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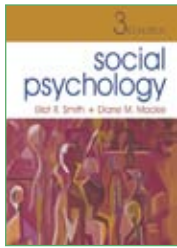
Textbooks

Social Psychology

Third Edition

Eliot R. Smith, University of Indiana, USA

Diane M. Mackie, University of California at Santa Barbara, USA



"In my view, Social Psychology, Third Edition, by Smith & Mackie, has many advantages over its competitors. It presents, and consistently reiterates, themes that operate across areas of social psychology, giving social psychology a "unified" feel that is often absent from other textbooks. Even more importantly, this is a text that does not treat social psychology as if it were intellectual candy, but instead presents a meaty, comprehensive, sophisticated, and nuanced view of the field. It manages to maintain intellectual rigor while maintaining a high standard of readability, often conveying and contextualizing findings in terms of engaging

real examples. In my opinion, this book is an excellent way to introduce people to the science of social psychology!" - John J. Skowronski, Northern Illinois University

"This book puts an end to the notion that social psychology constitutes a collection of loosely related topics. In a revolutionary organization of the field, Smith & Mackie identify the fundamental principles of human motivation, cognition, and behavior that form a common undercurrent for all of social psychology. Not only does this integrative approach present a more coherent view of the field, but it also encourages students to understand social psychology, rather than simply remember the facts." - Jeffrey W. Sherman, University of California, Davis

Social Psychology, Third Edition provides the only conceptually integrated undergraduate introduction to social psychology, offering a clear synthesis of the cognitive and social, and individual and group influences that shape social behavior.

This textbook offers comprehensive coverage of classic, contemporary, and emerging topics in social psychology. The focus is on underlying, unifying principles that operate across topics, rather than treatment of each topic in isolation, a focus that reflects the increasingly cross-disciplinary developments within and beyond psychology. An emphasis on research carried out in different parts of the world and a sensitivity to cross-cultural perspectives highlight the internationalization of the field in recent years. In addition, the text offers real-world applications of scientific principles to areas such as marketing, law, education, and health. Throughout, the discussion conceptually integrates the pervasive impact of social groups on all aspects of social behavior.

Extensive feedback from reviews of prior editions has helped make this third edition:

- Comprehensive, contemporary, and relevant to social psychology students' and instructors' needs. Effective and helpful pedagogical features include chapter summaries, margin glossaries, tables, graphs, and photographs
- An attractive student-friendly format, and a narrative by two leading scholars that is both lively and rigorous, make this text one of the most respected and acclaimed on the market
- This edition is supported by an extensive online Social Psychology Student Learning Program (SocSLP) and Instructor Resources, both of which are free of charge to qualifying adopters.

Contents

Preface. 1. What Is Social Psychology? 2. Asking and Answering Research Questions. 3. Perceiving Individuals. 4. The Self. 5. Perceiving Groups. 6. Social Identity. 7. Attitudes and Attitude Change. 8. Attitudes and Behavior. 9. Groups, Norms, and Conformity. 10. Norms and Behavior. 11. Liking and Loving. 12. Interaction in Groups. 13. Aggression and Conflict. 14. Helping and Cooperation. Glossary. References.

Student Resources

Social Psychology Student Learning Program (SocSLP)

Our online Social Psychology Student Learning Program (SocSLP) offers a unique approach to study.

The SocSLP is free of charge to departments adopting the textbook. Each chapter from *Social Psychology, Third Edition* is condensed into a summary version, providing an effective set of revision notes. These summary chapters enhance and emphasize the key elements of the book's content and cite page number references from the main text so students can easily look up the full information. They also provide an integrative framework for other interactive multimedia materials in the student resources package, including: interactive exercises; active reference links to key journal articles; revision multiple-choice question test banks; fill-in-the-blank questions; key-term definitions; case studies; research activities; and links to related websites. To see a demonstration chapter or to access the SocSLP, please visit www.smithandmackie.com.

Instructor Resources

We offer electronic Instructor Resources free of charge to instructors who recommend *Social Psychology, Third Edition*. These are available in English and in Dutch, and include:

- A multiple-choice question test bank covering the material in each chapter. The questions are provided in interactive format or as print on paper. Questions emphasize the understanding of underlying processes and principles, the application of chapter material to everyday life, and the assessment of factual knowledge.
- A complete chapter-by-chapter PowerPoint lecture course, including summary text and key figures. Lecture slides are highlighted with a color-coded key to illustrate themes, key terms, and applied issues.

In addition, the English version includes an Instructor's Manual which shows how each chapter builds on the themes and principles from earlier chapters, and suggests ways in which applications and cultural differences discussed in the text can be highlighted. It also provides extensive teaching resources, including extended outlines and handouts; lecture suggestions; discussion topics; classroom demonstrations; lists of related audiovisual materials; and further reading lists.

January 2007: 8x10: 688pp

Hb: 978-1-84169-408-5: \$100.00

Pb: 978-1-84169-409-2: \$59.95

www.smithandmackie.com

New!

Asian American Psychology

Current Perspectives

Nita Tewari, Independent Scholar, California, USA

Alvin N. Alvarez, San Francisco State University, California, USA (Eds.)



"What is needed is a textbook that has depth and breadth concerning Asian American issues and that can appeal to students. The field now has such a book. The depth in analysis of issues has not been sacrificed for breadth of topics. The chapters are written by some of the most distinguished Asian American scholars, young and old, in the nation ... Asian American Psychology: Current Perspectives is a major and unparalleled contribution to the field and to the education of students." - Stanley Sue, University of California, Davis, from the Foreword

"I have taught courses in Asian American Psychology for over fifteen years and would have welcomed a textbook such as this. ... I feel that this book fills a niche that needed to be filled ... It has both the breadth and depth necessary to be an excellent resource. Drs. Tewari and Alvarez have done a superb job of bringing together an outstanding group of scholars in the field of Asian American Psychology." - Mary Ann Takemoto, California State University, Long Beach

This is the first textbook written to welcome those who are new to Asian American psychology. Concepts and theories come to life by relating the material to everyday experiences and by including activities, discussion questions, exercises, clinical case studies, and internet resources. Contributions from the leading experts and emerging scholars and practitioners in the field – the majority of whom have also taught Asian American psychology – feature current perspectives and key findings from the psychological literature.

