitrary or not well thought out are doing it to everybody. In fact, they're probably doing it to the females worse than they are to me.

Openly gay men may encounter less favorable treatment at the hands of their supervisors. For example, a nurse in Texas stated that one of the physicians he worked with preferred to staff the operating room with male nurses exclusively—as long as they weren't gay. Stigma associated with homosexuality leads some men to enhance, or even exaggerate their "masculine" qualities, and may be another factor pushing men into more "acceptable" specialties for men.

Not all the men who work in these occupations are supervised by men. Many of the men interviewed who had female bosses also reported high levels of acceptance—although levels of intimacy with women seemed lower than with other men. In some cases, however, men reported feeling shut-out from decision making when the higher administration was constituted entirely by women. I asked an Arizona librarian whether men in the library profession were discriminated against in hiring because of their sex:

Professionally speaking, people go to considerable lengths to keep that kind of thing out of their [hiring] deliberations. Personally, is another matter. It's pretty common around here to talk about the "old girl network." This is one of the few libraries that I've had any intimate knowledge of which is actually controlled by women. . . . Most of the department heads and upper level administrators are women. And there's an "old girl network" that works just like the "old boy network," except that the important conferences take place in the women's room rather than on the golf course. But the political mechanism is the same, the exclusion of the other sex from decision making is the same. The reasons are the same. It's somewhat discouraging . . .

Although I did not interview many supervisors, I did include 23 women in my sample to ascertain their perspectives about the presence of men in their professions. All of the women I interviewed claimed to be supportive of their male colleagues, but some conveyed ambivalence. For example, a social work professor said she would like to see more men enter the social work profession, particularly in the clinical specialty (where they are under-represented). Indeed, she favored affirmative action hiring guidelines for men in the profession. Yet, she resented the fact that her department hired "another white male" during a recent search. I questioned her about this ambivalence:

I: I find it very interesting that, on the one hand, you sort of perceive this preference and perhaps even sexism with regard to how men are evaluated and how they achieve higher positions within the profession, yet, on the other hand, you would be encouraging of more men to enter the field. Is that contradictory to you, or . . . ?

R: Yeah, it's contradictory.

It appears that women are generally eager to see men enter "their" occupations. Indeed, several men noted that their female colleagues had facilitated their careers in various ways (including mentorship in college). However, at the same time, women often resent the apparent ease with which men advance within these professions, sensing that men at the higher levels receive preferential treatment which closes off advancement opportunities for women.

But this ambivalence does not seem to translate into the "poisoned" work environment described by many women who work in male-dominated occupations. Among the male interviewees, there were no accounts of sexual harassment. However, women do treat their male colleagues differently on occasion. It is not uncommon in nursing, for example, for men to be called upon to help catheterize male patients, or to lift especially heavy patients. Some librarians also said that women asked them to lift and move heavy boxes of books because they were men. Teachers sometimes confront differential treatment as well, as described by this Texas teacher:

As a man, you're teaching with all women, and that can be hard sometimes. Just because of the stereotypes, you know. I'm real into computers . . . , and all the time people are calling me to fix their computer. Or if somebody gets a flat tire, they come and get me. I mean, there are just a lot of stereotypes. Not that I mind doing any of those things, but it's . . . you know, it just kind of bugs me that it is a stereotype, "A man should do that." Or if their kids have a lot of discipline problems, that kiddo's in your room. Or if there are kids that don't have a father in their home, that kid's in your room. Hell, nowadays that'd be half the school in my room (laughs). But you know, all the time I hear from the principal or from other teachers, "Well, this child really needs a man . . . a male role model" (laughs). So there are a lot of stereotypes that . . . men kind of get stuck with.

This special treatment bothered some respondents. Getting assigned all the "discipline

problems" can make for difficult working conditions, for example. But many men claimed this differential treatment did not cause distress. In fact, several said they liked being appreciated for the special traits and abilities (such as strength) they could contribute to their professions.

Furthermore, women's special treatment sometimes enhanced—rather than poisoned—the men's work environments. One Texas librarian said he felt "more comfortable working with women than men" because "I think it has something to do with control. Maybe it's that women will let me take control more than men will." Several men reported that their female colleagues often cast them into leadership roles. Although not all savored this distinction, it did enhance their authority and control in the work place. In subtle (and not-too-subtle) ways, then, differential treatment contributes to the "glass escalator" men experience in non-traditional professions.

