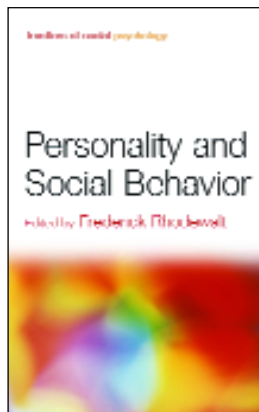


# Personality and Social Behavior

Edited by Frederick Rhodewalt, University of Utah

The study of the relationship between the person and the situation has had a long history in psychology. Many theories of personality are set on an interpersonal stage and many social phenomena are played out differently as the cast of characters change. At times the study of persons and situations has been contentious, however, recent interest in process models of personality and social interaction have focused on the ways people navigate, influence, and are influenced by their social worlds. *Personality and Social Behavior* contains a series of essays on topics where a transactional analysis of the person and situation has proved most fruitful. Contributions span the personality and social psychology spectrum and include such topics as new units in personality including contributions from neuroscience perspectives, social and interpersonal frameworks for understanding the self and self-esteem, and personality process analyses of romantic relationships, prejudice, health, and leadership. The volume is intended for graduate level readership.



## Contents

**1. Rhodewalt.** Personality and Social Behavior: An Overview. **2. Cervone.** Beyond Person and Situation Effects: Intraindividual Personality Architecture and Its Implications for the Study of Personality and Social Behavior. **3. Hogg.** Personality, Collective Identity and Social Context. **4. Rhodewalt & Peterson.** The Fragile Self: People Who Need People. **5. Andersen.** Contextual Variability in Personality: The Case of the Relational Self and the Process of Transference. **6. Downey.** The Rejection Sensitivity Dynamic: Linking Intrapersonal and Interpersonal Processes. **7. Rholes.** How Attachment Styles Work: Linking Styles to Outcomes. **8. Devine.** Personality, Prejudice, and Social Behavior. **9. Uchino.** Social Psychological Processes Linking Personality to Physical Health at Multiple Levels of Analysis. **10. Chemers.** Leaders and Leadership.

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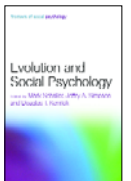


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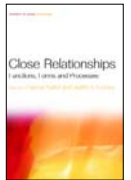


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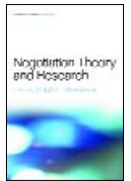


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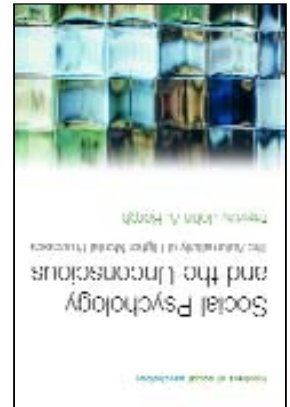
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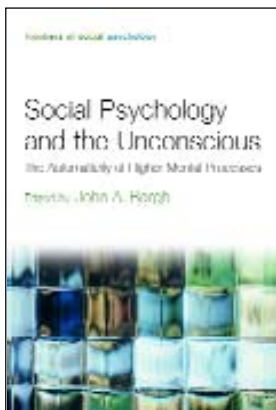
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# Frontiers of Social Psychology

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# Frontiers of Social Psychology

*Frontiers of Social Psychology* is a new series of social psychology books, which aims to bring together the very latest research in the discipline. Each volume focuses on a specific key area of social psychology and provides a comprehensive and up-to-date review of the latest empirical, theoretical and practical issues in that field. The Editors and contributors are internationally renowned scholars, whose work is at the cutting-edge of research. Each volume provides an overview and integration of the diverse perspectives that inform research in that particular domain. Thus, in response to the field's growing needs, these volumes are like a handbook covering a particular sub-area of social psychology, yet provide more focus and detail than is normally possible in traditional handbooks covering the whole of the discipline.

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Some of the key areas it covers include: *Social Cognition* ● *The Self* ● *Close Relationships* ● *Attitudes* ● *Persuasion* ● *Personality and Social Behavior* ● *Social Motivation* ● *Group Processes* ● *Intergroup Relations* ● *Social Neuroscience* ● *Stereotypes and Prejudice* ● *Social Communication* ● *Negotiation* ● *Social Judgments and Decision-making* ● *Political Psychology* ● *Psychology and Law* ● *Social Influence* ● *Goals* ● *Well-being* ● *Behavioral Economics* ● *Evolutionary Social Psychology* ● *Social Psychology and the Unconscious* ● *Consumer Behavior*.

New!

# Social Psychology and the Unconscious

## The Automaticity of Higher Mental Processes

Edited by John A. Bargh, Yale University

"This is a vital resource for anybody who wishes to uncover why it is that higher mental processes benefit so much from automatic processes." - *Peter Gollwitzer, Professor of Social-Personality Psychology, New York University*

"In this book John Bargh, social psychology's foremost 'guru' of automaticity, has assembled a blue-chip group of authors whose chapters provide state-of-the-art commentaries on what we have learned about automaticity and its effects in diverse domains of social life. Highly readable and enlightening, this book will be invaluable for researchers, teachers, and scholars throughout social psychology."