The book opens with the cornerstones of Asian American psychology, including Asian American history and research methods. Part 2 addresses how Asian Americans balance multiple worlds with topics such as racial identity, acculturation, and religion. Part 3 explores the psychological experiences of Asian Americans through the lens of gender and sexual orientation and their influence on relationships. Part 4 discusses the emerging experiences of Asian Americans, including adoptees, parachute kids, and multiracial Asian Americans. Part 5 focuses on social and life issues facing Asian Americans such as racism, academic and career development. The text concludes with an examination of the physical and psychological well-being of Asian Americans and avenues for coping and healing.

This ground-breaking volume is intended as an undergraduate/beginning graduate level introductory textbook on Asian American psychology taught in departments of psychology, Asian American and/or ethnic studies, counseling, sociology, and other social sciences. In addition, the clinical cases will also appeal to clinicians and other mental health workers committed to learning about Asian Americans.

Contents

Part 1. Foundation and Roots of Asian American Psychology. C.H. Liu, J. Murakami, S. Eap, G.C. Nagayama Hall, Who Are Asian Americans? F.T.L. Leong, A. Gupta, History and Evolution of Asian American Psychology. A. Saw, S. Okazaki, Research Methods. S.J. Lee, A.N. Wong, A.

Alvarez, The Model Minority and the Perpetual Foreigner. *L. Uba*, Critiques and the Future of Asian American Psychology. **Part 2. Balancing Multiple Worlds.** *B.S.K. Kim*, Acculturation and Enculturation of Asian Americans. *T. Chang, K. L.K. Kwan*, Asian American Racial and Ethnic Identity. *G.G. Ano, E.S. Mathew, M.A. Fukuyama*, Religion and Spirituality. *K. Nadal*, Colonialism. *G. Chen*, Managing Multiple Social Identities. **Part 3. Gender and Intimate Relationships.** *C.I. Hall*, Asian American Women. *D. K. Iwamoto, W.M. Liu*, Asian American Men and Asianized Attribution. *Y.B. Chung, A. Singh*, Lesbian, Gay, Bisexual, and Transgender Asian Americans. *G. Chen, S.C. Kim*, Sexuality. *M.K. Ahluwalia, L.A. Suzuki, M. Mir*, Dating, Partnerships, and Arranged Marriages. *B. Yee, J. Su, S.Y. Kim, L. Yancura*, Asian American and Pacific Islander Families. **Part 4. Next Generation.** *D. Hayashino, S.B. Chopra*, Parenting and Raising Families. *R.M. Lee, M. Miller*, History and Psychology of Adoptees in Asian America. *Y. Tsong, Y. Liu*, Parachute Kids and Astronaut Families. *K.L. Suyemoto, J. Tawa*, Multiracial Asian Americans. **Part 5. Social and Life Issues.** *A. Alvarez*, Racism: "It Isn't Fair". *G. Aoki, J.S. Mio*, Stereotypes and Media Images. *E.C. Wong, J.D. Kinzie, M. Kinzie*, Stress, Refugees and Trauma. *S.M. Lowe, A. Frank*, Discussion on Asian Americans and Their Academic and Career Development. *K. Chen, C.L. Philip*, Asian American Activism, Advocacy and Public Policy. **Part 6. Health and Well-being.** *S. Ladhani, S.H. Lee*, Physical Health and Wellness. *O. Meyer, M. Dhindsa, C. Gabriel, S. Sue*, Psychopathology and Clinical Issues with Asian American Populations. *K. Kawamura, T. Rice*, Body Image Among Asian Americans. *C. Yeh, A. Kwong*, Indigenous Healing and Coping. *N. Tewari*, Seeking, Receiving, and Providing Culturally Competent Mental Health Services.

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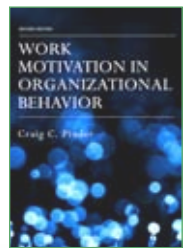
New Edition!

Work Motivation in Organizational Behavior

Second Edition

Craig C. Pinder

University of Victoria, Canada



"Astonishing – Craig Pinder's new edition is erudite, comprehensive, and beautifully written. Craig Pinder has written a new book in which he has contextualized the meaning and importance of work motivation theory in ways that make the materials both available and important. The book is essential reading for anyone who has scholarly interests in what work motivation means and is in today's global work place." - **Benjamin Schneider, University of Maryland**

"In 1998, Craig Pinder produced the 'gold standard' of work motivation textbooks. In this long awaited second edition, he has outdone himself. Pinder provides a thorough and critical review of the work motivation literature and he does so in engaging ways. The book is an absolute 'must read' for all those seeking a better understanding of this core organizational behavior topic." - **Arthur P. Brief, University of Utah**

This second edition of the best-selling textbook *Work Motivation in Organizational Behavior* provides an update of the critical analysis of the scientific literature on this topic, and provides a highly integrated treatment of leading theories, including their historical roots and progression over the years. A heavy emphasis is placed on the notion that behavior in the workplace is determined by a mix of factors, many of which are not treated in texts on work motivation (such as frustration and violence, power, love, and sex). Examples from current and recent media events are numerous, and intended to illustrate concepts and issues related to work motivation, emotion, attitudes, and behavior.