Even outside work, most of the men interviewed said they felt fully accepted by their female colleagues. They were usually included in informal socializing occasions with the women—even though this frequently meant attending baby showers or Tupperware parties. Many said that they declined offers to attend these events because they were not interested in "women's things," although several others claimed to attend everything. The minority men I interviewed seemed to feel the least comfortable in these informal contexts. One social worker in Arizona was asked about socializing with his female colleagues:

I: So in general, for example, if all the employees were going to get together to have a party, or celebrate a bridal shower or whatever, would you be invited along with the rest of the group?

R: They would invite me, I would say, somewhat reluctantly. Being a black male, working with all white females, it did cause some outside problems. So I didn't go to a lot of functions with them . . .

I: You felt that there was some tension there on the level of your acceptance . . .?

R: Yeah. It was OK working, but on the outside, personally, there was some tension there. It never came out, that they said, "Because of who you are we can't invite you" (laughs), and I wouldn't have done anything anyway. I would have probably respected them more for saying what was on their minds. But I never felt completely in with the group.

Some single men also said they felt uncomfortable socializing with married female colleagues because it gave the "wrong impression." But in general, the men said that they felt very comfortable around their colleagues and described their work places as very congenial for men. It appears unlikely, therefore, that men's underrepresentation in these professions is due to hostility towards men on the part of supervisors or women workers.

Discrimination from "Outsiders"

The most compelling evidence of discrimination against men in these professions is related to their dealings with the public. Men often encounter negative stereotypes when they come into contact with clients or "outsiders"—people they meet outside of work. For instance, it is popularly assumed that male nurses are gay. Librarians encounter images of themselves as "wimpy" and asexual. Male social workers describe being typecast as "feminine" and "passive." Elementary school teachers are often confronted by suspicions that they are pedophiles. One kindergarten teacher described an experience that occurred early in his career which was related to him years afterwards by his principal:

He indicated to me that parents had come to him and indicated to him that they had a problem with the fact that I was a male. . . . I recall almost exactly what he said. There were three specific concerns that the parents had: One parent said, "How can he love my child; he's a man." The second thing that I recall, he said the parent said, "He has a beard." And the third thing was, "Aren't you concerned about homosexuality?"

Such suspicions often cause men in all four professions to alter their work behavior to guard

against sexual abuse charges, particularly in those specialties requiring intimate contact with women and children.

Men are very distressed by these negative stereotypes, which tend to undermine their self-esteem and to cause them to second-guess their motivations for entering these fields. A California teacher said,

If I tell men that I don't know, that I'm meeting for the first time, that that's what I do, . . . sometimes there's a look on their faces that, you know, "Oh, couldn't get a real job?"

When asked if his wife, who is also an elementary school teacher, encounters the same kind of prejudice, he said,

No, it's accepted because she's a woman. . . . I think people would see that as a . . . step up, you know. "Oh, you're not a housewife, you've got a career. That's great . . . that you're out there working. And you have a daughter, but you're still out there working. You decided not to stay home, and you went out there and got a job." Whereas for me, it's more like I'm supposed to be out working anyway, even though I'd rather be home with [my daughter].

Unlike women who enter traditionally male professions, men's movement into these jobs is perceived by the "outside world" as a step down in status. This particular form of discrimination may be most significant in explaining why men are underrepresented in these professions. Men who otherwise might show interest in and aptitude for such careers are probably discouraged from pursuing them because of the negative popular stereotypes associated with the men who work in them. This is a crucial difference from the experience of women in nontraditional professions: "My daughter, the physician," resonates far more favorably in most peoples' ears than "My son, the nurse."

Many of the men in my sample identified the stigma of working in a female-identified occupation as the major barrier to more men entering their professions. However, for the most part, they claimed that these negative stereotypes were not a factor in their own decisions to join these occupations. Most respondents didn't consider entering these fields until well into adulthood, after working in some related occupation. Several social workers and librarians even claimed they were not aware that men were a minority in their chosen professions. Either they had no well-defined image or stereotype, or their contacts and mentors were predominantly men. For example, prior to entering library school, many librarians held part-time jobs in university libraries, where there are proportionally more men than in the profession generally. Nurses and elementary school teachers were more aware that mostly women worked in these jobs, and this was often a matter of some concern to them. However, their choices were ultimately legitimized by mentors, or by encouraging friends or family members who implicitly reassured them that entering these occupations would not typecast them as feminine. In some cases, men were told by recruiters there were special advancement opportunities for men in these fields, and they entered them expecting rapid promotion to administrative positions.

