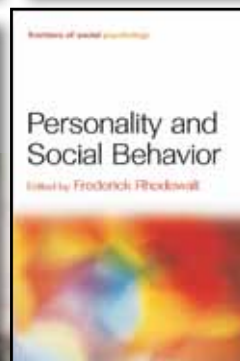
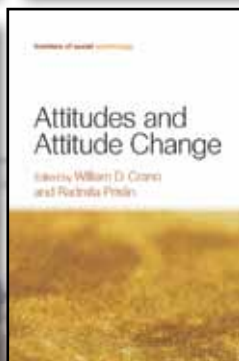
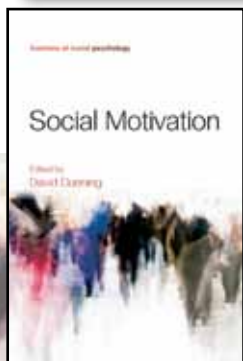
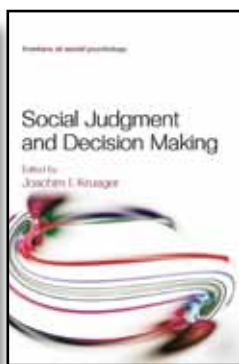
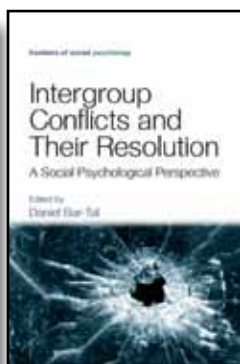
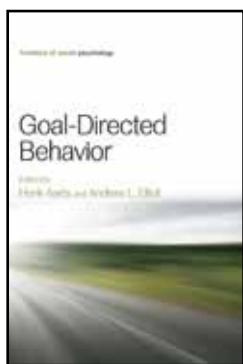



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# TABLE OF CONTENTS

Social Judgment and Decision Making, <i>Krueger, Ed.</i> .....	4
Social Metacognition, <i>Briñol &amp; DeMarree, Eds.</i> .....	5
Goal-Directed Behavior, <i>Aarts &amp; Elliot, Eds.</i> .....	6
Intergroup Conflicts and Their Resolution, <i>Bar-Tal, Ed.</i> .....	7
Social Motivation, <i>Dunning, Ed.</i> .....	8
Social Cognition, <i>Strack &amp; Förster, Eds.</i> .....	9
Attitudes and Attitude Change, <i>Crano &amp; Prislin, Eds.</i> .....	10
Personality and Social Behavior, <i>Rhodewalt, Ed.</i> .....	11
Social Psychology of Consumer Behavior, <i>Wänke, Ed.</i> .....	12
The Science of Social Influence, <i>Pratkanis, Ed.</i> .....	13
The Self, <i>Sedikides &amp; Spencer, Eds.</i> .....	14
Social Communication, <i>Fiedler, Ed.</i> .....	15
Social Psychology and the Unconscious, <i>Bargh, Ed.</i> .....	16
Affect in Social Thinking and Behavior, <i>Forgas, Ed.</i> .....	17
Close Relationships, <i>Noller &amp; Feeney, Eds.</i> .....	18
Evolution and Social Psychology, <i>Schaller et al., Eds.</i> .....	19
Negotiation Theory and Research, <i>Thompson, Ed.</i> .....	20
Group Processes, <i>Levine, Ed.</i> .....	21
Stereotyping and Prejudice, <i>Stangor &amp; Crandall, Eds.</i> .....	21
Social Psychology Journals .....	22



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**Arie W. Kruglanski** is a Distinguished University Professor at the University of Maryland and one of the most cited researchers in Social Psychology. His interests have centered on the psychology of judgment and knowledge formation, as well as on the processes of group decision making, and goal formation and implementation.

He has served as Editor of the *Journal of Personality and Social Psychology: Attitudes and Social Cognition*, and of the *Personality and Social Psychology Bulletin*. Among other distinctions, he has received the Donald T. Campbell Award for Distinguished Scientific Contribution to Social Psychology, the Humboldt Foundation Life Achievement Award (Forschungpreis), and the NIMH Research Scientist Award Ko5. His publications include over 180 articles chapters and books in the scientific literature in social personality psychology.