Contents

Porter, Foreword. **Part 1. How Theories of Work Motivation are Developed.** Work Motivation, Productivity, and the Economy. Methods of Inquiry in Work Motivation Theory and Research. **Part 2. Alternative Models of Human Functioning.** Human Nature: Needs and Values as Motives at Work. Human Nature: Affect and Emotions as Motives to Work. Power, Love, and Sex as Motives at Work. Social Motivation and Self-esteem at Work. Job Design as a Contextual Source of Work Motivation. Causes and Consequences of Frustration at Work. **Part 3. Concepts of Work Motivation and Ultimate Determinants of Behavior.** Beliefs, Attitudes, and Intentions. Human Reactions to Work, Jobs, and Organizations. Equity, Fairness, and Justice Motives Related to Work. Expectancy-valence Theories of Work Motivation. Goal-directed Theories. **Part 4. Views of "Work Motivation" and Work Behavior.** Learning, Behavior Control, Social-Cognitive Theory, and Self-management. **Part 5. Summary and Evaluation of Progress.** Profit, Slaves, and Hopes for Strawberry Fields of the Future.

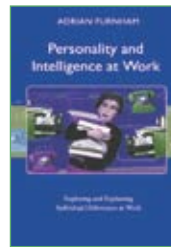
July 2008: 7x10: 600pp
Hb: 978-0-8058-5604-0: \$69.95

Personality and Intelligence at Work

Exploring and Explaining Individual Differences at Work

Adrian Furnham

University College, London, UK



"This book combines a fine blend of recent research and relevant theory with illuminating illustrative examples from the world of work. This text will be of value not just to students of psychology, but also to managers who will glean interesting insights into the thoughts, attitudes and behaviour of their employees." - **Owen Hargie, University of Ulster**

"This book provides an up-to-date review of current work on trait psychology in the workplace. It is accessible and easy to read for both the student and the busy manager. The author does not duck away from controversial issues and in fact, his views on these add spice to the debate." - **Elizabeth Chell, University of Southampton**

Personality and Intelligence at Work examines the increasingly controversial role of individual differences in predicting and determining behaviour at work. It combines approaches from organizational psychology and personality theory to critically examine the physical, psychological and psychoanalytic aspects of individual differences, and how they impact on the world of work.

Topics covered include the role of IQ at work as the best predictor of success, but also the importance of increasingly recognized social intelligences such as emotional intelligence (EQ). The significance of personality traits and the impact of temperaments on work performance are also examined, and the methods used to assess work behaviour and potential are reviewed. Psychological tests, which measure personality traits, are questioned as accurate predictors of behaviour at work, alongside other factors such as job satisfaction, productivity, absenteeism and turnover.

This thoroughly revised and updated edition of *Personality at Work* provides a comprehensive review of the relevant literature from psychology, sociology and management science. It will be of interest to students of organizational psychology and business and management studies, as well as HR professionals.

Contents

T. Judge, Foreword. Preface. 1. Individual Differences at Work. 2. Methods to Assess Work Behaviour and Potential. 3. Personality Testing in the Work Place. 4. Types and Temperaments at Work. 5. Personality Disorders at Work. 6. Cognitive Ability at Work. 7. The Social Intelligences at Work. 8. Creativity at Work. 9. Attitudes, Beliefs, Styles and Values at Work. 10. Integrity and Honesty at Work. 11. Competency at Work. 12. The Future of Differential Psychology and Assessment and Selection.

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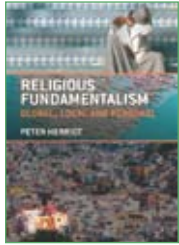
New!

Religious Fundamentalism

Global, Local and Personal

Peter Herriot

University of Surrey, UK



"Peter Herriot has written a remarkably comprehensive study of fundamentalism around the world. His work is comprehensive, scholarly, yet wonderfully readable. Names and movements such as Al-Qaida, Gush Emunim, Sayeed Qutb and Jack Straw and the niqab are presented in provocative case studies that illuminate fundamentalism from a global, local, and personal perspective." – **Ralph W. Hood Jr., University of Tennessee at Chattanooga**

"The beginning of the twenty-first century has witnessed the resurgence of fundamentalism in all faiths. As scholars of religion have sought to explore and explain the phenomenon

with increasing acuity, a number of fresh and dynamic approaches to the study of fundamentalist beliefs and behaviour have emerged. Peter Herriot's excellent and exemplary investigation is part of the new elite of scholarly endeavour that illuminates and enriches the study of fundamentalism. He engages with the phenomenon broadly, deeply and wisely, providing an accessible yet scholarly account of global religious fundamentalism. This is an outstanding book which makes a highly significant contribution to research and reflection in a growing and rich arena of study." – **Rev. Canon Professor Martyn Percy, Ripon College, Oxford**

How does a religious fundamentalist come to embrace a counter-cultural world view?

Fundamentalism can be analysed from a variety of perspectives. It is a type of belief system which enables individuals to make sense of their lives and provides them with an identity. It is a social phenomenon, in which strictly religious people act according to the norms, values, and beliefs of the group to which they belong. It is a cultural product, in the sense that different cultural settings result in different forms of fundamentalism. And it is a global phenomenon, in the obvious sense that it is to be found everywhere, and also because it is both a reaction against, and also a part of, the globalising modern world.

Religious Fundamentalism deals with all of these four levels of analysis, uniquely combining sociological and psychological perspectives, and relating them to each other. Each chapter is followed by a lengthy case study, and these range from a close textual analysis of President George W. Bush's second inaugural speech through to a treatment of Al-Qaida as a global media event.

This book provides a comprehensive social scientific perspective on a subject of immense contemporary significance, and should be of use both to university students and also to students of the contemporary world.

Contents


Introduction. 1. Fundamentalism is Global. Case Study: Al-Qaida: A Global Fundamentalist Movement. 2. Cultures and Fundamentalisms. Case Study: Civil and Fundamentalist Religion in Bush's America. 3. Fundamentalisms as Social Movements. Case Study: Gush Emunim: A Nationalist Fundamentalist Movement. 4. Fundamentalist Organisations. Case Study: The Home School Movement and its Organisations. 5. Groups of Fundamentalists. Case Study: Islamic Terrorist Cells. 6. A Central Identity. Case Study: Sayeed Qutb: Ideologue and Martyr. 7. Fundamentalist Beliefs: Process and Contents. Case Study: Reconstructionism: The Theology of Dominion. 8. Fundamentalist Values and Attitudes. Case Study: Friends of their Enemy's Enemy: The Neturei Karta. 9. Fundamentalist Behaviour: Its Effect on Them and Us. Case Study: Different Perspectives: Jack Straw and the Niqab. 10. Fundamentalism is Very Different. Bibliography.