I: Did it ever concern you when you were making the decision to enter nursing school, the fact that it is a female-dominated profession?

R: Not really. I never saw myself working on the floor. I saw myself pretty much going into administration, just getting the background and then getting a job someplace as a supervisor, and then working, getting up into administration.

Because of the unique circumstances of their recruitment, many of the respondents did not view their occupational choices as inconsistent with a male gender role, and they generally avoided the negative stereotypes directed against men in these fields.

Indeed, many of the men I interviewed claimed that they did not encounter negative professional stereotypes until they had worked in these fields for several years. Popular

prejudices can be damaging to self-esteem and probably push some men out of these professions altogether. Yet, ironically, they sometimes contribute to the "glass escalator" effect I have been describing. Men seem to encounter the most vituperative criticism from the public when they are in the most female-identified specialties. Public concerns sometimes result in their being shunted into more "legitimate" positions for men. A librarian formerly in charge of a branch library's children's collection, who now works in the reference department of the city's main library, describes his experience:

R: Some of the people [who frequented the branch library] complained that they didn't want to have a man doing the storytelling scenario. And I got transferred here to the central library in an equivalent job . . . I thought that I did a good job. And I had been told by my supervisor that I was doing a good job.

I: Have you ever considered filing some sort of lawsuit to get that other job back?

R: Well, actually, the job I've gotten now . . . well, it's a reference librarian; it's what I wanted in the first place. I've got a whole lot more authority here. I'm also in charge of the circulation desk. And I've recently been promoted because of my new stature, so . . . no, I'm not considering trying to get that other job back.

The negative stereotypes about men who do "women's work" can push men out of specific jobs. However, to the extent that they channel men into more "legitimate" practice areas, their effects can actually be positive. Instead of being a source of discrimination, these prejudices can add to the "glass escalator effect" by pressuring men to move *out* of the most female-identified areas, and *up* to those regarded more legitimate and prestigious for men.

Conclusion: Discrimination against Men

Both men and women who work in nontraditional occupations encounter discrimination, but the forms and consequences of this discrimination are very different. The interviews suggest that unlike "nontraditional" women workers, most of the discrimination and prejudice facing men in the "female professions" emanates from outside those professions. The men and women interviewed for the most part believed that men are given fair—if not preferential—treatment in hiring and promotion decisions, are accepted by supervisors and colleagues, and are well-integrated into the work place subculture. Indeed, subtle mechanisms seem to enhance men's position in these professions—a phenomenon I refer to as the "glass escalator effect."

The data lend strong support for Zimmer's (1988) critique of "gender neutral theory" (such as Kanter's [1977] theory of tokenism) in the study of occupational segregation. Zimmer argues that women's occupational inequality is more a consequence of sexist beliefs and practices embedded in the labor force than the effect of numerical underrepresentation *per se*. This study suggests that token status itself does not diminish men's occupational success. Men take their gender privilege with them when they enter predominantly female occupations; this translates into an advantage in spite of their numerical rarity.

This study indicates that the experience of tokenism is very different for men and women. Future research should examine how the experience of tokenism varies for members of different races and classes as well. For example, it is likely that informal work place mechanisms similar to the ones identified here promote the careers of token whites in predominantly black occupations. The crucial factor is the social status of the token's group—not their numerical rarity—that determines whether the token encounters a "glass ceiling" or a "glass escalator."

However, this study also found that many men encounter negative stereotypes from persons not directly involved in their professions. Men who enter these professions are often considered "failures," or sexual deviants. These stereotypes may be a major impediment to

men who otherwise might consider careers in these occupations. Indeed, they are likely to be important factors whenever a member of a relatively high status group crosses over into a lower status occupation. However, to the extent that these stereotypes contribute to the "glass escalator effect" by channeling men into more "legitimate" (and higher paying) occupations, they are not discriminatory.

Women entering traditionally "male" professions also face negative stereotypes suggesting they are not "real women" (Epstein 1981; Lorber 1984; Spencer and Podmore 1987). However, these stereotypes do not seem to deter women to the same degree that they deter men from pursuing nontraditional professions. There is ample historical evidence that women flock to male-identified occupations once opportunities are available (Cohn 1985; Epstein 1988). Not so with men. Examples of occupations changing from predominantly female to predominantly male are very rare in our history. The few existing cases—such as medicine—suggest that redefinition of the occupations as appropriately "masculine" is necessary before men will consider joining them (Ehrenreich and English 1978).