He is also an Editor of two other Psychology Press series: *Key Readings in Social Psychology* and *Principles of Social Psychology*

**Joseph P. Forgas** is a Scientia Professor of Psychology at the University of New South Wales, Sydney. He received his DPhil degree from the University of Oxford and subsequently was awarded a DSc degree from the same university. He has written or edited 14 books and is the author of more than 120 scholarly articles and chapters. He is a fellow at the Academy of Social Sciences, Australia; the American Psychological Society; and the Society of Personality and Social Psychology. His current research focuses on the role of affect in social thinking and interpersonal behavior. This work has received international recognition, including the Research Prize from the Alexander von Humboldt foundation (Germany) and a Special Investigator Award from the Australian Research Council.

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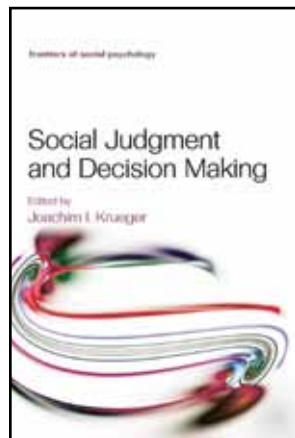
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# Social Judgment and Decision Making

Joachim I. Krueger, *Brown University, USA* (Ed.)



*"In the past, studying social judgment was too often seen as the study of irrational judgment, the 'bias of the day.' Krueger's volume provides a valuable corrective and a healthy dose of self-reflection, looking at when psychologists themselves might err when interpreting evidence, why simple heuristics can be successful in a complex world, and what good decision making means from the perspective of evolutionary and ecological rationality."* - **Gerd Gigerenzer, Director at the Max Planck Institute for Human Development and Director of the Harding Center for Risk Literacy in Berlin**

*"This volume brings together a superb collection of essays that address foundational issues in social judgment and choice. And there is no danger of groupthink here. The contributors—prolific in their respective research literatures—represent a wide range of perspectives on how to conceptualize and measure good judgment, on how well human judgment measures up, and on how to improve judgment."*

- **Philip Tetlock, Leonore Annenberg University Professor, School of Arts and Sciences and Wharton School, University of Pennsylvania, USA**

This book brings together classic key concepts and innovative theoretical ideas in the psychology of judgment and decision-making in social contexts. The chapters address: the basic psychological processes underlying judgment and decision-making; how social judgments and decisions are to be evaluated; how judgments and decisions are shaped by ecological constraints; and the relevance of research on judgment and decision making for specific personal and social tasks. It is intended as an essential resource for senior undergraduates, postgraduates, researchers, and practitioners.

## CONTENTS

**Part 1. The Processes of Judgment and Decision Making.** *T. Gilovich, J. Cone, E. Rosenzweig, Where the Mind Goes: The Influence of Endogenous Priming on Thought and Behavior. P. Fischer, J.K. Köppl, D. Frey, S.E.G. Lea, The Cognitive Economy Model of Selective Exposure: Integrating Motivational and Cognitive Accounts of Confirmatory Information Search. B.K. Payne, J.L.B. Jannuzzi, Automatic and Controlled Decision Making: A Process Dissociation Perspective. J.I. Krueger, The (Ir)rationality Project in Social Psychology: A Review and Assessment.* **Part 2. Measurement Issues.** *H. Blanton, J. Jaccard, Irrational Numbers: Quantifying Accuracy and Error. L. Jussim, S.T. Stevens, E. Salib, The Extraordinary Strengths of Social Judgment: A Review Based on the Goodness of Judgment Index. J. Ulrich, A Multivariate Approach to Ambivalence Models: It's More Than Meets the IV.* **Part 3. Ecological Rationality.** *U. Hoffrage, R. Hertwig, Simple Heuristics in a Complex Social World. J. Denrell, G.L. Mens, Social Judgments from Adaptive Samples. K. Fiedler, J.I. Krueger, More Than an Artifact: Regression as a Theoretical Construct.* **Part 4. Applications.** *P.M. Todd, S.S. Place, R.I. Bowers, Simple Heuristics for Mate Choice Decisions. P. DeScioli, R. Kurzban, The Company You Keep: Friendship Decisions From a Functional Perspective. R.P. Larrick, J.B. Soll, A.E. Mannes, The Social Psychology of the Wisdom of Crowds. L.L. Shu, C.J. Tsay, M.H. Bazerman, Cognitive, Affective, and Special-Interest Barriers to Policy Making. J. Baron, Where Do Non-Utilitarian Moral Rules Come From?*