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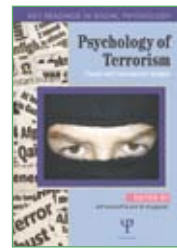
Psychology of Terrorism

Classic and Contemporary Insights

Jeff Victoroff, University of Southern California, USA

Arie W. Kruglanski, University of Maryland, USA (Eds.)

Key Readings in Social Psychology Series



Substate terrorism now represents one of the gravest threats to human civilizations. As the frequency of interstate wars has declined since the end of WWII, terrible violence against innocent civilians is increasingly perpetrated by non-state groups with extreme agendas and virtually no restraints. Why do people become terrorists? Are terrorists crazy? Simply evil? Normal people driven to extremes? What social factors and tensions are most likely to provoke terrorist behaviors? And how can we use our rapidly growing understanding of the psychology of terrorism to anticipate the coming attacks and protect the international community?

Psychology of Terrorism is a definitive collection of the best classic and contemporary writings about the mind of the terrorist. Carefully selected by a panel of world-renowned authorities for value and readability, this collection provides the reader with deep knowledge and unique insights into the ideas, feelings, and social influences of modern terrorist groups. General readers who wish to understand this deadly phenomenon, students and scholars of human psychology or political science, and decision makers facing the challenge of designing effective counterterrorism policies will enjoy and profit from these essential readings and the inescapable conclusion they suggest: by ignoring the psychology of terrorism, Western nations have been making grave errors in the so-called war on terrorism. Understanding the deep roots of terrorist behaviors gives us tools that are absolutely vital to any effort in reducing this escalating threat.

Contents

Introduction. **Section 1. What is Terrorism and How Can Psychology Explain It?** *Iviansky*, Individual Terror: Concept and Typology. *Reich*, Understanding Terrorist Behavior: The Limits and Opportunities of Psychological Inquiry. *Kruglanski, Fishman*, The Psychology of Terrorism: "Syndrome" versus "Tool" Perspectives. *Victoroff*, The Mind of the Terrorist: A Review and Critique of Psychological Approaches. **Section 2. Why Would One Want to Become a Terrorist? On Terrorists' Personalities and Motivations.** *Silke*, Cheshire-cat Logic: The Recurring Theme of Terrorist Abnormality in Psychological Research. *Post, Sprinzak, Denny*, The Terrorists in Their Own Words: Interviews with Thirty-five Incarcerated Middle Eastern Terrorists. *Moghadam*, Palestinian Suicide Terrorism in the Second Intifada: Motivations and Organizational Aspects. *Atran*, Genesis of Suicide Terrorism. *Pape*, The Strategic Logic of Suicide Terrorism. *Pedahzur, Perliger, Weinberg*, Altruism and Fatalism: The Characteristics of Palestinian Suicide Bombers. **Section 3. Why Would One Want to Become a Terrorist? On Possible Economic or Political Origins of Terrorism.** *Krueger, Maleckova*, Does Poverty Cause Terrorism? *Li*, Does Democracy Promote or Reduce Transnational Terrorist Incidents? *Reinares*, Who are the Terrorists? Analyzing Changes in Sociological Profile Among Members of ETA. **Section 4. Why Would Terrorists Enjoy Wide Popular Support?** *Levin, Henry, Pratto, Sidanius*, Social Dominance and Social Identity in Lebanon: Implications for Support of Violence Against the West. *Sidanius, Henry, Pratto, Levin*, Arab Attributions for the Attack on America. *Pyszczynski, Abdollahi, Solomon, Greenberg, Cohen, Weise*, Mortality Salience, Martyrdom, and Military Might: The Great Satan versus the Axis of Evil. **Section 5. How Does One Become a Terrorist? Social Psychological Factors in Terrorism.** *della Porta*, Recruitment Processes in Clandestine Political Organizations: Italian Leftwing Terrorism. *Sprinzak*, The Psychopolitical Formation of Extreme Left Terrorism in a Democracy: The Case of the Weathermen. *McCauley, Segal*, Social Psychology of Terrorist Groups. *Merari, Friedland*, Social Psychological Aspects of Political Terrorism. *Sageman*, Understanding Terror Networks. **Section 6. Is Terrorism Rational? A Logical Perspective on Terrorism.** *Crenshaw*, The Logic of Terrorism: Terrorist Behavior as a Product of Strategic Choice. *Sandler, Tschirhart, Cauley*, A Theoretical Analysis of Transnational Terrorism. **Section 7. Is Terrorism Evil?** *Wardlaw*, Justifications and Means: The Moral Dimension of State-sponsored Terrorism. *Juergensmeyer*, Islam's "Neglected Duty". **Section 8. How Can Terrorism Be Overcome?** *Atran*, Soft Power and the Psychology of Suicide Bombing. *Hafez, Hatfield*, Do Targeted Assassinations Work? A Multivariate Analysis of Israel's Controversial Tactic During al-Aqsa Uprising. *Kaplan, Mintz, Mishaal, Samban*, What Happened to Suicide Bombings in Israel? Insights from a Terror Stock Model.

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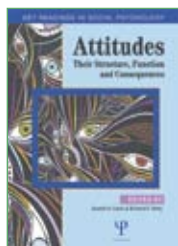
Attitudes

Their Structure, Function and Consequences

Russell H. Fazio & Richard E. Petty (Eds.)

Ohio State University, USA

Key Readings in Social Psychology Series



The study of likes and dislikes – what social psychologists refer to as “attitudes” – has been a central focus of the field for decades. What are attitudes? How can we study and measure them scientifically? How are they formed and changed? Of what functional value, if any, are they? How do they come to influence our attention, perception, judgments, and behavior? These are among the questions that have spurred social psychological research on attitudes, and they are among the issues addressed in this volume.