Because different mechanisms maintain segregation in male- and female-dominated occupations, different approaches are needed to promote their integration. Policies intended to alter the sex composition of male-dominated occupations—such as affirmative action—make little sense when applied to the "female professions." For men, the major barriers to integration have little to do with their treatment once they decide to enter these fields. Rather, we need to address the social and cultural sanctions applied to men who do "women's work" which keep men from even considering these occupations.

One area where these cultural barriers are clearly evident is in the media's representation of men's occupations. Women working in traditionally male professions have achieved an unprecedented acceptance on popular television shows. Women are portrayed as doctors ("St. Elsewhere"), lawyers ("The Cosby Show," "L.A. Law"), architects ("Family Ties"), and police officers ("Cagney and Lacey"). But where are the male nurses, teachers and secretaries? Television rarely portrays men in nontraditional work roles, and when it does, that anomaly is made the central focus—and joke—of the program. A comedy series (1991-92) about a male elementary school teacher ("Drexell's Class") stars a lead character who *hates children!* Yet even this negative portrayal is exceptional. When a prime time hospital drama series ("St. Elsewhere") depicted a male orderly striving for upward mobility, the show's writers made him a "physician's assistant," not a nurse or nurse practitioner—the much more likely "real life" possibilities.

Presenting positive images of men in nontraditional careers can produce limited effects. A few social workers, for example, were first inspired to pursue their careers by George C. Scott, who played a social worker in the television drama series, "Eastside/Westside." But as a policy strategy to break down occupational segregation, changing media images of men is no panacea. The stereotypes that differentiate masculinity and femininity, and degrade that which is defined as feminine, are deeply entrenched in culture, social structure, and personality (Williams 1989). Nothing short of a revolution in cultural definitions of masculinity will effect the broad scale social transformation needed to achieve the complete occupational integration of men and women.

Of course, there are additional factors besides societal prejudice contributing to men's underrepresentation in female-dominated professions. Most notably, those men I interviewed mentioned as a deterrent the fact that these professions are all underpaid relative to comparable "male" occupations, and several suggested that instituting a "comparable worth" policy might attract more men. However, I am not convinced that improved salaries will substantially alter the sex composition of these professions unless the cultural stigma faced by men in these occupations diminishes. Occupational sex segregation is remarkably resilient, even in the face of devastating economic hardship. During the Great Depression of the 1930s, for example, "women's jobs" failed to attract sizable numbers of men (Blum 1991:154). In her

study of American Telephone and Telegraph (AT&T) workers, Epstein (1989) found that some men would rather suffer unemployment than accept relatively high paying "women's jobs" because of the damage to their identities this would cause. She quotes one unemployed man who refused to apply for a female-identified telephone operator job:

I think if they offered me \$1000 a week tax free, I wouldn't take that job. When I . . . see those guys sitting in there [in the telephone operating room], I wonder what's wrong with them. Are they pansies or what? (Epstein 1989: 577)

This is not to say that raising salaries would not affect the sex composition of these jobs. Rather, I am suggesting that wages are not the only—or perhaps even the major—impediment to men's entry into these jobs. Further research is needed to explore the ideological significance of the "woman's wage" for maintaining occupational stratification.³

At any rate, integrating men and women in the labor force requires more than dismantling barriers to women in male-dominated fields. Sex segregation is a two-way street. We must also confront and dismantle the barriers men face in predominantly female occupations. Men's experiences in these nontraditional occupations reveal just how culturally embedded the barriers are, and how far we have to travel before men and women attain true occupational and economic equality.

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3. Alice Kessler-Harris argues that the lower pay of traditionally female occupations is symbolic of a patriarchal order that assumes female dependence on a male breadwinner. She writes that pay equity is fundamentally threatening to the "male worker's sense of self, pride, and masculinity" because it upsets his individual standing in the hierarchical ordering of the sexes (1990:125). Thus, men's reluctance to enter these occupations may have less to do with the actual dollar amount recorded in their paychecks, and more to do with the damage that earning "a woman's wage" would weak on their self-esteem in a society that privileges men. This conclusion is supported by the interview data.

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