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# Social Metacognition

Pablo Briñol, *Universidad Autonoma de Madrid, Spain*

Kenneth DeMarree, *Texas Tech University, USA (Eds.)*



*Metacognition* refers to thinking about our own thinking. It has assumed a prominent role in social judgment because our thoughts about our thoughts can magnify, attenuate, or even reverse the impact of primary cognition. Metacognitive thoughts can also produce changes in thought, feeling, and behavior, and thus are critical for a complete understanding of human social behavior.

The present volume presents the most important and advanced research areas in social psychology where the role of metacognition has been studied. Specifically, the chapters of this book are organized into four substantive content areas: Attitudes and Decision Making, Self and Identity, Experiential, and Interpersonal. Each section consists in several chapters summarizing much of the work done in recent decades on critical topics, such as attitude strength, persuasion, bias correction, self-regulation, subjective feelings, embodiment, and prejudice, among others. This book also emphasizes

interpersonal aspects of metacognition as they play an essential role in close relationships, groups, consumer and clinical interactions. Each chapter is written by an expert in the field, and presents a state-of-the-art view of the many ways metacognition has been examined by social psychologists.

## CONTENTS

*P. Briñol, K.G. DeMarree, Social Metacognition: Thinking About Thinking in Social Psychology. Part 1. Attitudes and Decision Making.* P.S. Visser, A.L. Holbrook, *Metacognitive Determinants of Attitude Strength.* B.C. Wagner, P. Briñol, R.E. Petty, *Dimensions of Metacognitive Judgment: Implications for Attitude Change.* D. Dunning, *Confidence Considered: Assessing the Quality of Decisions and Performance.* D.T. Wegener, P.P. Silva, R.E. Petty, T. Garcia-Marques, *The Metacognition of Bias Regulation. Part 2. Self and Identity.* K.G. DeMarree, K.R. Morrison, *What Do I Think About Who I Am? Metacognition and the Self-Concept.* A. Achtziger, S.E. Martiny, G. Oettingen, P.M. Gollwitzer, *Metacognitive Processes in the Self-Regulation of Goal Pursuit.* E. Schryer, M. Ross, *People's Thoughts About Their Personal Pasts and Futures.* L.K. Son, N. Kornell, B. Finn, J.F. Cantlon, *Metacognition and the Social Animal. Part 3. Experiential Metacognition.* L.J. Sanna, K.B. Lundberg, *The Experience of Thinking: Metacognitive Ease, Fluency, and Context.* J.R. Huntsinger, G.L. Clore, *Emotion and Social Metacognition.* P. Briñol, R.E. Petty, B. Wagner, *Embodied Validation: Our Body Can Change and Also Validate Our Thoughts. Part 4. Interpersonal Metacognition.* V.Y. Yzerbyt, S. Demoulin, *Metacognition in Stereotypes and Prejudice.* J. Vorauer, *Do You See What I See? Antecedents, Consequences, and Remedies for Biased Metacognition in Close Relationships.* L. Thompson, T.R. Cohen, *Metacognition in Teams and Organizations.* D.D. Rucker, Z.L. Tormala, *Metacognitive Theory in Consumer Research.* A. Wells, *Metacognition and Psychological Therapy.*

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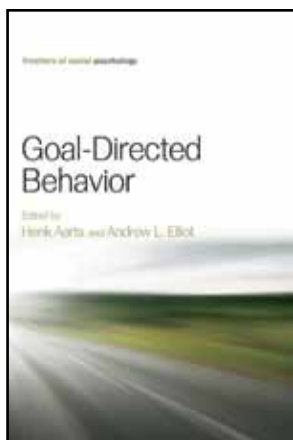
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# Goal-Directed Behavior

Henk Aarts, *Utrecht University, The Netherlands*

Andrew Elliot, *University of Rochester, USA (Eds.)*



*“Once upon a time in psychology, a goal was a spooky thing, an explanation of behavior that no one trusted. Then goals became things we could theorize about, and sometimes capture with tricky measurement methods—but still not really trust as working parts of our science. This book demonstrates that the goal concept has matured as a psychological explanatory device. The function of goals in the mind is now the lynchpin for understanding how the mind works, and these chapters illustrate some of the best current research testing this idea.”* - **Daniel M. Wegner, author of *The Illusion of Conscious Will***