- *David L. Hamilton, Professor of Psychology, University of California, Santa Barbara*

This text offers a state-of-the-art review of the evidence and theory supporting the existence and the significance of automatic processes in our daily lives, with chapters by the leading researchers in this field today, across a spectrum of psychological phenomena from emotions and motivations to social judgment and behavior.

The volume provides an introduction and overview of these now central topics to graduate students and researchers in social psychology and a range of allied disciplines with an interest in human behavior and the unconscious, such as cognitive psychology, philosophy of mind, political science, and business.

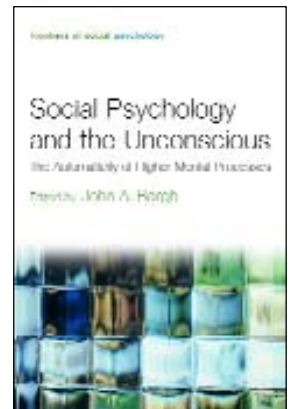
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Psychology Press

November 2006: 352pp

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 Psychology Press  
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New!

# Social Communication

Edited by Klaus Fiedler, University of Heidelberg, Germany

"This thoroughly modern collection of essays, written by masters in the field, is a decisive contribution to the social psychology of language and communication. It represents some of the most productive and generative research frontiers which, though necessarily diverse, have been superbly integrated by Fiedler. It is a landmark publication and truly deserves the title Social Communication." -*Sik Hung Ng, FRSNZ, Professor and Chair of Social Psychology, City University of Hong Kong*

"Why should social psychologists take an interest in communication? The essays in *Social Communication* offer a range of thoughtful and persuasive answers. These make the book essential reading for anyone interested in either social psychology or communication." - *Herbert H. Clark, Professor of Psychology, Stanford University*

The chapters in this volume focus on the tools and repertoires evolved by social communication in order to deal with this demanding trade-off. They represent prominent paradigms of current research at the interface of communication and social psychology, presented by leading scholars who have played crucial roles in the development of those paradigms.

*Social Communication* is essential reading for senior undergraduates, graduates, and researchers working in the field of social communication, language and social psychology, and related areas in social science such as communication science, linguistics, and gender studies.

## Contents

**1. Fiedler.** Frontiers of Research on Social Communication: Introduction and Overview. **Section I:** Communication Within and Between Groups and Cultures. **2. Kashima, Klein & Clark.** Grounding: Sharing Information in Social Interaction. **3. Wigboldus & Douglas.** Language, Stereotypes, and Intergroup Relations. **4. Conway & Schaller.** How Communication Shapes Culture. **5. Giles, Willemyns, Gallois & Anderson.** Accommodating a New Frontier: The Context of Law Enforcement. **6. Stahlberg, Braun, Irmen & Sczesny.** *Representation of the Sexes in Language.* **Section II:** Strategic Uses of Social Communication. **7. Erb & Bohner.** Social Influence and Persuasion: Recent Theoretical Developments and Integrative Attempts. **8. Wänke.** What is Said and What is Meant: Conversational Implicatures in Natural Conversations, Research Settings, Media, and Advertising. **9. Hollingshead, Jacobsohn & Beck.** Motives and Goals in Context: A Strategic Analysis of Information Sharing in Groups. **Section III:** Social Communication, Affect, and Behavior Regulation. **10. Bavelas & Gerwing.** Conversational Hand Gestures and Facial Displays in Face-to-Face Dialogue. **11. Vrij.** Deception: A Social Lubricant and a Selfish Act. **12. Chung & Pennebaker.** The Psychological Functions of Function Words. **Section IV:** Social Communication and Adaptive Behavior Regulation. **13. Snyder & Stukas.** Interpersonal Processes in Context: Understanding the Influence of Settings and Situations on Social Interaction. **14. G.R. Semin.** Linguistic Markers of Social Distance and Proximity. **15.** The Evolution of Language. **Corballis.** **16. Schober.** Epilogue: Language at the Heart of Social Psychology.

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New!

# The Science of Social Influence

## Advances and Future Progress

Edited by Anthony R. Pratkanis, University of California

The contributions to this volume capture the thrill of current work on social influence, as well as providing a tutorial on the scientific and technical aspects of this research. The volume teaches the student to

- Learn how to conduct lab, field and case research on social influence through example by leading researchers
- Find out about the latest discoveries including the status of research on every eighty social influence tactics, dissonance theory, conformity, and resistance to influence
- Discover how seemingly complex issues such as power, rumors, group and minority influence and norms can be investigated using the scientific method
- Apply knowledge to current influence campaigns to find out what works and does not.

*The Science of Social Influence* is the perfect core or complementary text for advanced undergraduate or graduate students in courses such as Attitudes and Attitude Change, Communications, Research Methods and, of course, Social Influence.