The articles reprinted in this collection represent noteworthy developments in the field’s understanding of attitudes. Together, the readings provide a representative and broad coverage of the literature, illustrating well what the field has come to learn about the structure, function, and consequences of attitudes.

Contents

R.E. Petty, R.H. Fazio, Preface. **Section A. Conceptualizing Attitudes.** M.P. Zanna, J.K. Rempel, Attitudes: A New Look at an Old Concept. R.H. Fazio, D.M. Sanbonmatsu, M.C. Powell, F.R. Kardes, On the Automatic Activation of Attitudes. **Section B. Measurement of Attitudes.** L.L. Thurstone, Attitudes Can Be Measured. N. Schwarz, Self-reports: How the Questions Shape the Answers. J.T. Cacioppo, R.E. Petty, M.E. Losch, H.S. Kim, Electromyographic Activity over Facial Muscle Regions Can Differentiate the Valence and Intensity of Affective Reactions. R.H. Fazio, J.R. Jackson, B.C. Dunton, C.J. Williams, Variability in Automatic Activation as an Unobtrusive Measure of Racial Attitudes: A Bona Fide Pipeline? A.G. Greenwald, D.E. McGhee, J.L.K. Schwartz, Measuring Individual Differences in Implicit Cognition: The Implicit Association Test. **Section C. Affective, Cognitive, and Behavioral Bases of Attitudes.** M.J. Fishbein, An Investigation of the Relationship between Beliefs about an Object and the Attitude toward that Object. R.B. Zajonc, Feeling and Thinking: Preferences Need No Inferences. S. Chaiken, M.W. Baldwin, Affective-Cognitive Consistency and the Effect of Salient Behavioral Information on the Self-perception of Attitudes. G. Haddock, M.P. Zanna, V.M. Esses, Assessing the Structure of Prejudicial Attitudes: The Case of Attitudes toward Homosexuals. I.R. Newby-Clark, I. McGregor, M.P. Zanna, Thinking and Caring about Cognitive Inconsistency: When and for Whom Does Attitudinal Ambivalence Feel Uncomfortable? **Section D. Functions of Attitudes.** D. Katz, The Functional Approach to the Study of Attitudes. M. Snyder, K.G. DeBono, Appeals to Image and Claims about Quality: Understanding the Psychology of Advertising. R.E. Petty, D.T. Wegener, Matching Versus Mismatching Attitude Functions: Implications for Scrutiny of Persuasive Messages. S. Fein, S.J. Spencer, Prejudice as Self-image Maintenance: Affirming the Self through Derogating Others. R.H. Fazio, J. Blascovich, D.M. Driscoll, On the Functional Value of Attitudes: The Influence of Accessible Attitudes upon the Ease and Quality of Decision Making. T.D. Wilson, J.W. Schooler, Thinking Too Much: Introspection Can Reduce the Quality of Preferences and Decisions. **Section E. Impact on Perception and Judgment.** A.H. Hastorf, H. Cantril, They Saw a Game: A Case Study. C.G. Lord, L. Ross, M.R. Lepper, Biased Assimilation and Attitude Polarization: The Effects of Prior Theories on Subsequently Considered Evidence. M. Ross, C. McFarland, G.J.O. Gletcher, The Effect of Attitude on the Recall of Personal Histories. D.R. Roskos-Ewoldsen, R.H. Fazio, On the Orienting Value of Attitudes: Attitude Accessibility as a Determinant of an Object’s Attraction of Visual Attention. P.D. Sweeney, K.L. Gruber, Selective Exposure: Voter Information Preferences and the Watergate Affair. **Section F. Impact on Behavior.** R.T. LaPiere, Attitudes versus Actions. C.G. Lord, M.R. Lepper, D. Mackie, Attitude Prototypes as Determinants of Attitude-Behavior Consistency. I. Ajzen, M. Fishbein, Attitudinal and Normative Variables as Predictors of Specific Behaviors. R.H. Fazio, C.J. Williams, Attitude Accessibility as a Moderator of the Attitude-Perception and Attitude-Behavior Relations: An Investigation of the 1984 Presidential Election.

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Social Comparison Theories

Diederik A. Stapel, University of Groningen, The Netherlands

Hart Blanton, Texas A&M University, USA (Eds.)

Key Readings in Social Psychology Series



Self-perception and behavior do not occur in a social vacuum: who we are, and what we do, is often a function of what other people are and do. Others can inform us of who we are (“I am the only sane person here”), or where we stand (“I am quite intelligent compared to him”); others can inspire us (“I want to be like her”), or discourage us (“I can never be like her”). In effect, social comparison is a fundamental process of self-conception through the perception of others-self, as it is identified with others.

Social Comparison Theories: Key Readings offers a core and comprehensive collection of readings that focus on the motivations and mechanisms underlying social comparison effects, the role of social comparison processes in everyday life, the similarities and differences between interpersonal and inter-group social comparisons, and the strategies people employ to disregard detrimental social comparison outcomes. This volume of works shows the wide range of topics that concern social comparisons researchers and also the shared beliefs that bind them together.

Selected Contents (for full table of contents please see series website)

Blanton, Stapel, Introduction to the History of Social Comparison. 1. Festinger. 2. Comparison Motives: Classic Statements. 3. Threats and Inspiration. 4. Breakdowns in Comparison. 5. Implications in Everyday Life. 6. Social Identity and Reference Group Comparisons. 7. Social Cognition.

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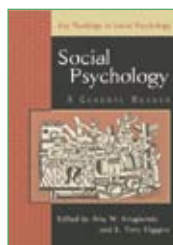
Social Psychology

A General Reader

Arie Kruglanski, University of Maryland, USA

E. Tory Higgins, Columbia University, USA (Eds.)

Key Readings in Social Psychology Series



The articles in this volume have been selected on the basis of their readability, accessibility, and brevity. They include not only highly influential papers which have had an outstanding impact on the field, but also papers that showcase important social psychological principles. Each article in the anthology is followed by a list of suggested readings that round out the picture and convey a good sense of the substantive issues, approaches and methods that characterize a given domain of study. This reader will provide an invaluable resource for undergraduates and postgraduates of social psychology.