*“The chapters of this book significantly advance our understanding of human action. Goals as its primary determinants are explored from all angles by the most outstanding experts on the issue, and the reader is left with profound insights that are based on the state of the art.”* - **Fritz Strack, Professor and Chair, University of Würzburg, Germany**

This volume presents chapters from internationally renowned scholars in the area of goals and social behavior. The book is organized around a series of topics that are of critical importance to understanding the social-cognitive aspects of goal-directed behavior. In each chapter, the authors offer an introduction to past research on a specific topic and combine this with a presentation of their own empirical work to provide an integrated overview of the topic at hand. As a whole, this volume is designed to provide a broad portrait of goal research as it has been and is currently being conducted in the social psychological literature. It serves as an introduction to essential issues, while at the same time offering a sampling of cutting-edge research on core topics in the study of goal-directed behavior, such as how goals are represented, where goals come from, and what goals do in the process of regulation.

## CONTENTS

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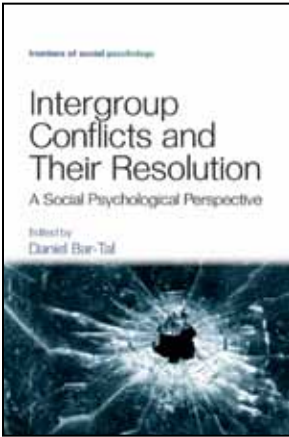
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# Intergroup Conflicts and Their Resolution

## A Social Psychological Perspective

Daniel Bar-Tal, *Tel Aviv University, Israel* (Ed.)



*“This excellent volume comes at the right time for all those who study intergroup conflicts and want to understand their dynamics, and it provides a strong foundation for future research in this important area.”*

**- John C. Turner, Emeritus Professor, Department of Psychology, Australian National University**

This book provides a framework that sheds an illuminating light into the psyche of people involved in macro-level destructive intergroup conflicts, involving societies and ethnic groups that take place continuously in various parts of the globe. It focuses on the socio-psychological repertoire that evolves in these societies or groups and which plays a determinative role in its dynamics.

The proposed conception assumes that although each conflict has its unique context and characteristics, the socio-psychological foundations and dynamics are similar. It offers a holistic and comprehensive outlook on the dynamics that characterize each stage and aspect of intractable

conflicts. Each chapter systematically elucidates a particular part of the cycle, describing the theoretical frameworks and concepts, as well as presenting empirical data that was accumulated.

The volume is an important contribution for all those who study intergroup conflicts and want to understand their dynamics. In addition, the book will interest the many people attempting to settle conflicts peacefully and who need knowledge about the socio-psychological vectors that influence their course and resolution.

### CONTENTS

*D. Bar-Tal, Introduction: Conflicts and Social Psychology. D.K. Coutant, S. Worchel, M. Hanza, Pigs, Slingshots, and Other Foundations of Intergroup Conflict. R.J. Fisher, H. Kelman, Perceptions in Conflicts. E. Halperin, K. Sharvit, J.J. Gross, Emotion and Emotion Regulation in Intergroup Conflict: An Appraisal Based Framework. D.R. Paez, J.H. Liu, Collective Memory of Conflicts. M.B. Brewer, Identity and Conflict. M. Krochik, J.T. Jost, Ideological Conflict and Polarization: A Social Psychological Perspective. G. Elcheroth, D. Spini, Political Violence, Intergroup Conflict, and Ethnic Categories. A. Kruglanski, K. Sharvit, S. Fishman, Workings of the Terrorist Mind: Its Individual, Group and Organizational Psychologies. D. Bar-Tal, E. Halperin, Socio-Psychological Barriers to Conflict Resolution. J. Rezkowski, A. Cistak, Socio-Psychological Approaches to Conflict Resolution, D.G. Pruitt, Negotiation and Mediation in Intergroup Conflict. N.N. Rouhana, Social Psychology and Reconciliation: Contributions and Pitfalls. K. Boehnke, H. Schmidtke, M. Shani, Peace Making: Socio-Psychological Approaches. D. Bar-Tal, Conclusion –To Open the Closet.*

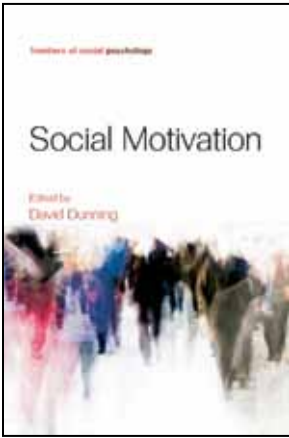
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# Social Motivation

David Dunning, *Cornell University, USA* (Ed.)