## Contents

**1. Pratkanis.** Social Influence Research. **2. Pratkanis.** Social Influence Analysis: An Index of Tactics. **3. Knowles & Riner.** Omega Approaches to Persuasion: Overcoming Resistance. **4. Aronson.** The Use of Dissonance in Self-persuasion. **5. Dolinski.** Emotional Seesaw. **6. Burger.** Fleeting Attraction and Compliance with Requests. **7. Goldstein & Cialdini.** Using Social Norms as a Lever of Social Influence. **8. Nail & MacDonald.** On the Development of the Social Response Context Model. **9. Struckman & Turner.** Social Influence in Groups. **10. De Dreu.** Minority Dissent, Attitude Change, and Group Performance. **11. DiFonzo & Bordia.** Toward a Dynamic Social Impact Theory of Rumors: Individual and Network Level Factors in Spread. **12. Kramer.** Self-defeating Influence Behavior: A Social Cognitive Analysis of Leader Misuse of Power. **13. Sagarin & Wood.** Resistance to Influence

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May 2007: 376pp  
Hb: 1-84169-426-6 ISBN13: 978-1-84169-426-9: **\$65.00 • £37.00**



Forthcoming

## The Self

Edited by Constantine Sedikides, University of Southampton, UK and Steven J. Spencer, University of Waterloo, Canada

This volume provides a cutting-edge exposition to research on the self. Sixteen authoritative overviews highlight the role of the self around four themes. The first theme is Brain and Cognition, which includes a social neuroscience perspective on the self, implicit self-cognition, the structure of the self, and autobiographical memory. The next theme is Motivation, in which chapters include social comparison, self-regulation, narcissism, and modesty. The third theme is Self-esteem and Emotions, covered by chapters on the measurement of self-esteem, terror management theory, sociometer theory, and self-conscious emotions. The final theme concerns the Interpersonal, Intergroup and Cultural Context, containing chapters on intimate relationships, social exclusion, the collective self, and culture.

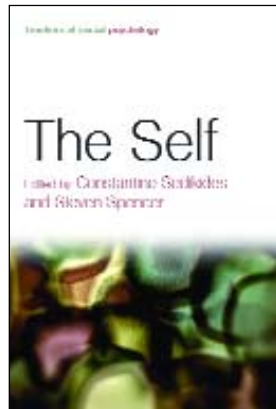
Throughout the volume, the exposition is both scholarly and accessible. It also offers critical assessments along with thoughtful discussions of challenges and problems ahead, as well as the generation of novel hypotheses. As such, the book aspires to influence the research agenda for several years to come.

*The Self* will serve as essential reference volumes for active researchers in the field, while being also appropriate for use as a textbook in advanced courses on the self.

### Contents

**Part I. Brain and Cognition.** 1. *Heatherston, Macrae & Kelley.* A Social Brain Sciences Approach to Understanding Self. 2. *Koole & DeHart.* Self-Affection without Self-Reflection. 3. *McConnell & Strain.* Content and Structure of the Self-Concept. 4. *Libby.* Autobiographical Memory. **Part II. Motivation.** 5. *Lockwood & Matthews.* The Self as a Social Comparer. 6. *Campbell & Foster.* The Narcissistic Self. 7. *Vohs & Schmeichel.* Self-Regulation. 8. *Sedikides, Gregg & Hart.* The Importance of Being Modest. **Part III. Emotions and Self-Esteem.** 9. *Tracy & Robins.* Self-Conscious Emotions. 10. *Arndt, Schimel & Cox.* A Matter of Life and Death. 11. *MacDonald.* Self-Esteem. 12. *Kwan & Mandisodza.* Self-Esteem. **Part IV. Interpersonal, Intergroup, and Cultural Context.** 13. *Carmichael, Tsai, Smith, Caprariello & Reis.* Self and Intimate Relationships. 14. *Twenge.* The Socially Excluded Self. 15. *Kim & Ko.* Culture and Self-Expression.

Psychology Press  
July 2007: 352pp  
Hb: 1-84169-439-8 ISBN13: 978-1-84169-439-9: \$65.00 • £37.00



Forthcoming

## Explorations in Political Psychology

Edited by Jon Krosnick and I-Chant Chiang, Stanford University

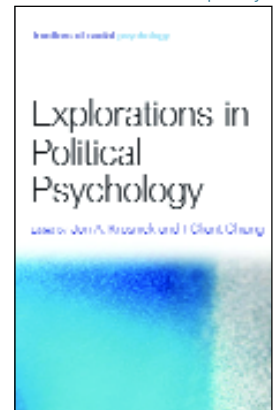
For more than 50 years, research in political psychology has illuminated the psychological processes underlying important political action, both by ordinary citizens and by political leaders. And as America has become increasingly engaged in thinking about politics since the turn of the century, exciting new work is being done by political psychologists to understand the contemporary functioning of government. *Explorations in Political Psychology* includes some of the most important new work.

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