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New Edition!

Attitudes and Attitude Change

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Social Psychology: A Modular Course Series

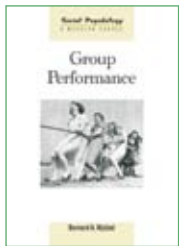
The new edition of this highly regarded textbook provides the student with a comprehensive and accessible introduction to the basic issues in the psychological study of attitudes. Drawing on research from Europe and the USA, it presents up-to-date coverage of the key issues that will be encountered in this area, including attitude formation and change, functions of attitudes, attitude measurement, attitudes as temporary constructs, persuasion processes and prediction of behaviour from attitudes.

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New!

Group Performance

Bernard A. Nijstad
University of Amsterdam, The Netherlands
Social Psychology: A Modular Course Series



People interact and perform in group settings in all areas of life. Organizations and businesses are increasingly structuring work around groups and teams. Every day, we work in groups such as families, friendship groups, societies and sports teams, to make decisions and plans, solve problems, perform physical tasks, generate creative ideas, and more.

Group Performance outlines the current state of social psychological theories and findings concerning the performance of groups. It explores the basic theories surrounding group interaction and development and

investigates how groups affect their members. Bernard Nijstad discusses these issues in relation to the many different tasks that groups may perform, including physical tasks, idea generation and brainstorming, decision making, problem solving and making judgements and estimates. Finally, the book closes with an in-depth discussion of the context in which groups interact and perform.

Offering an integrated approach, with particular emphasis on the interplay between group members, the group task, interaction processes and context this book provides a state of the art overview of social psychological theory and research. It will be highly valuable to undergraduates, graduates and researchers in social psychology, organizational behavior and business.

Contents

Part 1. Introduction. Studying Groups. Basic Group Processes. An Integrative Framework of Group Performance. Co-action and Audience Effects. Part 2. Task Types and Group Performance. Additive Tasks: When All Inputs Count. Disjunctive Tasks: When the Best Member Counts. Conjunctive and Compensatory Tasks. Part 3. Groups in Context. Teamwork and Leadership. Contextual Effects on Group Performance. Conclusion.

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Psychology of Emotion

Interpersonal, Experiential, and Cognitive Approaches

Paula M. Niedenthal, Université Blaise Pascal, France; Silvia Krauth-Gruber & François Ric, Université René Descartes, France

Principles of Social Psychology Series



"Questions about emotion strike to the heart of what psychology is all about, and are as old as psychological science itself. A century-worth of disagreements continue over how an emotion is to be defined, and how it functions in the economy of the mind and behavior, making it a challenge to write a book covering the study of emotion in all of its forms. This book, however, really delivers. Niedenthal and her colleagues have produced an easy-to-read, well-written text that maps much of the scientific terrain of emotion research in a comprehensive and accessible manner. They provide an admirable degree of integration with a multitude of

theoretical perspectives, and offer a balanced summary of even the most hotly debated questions, making this book an essential guide for anyone who wants to be educated in the science of emotion." - Lisa Feldman Barrett, Boston College

"This book is a very welcome addition to the already existing textbooks on emotions, because it provides an in-depth overview of the cognitive and social approaches to the study of emotions. The authors have done an excellent job in integrating empirical research and theories on emotions and I am confident that this book will become a standard textbook. Because it raises new questions, and provides original insights, the book will be a challenge for both students and teachers." - Agneta Fischer, The University of Amsterdam

This textbook discusses fundamental issues in the definition and measurement of emotion, including: conscious and unconscious processes; the ways in which emotions arise in, and are constrained by, social situations and social processes; the regulation and sharing of emotion and their effects of mental health; and the manner in which culture (including subculture) shapes or moderates some of these processes.

The book also focuses on the component processes of emotion, their functions, and the ways in which these interact with the social environment. Rather than deny either that emotions are biologically determined or that they are culturally created or shaped, both biology and social situation are treated as important forces in the elicitation and the experience of emotion.

Each section of the book is structured around specific approaches or models, and the precise questions that they were constructed to address. The theories and models are also placed in their historical context. Discussion of the different approaches is elaborated by summaries of the extant scientific evidence, as well as examples of specific experiments or studies that were designed to evaluate the question. Timely, engaging real-world examples are used from a variety of international contexts.

The pedagogic features, including concise introductions and summaries, discussion questions, and suggested readings, have been incorporated into the volume, making this an ideal text for a course of Emotion, which can be found as an option within many social psychology and cognitive psychology courses.

Contents

1. What are Emotions and How are They Studied? 2. Structure and Function of Emotion. 3. Self-conscious Emotions. 4. Facial Expression of Emotion. 5. Regulation of Emotions. 6. Emotion in Social Cognition. 7. Emotion and Group Processes. 8. Gender Differences in Emotion Processes. 9. Emotion and Culture. References.

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Social Psychology of Culture

Chi-Yue Chiu & Ying-Yi Hong

University of Illinois at Urbana-Champaign, USA

Principles of Social Psychology Series



"This is truly a unique book. Written in a manner that is engaging and accessible to a broad audience, Social Psychology of Culture effectively weaves together theory and concrete illustrations of cultural influences on thought and behavior. The result is a comprehensive review that simultaneously advances our understanding of culture, and of social psychology. Kudos to the authors for a remarkable piece of scholarship." - **Marilynn B. Brewer, Ohio State University**

"This volume provides comprehensive coverage of fundamental issues and applications in a balanced and extremely readable manner. A definite must for any course on the social psychology of culture." - **Gün R. Semin, Free University Amsterdam**

As the speed of globalization accelerates, world cultures are more closely connected to each other than ever before. But what exactly is culture? It seems to be involved in all psychological processes, but can its psychological consequences be studied scientifically? How can cultural differences be described without reifying culture and reinforcing cultural stereotypes? Culture and mind constitute each other, but how? Why do humans need culture? How did the evolution of the mind enable the development of human culture? How does participation in culture transform the mind, and how does the mind process and apply culture? How may culture become a resource for pursuing valued goals, and how does culture become part of the self? How do culture travelers navigate cultures and negotiate multiple cultural identities?