*“We humans are the most profoundly social species on Earth, and social motives therefore play a vital role, helping us navigate the complex social world in which we live. Dunning has assembled an outstanding collection of chapters about three important social motives: belonging, helping others, and gaining and exerting influence and power. Each chapter casts an illuminating and cutting-edge light on longstanding questions about the nature and impact of these social motives. Researchers and students will find this volume a valuable resource for information about existing research and ideas for future research.”* - **Harry T. Reis, Professor of Psychology, University of Rochester, USA**

*“As this excellent volume makes clear, motivation doesn’t come only from physical or economic needs. It flows as well from social factors that importantly shape human responding. What makes this book so valuable is that each set of contributors shows us that the impact of these social factors is both powerful and predictable.”* - **Robert B. Cialdini, Author of Influence: Science and Practice**

Motivational science is one of the fastest-growing areas of research in social psychology, incorporating multiple perspectives from social-personality research. This volume provides students and researchers with a comprehensive overview of major topics in social motivation. All contributors are renowned specialists in their field who provide in-depth and integrated coverage of the major empirical and theoretical contributions in their area.

*Social Motivation* is essential reading for all social psychologists with an interest in social-motivational processes, and will also be of interest to people working in political science and cultural studies looking for a psychological perspective to work in their field.

## CONTENTS

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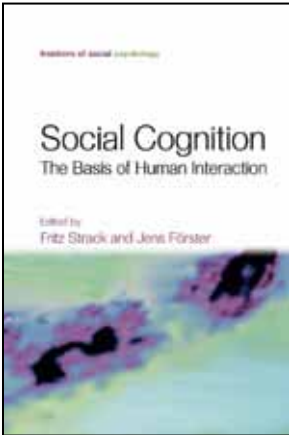
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# Social Cognition

## The Basis of Human Interaction

Fritz Strack, *Universität Würzburg, Germany*

Jens Förster, *University of Amsterdam, The Netherlands* (Eds.)



Social cognition is an area of social psychology that has been flourishing over the past two decades. It has harnessed basic concepts from cognitive psychology and developed and refined them to explain human thinking, feeling, and acting in a social context. Moreover, social cognition has integrated emotional influences and unconscious processes to reach a more complete understanding of social psychological phenomena.

In this volume, the reader will find a representative sample of outstanding research in the field of social cognition. The chapters address its central themes, roughly organized along the temporal axis of information processing. They include basic operations like perception, categorization, representation, and judgmental inferences. Other chapters focus on issues like social comparison, emotion, language and culture. All of the contributors are internationally-renowned experts who share with the reader their accounts of the research experience in each of their domains.

*Social Cognition: The Basis of Human Interaction* is an invaluable resource for researchers requiring a comprehensive, yet concise, overview of the field, and may also be used by intermediate and advanced students of social cognition.

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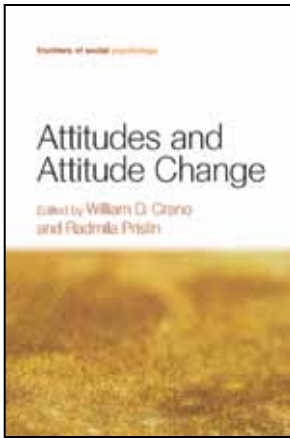
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# Attitudes and Attitude Change

William D. Crano, *Claremont Graduate University, USA*

Radmila Prislin, *San Diego State University, USA* (Eds.)



This volume assembles a distinguished group of international scholars whose chapters on classic and emerging issues in research on attitudes provide an excellent introduction for advanced undergraduates and graduate students. The book's chapters cover all of the most critical features of attitude measurement, attitude development, and attitude change. Implicit and explicit approaches to measurement and conceptualization are featured throughout, making this one of the most up-to-date treatments of attitude theory and research currently available.

The comprehensive coverage of the central topics in this important field provides a useful text in advanced courses on persuasion or attitude change.

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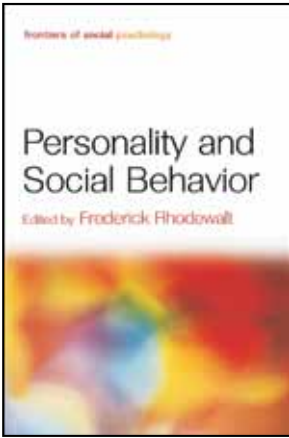
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# Personality and Social Behavior

Frederick Rhodewalt, *University of Utah, USA* (Ed.)



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; neuroscience perspectives on interpersonal personality; social and interpersonal frameworks for understanding the self and self-esteem; and personality process analyses of romantic relationships, prejudice, health, and leadership.

This volume provides essential reading for researchers with an interest in this core topic in social psychology and may also be used as a text on related upper-level courses.

## CONTENTS

*F. Rhodewalt, Personality and Social Behavior: An Overview. D. Cervone, T.L. Caldwell, H. Orom, Beyond Person and Situation Effects: Intraindividual Personality Architecture and its Implications for the Study of Personality and Social Behavior. F. Rhodewalt, B. Peterson, The Self and Social Behavior: The Fragile Self and Interpersonal Self-regulation. S.M. Andersen, S.A. Saribay, C.S. Kooij, Contextual Variability in Personality: The Case of the Relational Self and the Process of Transference. W.S. Rholes, R.L. Paetzold, M. Friedman, Ties That Bind: Linking Personality to Interpersonal Behavior Through the Study of Adult Attachment Style and Relationship Satisfaction. G. Downey, J. Zaki, J. Mitchell, Different Toolkits for Different Mind-readers: A Social-Cognitive Neuroscience Perspective on Personality and Social Relationships. M. Hogg, Personality, Individuality, and Social Identity. M.M. Chemers, Leadership as Dynamic Social Process. P.G. Devine, F. Rhodewalt, M. Siemionko, Personality and Prejudice in Interracial Interactions. B.N. Uchino, A.A. Vaughn, S. Matwin, Social Psychological Processes Linking Personality to Physical Health: A Multilevel Analysis With Emphasis on Hostility and Optimism.*

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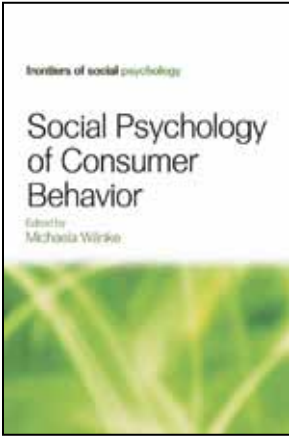


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# Social Psychology of Consumer Behavior

Michaela Wänke, *University of Basel, Switzerland* (Ed.)



From micro to macro, cognitive to affective, and from societal to dyadic to inner processes, *Social Psychology of Consumer Behavior* has it all. The authors are a who's who in the field of consumer psychology, and the book covers the hottest topics as well as old and new classics. Wänke has put together a marvelous collection, which is a resource that anyone interested in consumer behavior and social psychology should own.

The *Social Psychology of Consumer Behavior* brings together the most promising and theoretically fruitful research developments by internationally renowned scholars, whose work is at the cutting edge of research. Experts from both fields – social psychology and consumer behavior – provide an informed, up-to-date overview, from an original integrative perspective.

The aim of this volume is two-fold. On the one hand, the application of social psychology to consumer behavior is meant to broaden the horizon of social psychologists. On the other hand, students and researchers of consumer behavior will be offered an advanced account of relevant theories tailored to their interests. While the range of topics is rather broad – including the construal of judgments and decisions, affective and cognitive feelings, social and media influences, and goals and self-regulation – each chapter is focused on one specific theoretical or methodological perspective and thereby gives a comprehensive and penetrative account of the relevant issues and the respective research.

The volume provides an invaluable resource to students, researchers, and instructors in social psychology, consumer psychology, consumer behavior, and marketing.