The authors of this volume offer a refreshing theoretical perspective and organize seemingly disparate research evidence into a coherent body of psychological knowledge. With its accessible language and lively narrative, this volume engages its readers in an intellectual journey through the fascinating research literatures in psychology, anthropology, and the cognate disciplines.

This book will make an ideal textbook for senior undergraduate and graduate courses on psychology and culture, cultural studies, cognitive anthropology, and intercultural communication.

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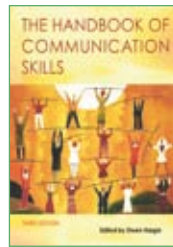
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The Handbook of Communication Skills

Third Edition

Owen Hargie (Ed.)

University of Ulster, UK



"In this new updated edition of The Handbook of Communication Skills, Owen Hargie presents twenty chapters on both the theory and practice of communication skills. The book is well written: clear and pacy. It is also impressively erudite, with up-to-date references that do not in any way overburden the text. A most welcome contribution!" - **Peter Bull, University of York**

"In this book readers will find 'everything they want to know about communication but never dared to ask'. This book clearly explains that the way one communicates is not innate, but can be learnt. The Handbook has become a standard work for all who are engaged in communication skills training." - **Henk T. van der Molen, Erasmus University Rotterdam**

The Handbook of Communication Skills is recognised as one of the core texts in the field of communication. This thoroughly revised and updated third edition arrives at a time of considerable growing interest in this area, with recent research showing the importance of communication skills for success in many walks of life. The book's core principle, that interpersonal communication can be conceptualized as a form of skilled activity, is examined in detail and a comprehensive transactional model of skilled communication is presented, which takes into account current conceptual and research perspectives.

This book provides a comprehensive analysis of research, theory and practice in the key skill areas of communication, such as non-verbal communication, persuasion, leadership, assertiveness, self-disclosure, listening and negotiation. Each chapter is written by a recognised authority in that particular specialism, among them world leaders in their particular fields. In the ten years since the last edition, a large volume of research has been published and the text has been comprehensively updated by reviewing this wealth of data. In addition a new chapter on persuasion has been added – one of the areas of most rapid growth in social psychology and communication.

The Handbook of Communication Skills represents the most significant single contribution to the literature in this domain. It will be of continued interest to researchers and students in psychology and communication, as well as in a variety of other contexts, from vocational courses in health, business and education, to many others such as nursing and social work whose day-to-day work is dependent on effective interpersonal skills.

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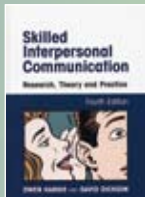


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Fundamentals of Psychology

Michael Eysenck

Royal Holloway, University of London, UK



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"Twenty years ago Eysenck revolutionized the teaching of cognitive psychology with his most helpful Handbook in which thoroughness was combined with clarity of exposition. In the present book the author repeats this achievement for general psychology. Eysenck has ... picked out the most interesting and inspiring illustrations of the topics typically included in introductory books ... On every other page I came across a new study, a new insight or a new twist, which I ticked for future use in my lectures." - **Marc Brysbaert, Ghent University**

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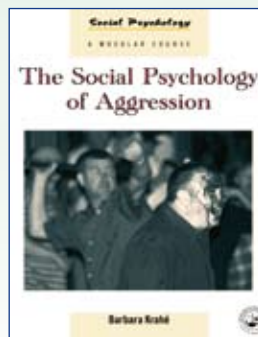
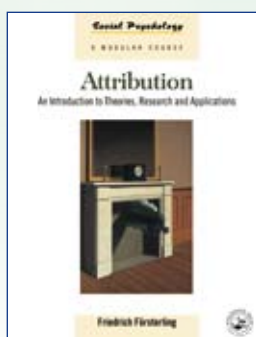
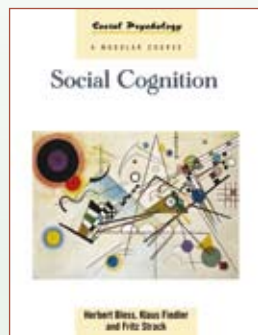
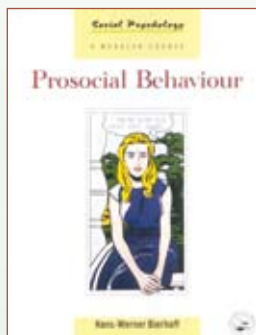
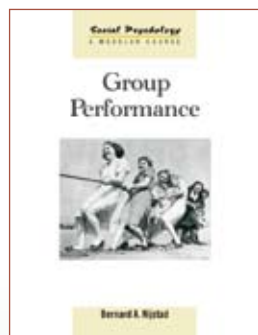
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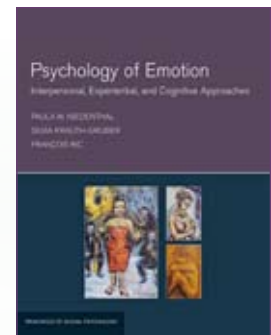
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Key Readings in Social Psychology

Series Editor: **Arie W. Kruglanski**, University of Maryland at College Park, USA

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"Given the need to be selective and to provide a coherent perspective on each theme within a single book, the editors have generally tackled a difficult brief extremely well. The breadth and depth make a volume suitable for use in many final-year and Masters degree courses in social psychology. It also provides an ideal introduction to top-level original research articles that should motivate students to pursue the current literature in a more targeted way. This is an excellent series that will provide an invaluable compendium of the themes that have dominated the 20th Century." - **Diane Houston, University of Kent, in the Times Higher Education Supplement**

The aim of the series is to make available to senior undergraduate and graduate students key articles in each area of social psychology in an attractive, user-friendly format. Many professors want to encourage their students to engage directly with research in their fields, yet this can often be daunting for students coming to detailed study of a topic for the first time. Moreover, declining library budgets mean that articles are not always readily available, and course packs can be expensive and time-consuming to produce.