## CONTENTS

**Part 1. Introduction: A Tale of Two Disciplines.** *M. Wänke*, What's Social about Consumer Behavior? *R.S. Wyer, Jr., R. Adaval*, Social Psychology and Consumer Psychology: An Unexplored Interface. **Part 2. The Construal of Consumer Judgments and Decisions.** *T. Eyal, N. Liberman, Y. Trope*, Psychological Distance and Consumer Behavior: A Construal Level Theory Perspective. *A. Dijksterhuis, R.B. van Baaren, K.C.A. Bongers, M.W. Bos, M.L. van Leeuwen, A. van der Leij*, The Rational Unconscious: Conscious Versus Unconscious Thought in Complex Consumer Choice. *H. Bless, R. Greifeneder*, Brands and Successful Brand Extensions: A Social Psychology Perspective on Economic Questions. *A. Chernev, R. Hamilton*, Compensatory Reasoning in Choice. **Part 3. Affective and Cognitive Feelings in Consumer Judgment.** *J. De Houwer*, Conditioning as a Source of Liking: There is Nothing Simple About It. *M.T. Pham*, The Lexicon and Grammar of Affect-As-Information in Consumer Decision Making: The GAIM. *N. Schwarz, H. Song, J. Xu*, When Thinking is Difficult: Metacognitive Experiences as Information. **Part 4. Social and Media Influences on Judgment and Behavior.** *S. Shivett, A.Y. Lee, C.J. Torelli*, Cross-Cultural Issues in Consumer Behavior. *L.J. Shrum*, Television Viewing and Social Reality: Effects and Underlying Processes. *N.J. Goldstein, R.B. Cialdini*, Normative Influences on Consumption and Conservation Behaviors. *A. Kirmani, M.C. Campbell*, Taking the Target's Perspective: The Persuasion Knowledge Model. **Part 5. Goals and Self-regulation.** *A.Y. Lee, E.T. Higgins*, The Persuasive Power of Regulatory Fit. *M. Friese, W. Hofmann, M. Wänke*, The Impulsive Consumer: Predicting Consumer Behavior with Implicit Reaction Time Measures. *A. Fishbach, Y. Zhang*, The Dynamics of Self-Regulation: When Goals Commit Versus Liberate.

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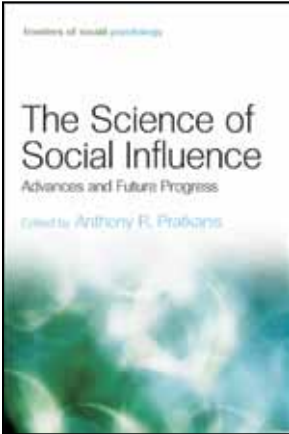
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# The Science of Social Influence

## Advances and Future Progress

Anthony R. Pratkanis, *University of California, USA* (Ed.)



*“Profound, enlightening, entertaining, and comprehensive are only part of the reasons this Social Influence masterpiece is essential reading—not only for social scientists, but politicians, business people, and laypersons as well. We live surrounded by agents and sources of influence that must be better understood to be appreciated, and opposed when necessary. Pratkanis offers us an arsenal of intellectual tools to accomplish those tasks.” - Philip G. Zimbardo, Ph.D., Stanford University, and author of The Lucifer Effect*

*“Take a baker’s dozen topics about social influence, get the best psychologists in the field to write about them in lively, clear English, and you have this excellent book. An indispensable resource for students, instructors, and anyone else interested in the ways people influence and manipulate—and sometimes resist—one another.” - Carol Tavris, Ph.D., co-author of Mistakes Were Made (But Not By Me), Psychology, and Invitation to Psychology*

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 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 what 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. Social Influence Research. 2. Social Influence Analysis: An Index of Tactics. 3. Omega Approaches to Persuasion: Overcoming Resistance. 4. The Use of Dissonance in Self-Persuasion. 5. Emotional See-Saw. 6. Fleeting Attraction and Compliance with Requests. 7. Using Social Norms as a Lever of Social Influence. 8. On the Development of the Social Response Context Model. 9. Social Influence in Groups. 10. Minority Dissent, Attitude Change, and Group Performance. 11. Toward a Dynamic Social Impact Theory of Rumors: Individual and Network Level Factors in Spread. 12. Self-Defeating Influence Behavior: A Social Cognitive Analysis of Leader Misuse of Power. 13. Resistance to Influence.