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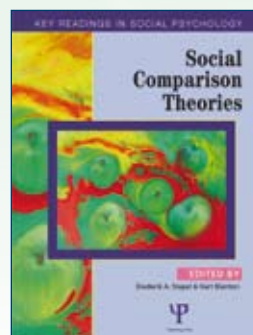
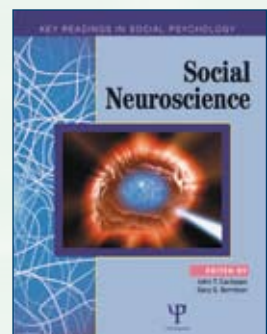
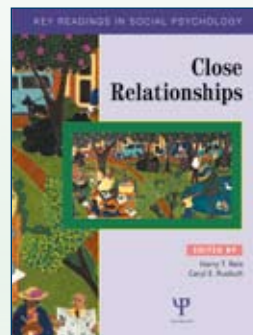
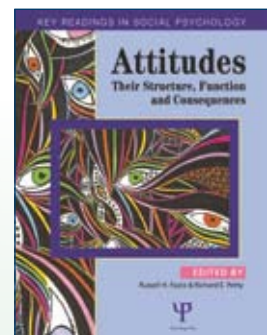
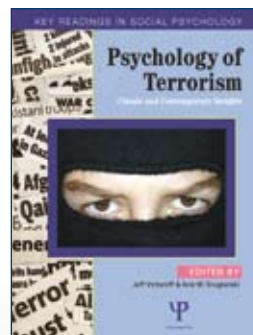
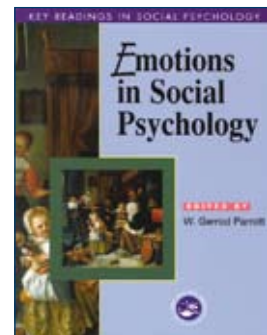
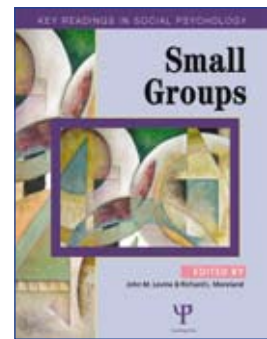
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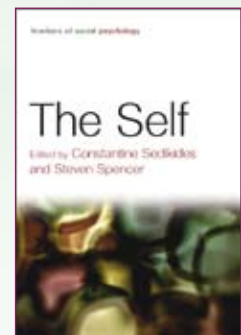
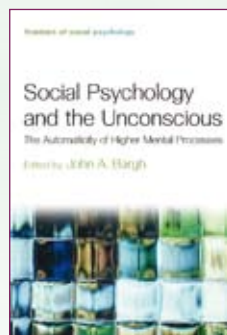
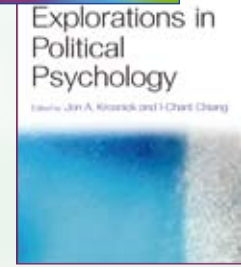
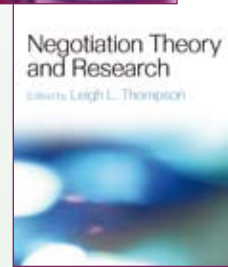
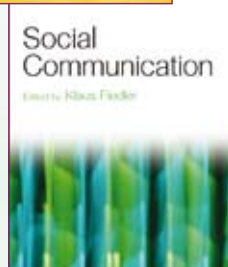
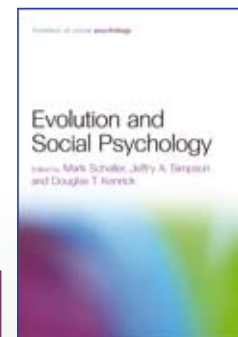
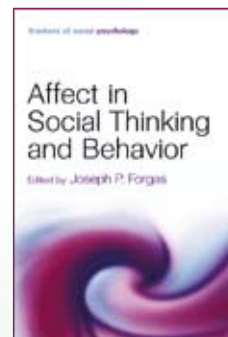
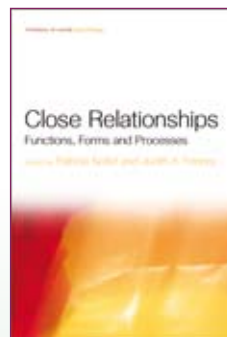
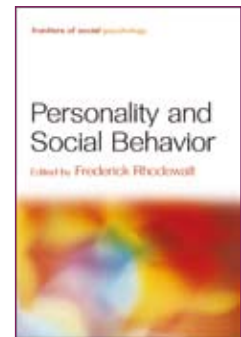
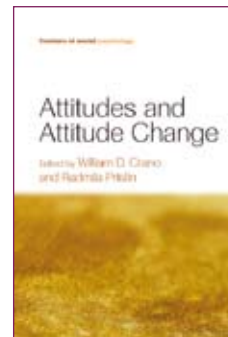
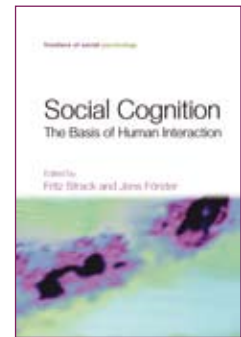
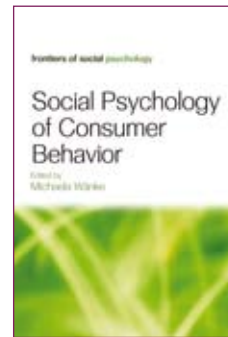
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