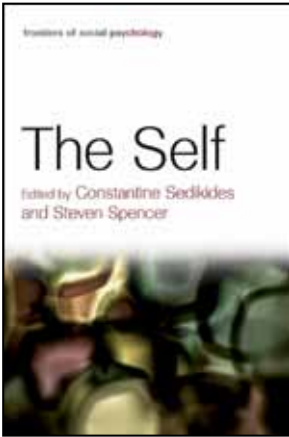
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# The Self

Constantine Sedikides, *University of Southampton, UK*  
Steven J. Spencer, *University of Waterloo, Canada* (Eds.)



*"Sedikides and Spencer have assembled an outstanding group of contributors who do some of the most exciting research on the self in psychology. Anyone who wants to know what's happening in research on the self should definitely take a close look at this volume."* - **Jennifer Crocker, Ph.D., Claude M. Steele Collegiate Professor of Psychology, University of Michigan, USA**

*"This is a fascinating and informative volume on an ever-important topic. The contributors include many of the most exciting young researchers in the field."* - **Roy F. Baumeister, Ph.D., Social Psychology Area Director and Francis Eppes Eminent Scholar, Florida State University, USA**

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 an essential reference volume for active researchers in the field, while also being appropriate for use as a textbook in advanced courses on the self.

## CONTENTS

**Part 1. Brain and Cognition.** *T. Heatherton, C.N. Macrae, W.M. Kelley, A Social Brain Sciences Approach to Understanding Self. S.L. Koole, T. DeHart, Self-Affection without Self-Reflection: Origins, Models, and Consequences of Implicit Self-Esteem. A.R. McConnell, L.M. Strain, Content and Structure of the Self-Concept. L. Libby, Autobiographical Memory. Part 2. Motivation.* *P. Lockwood, J. Matthews, The Self as a Social Comparer. W.K. Campbell, J.D. Foster, The Narcissistic Self: Background, the Extended Agency Model, and Ongoing Controversies. K.D. Vohs, B.J. Schmeichel, Self-Regulation: How and Why People Reach (and Fail to Reach) Their Goals. C. Sedikides, A.P. Gregg, C.M. Hart, The Importance of Being Modest. Part 3. Emotions and Self-Esteem.* *J.L. Tracy, R.W. Robins, Self-Conscious Emotions: Where Self and Emotion Meet. J. Arndt, J. Schimel, C.R. Cox, A Matter of Life and Death: Terror Management and the Existential Relevance of Self-Esteem. G. MacDonald, Self-Esteem: A Human Elaboration of Prehuman Belongingness Motivation. V.S.Y. Kwan, A.N. Mandisodza, Self-Esteem: On the Relation between Conceptualization and Measurement. Part 4. Interpersonal, Intergroup, and Cultural Context.* *C.L. Carmichael, F.-F. Tsai, S.M. Smith, P.A. Caprariello, H.T. Reis, Self and Intimate Relationships. J.M. Twenge, The Socially Excluded Self. H.S. Kim, D. Ko, Culture and Self-Expression.*

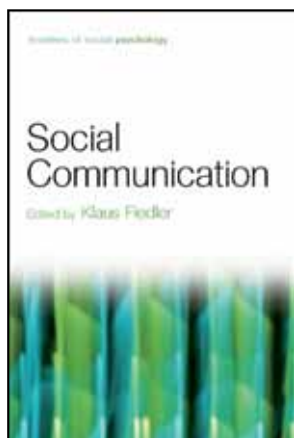
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# Social Communication

Klaus Fiedler, *University of Heidelberg, Germany* (Ed.)



*"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, PhD, FRSNZ, Professor and Chair of Social Psychology, City University of Hong Kong**

This volume is devoted to the fascinating topic of social communication - fascinating because communication is ubiquitous, in that one cannot *not* communicate. And yet, the art of effective communication can be extremely demanding and elusive, because a tricky trade-off problem has to be solved. For communication to be successful, it must be at once informative - somehow indicating an intended direction of thought or action - as well as subtle - somehow concealing intentions and instrumental goals. Failure to meet the former criterion renders communication uncontrolled and

haphazard; failure to meet the latter raises suspicion and reactance.

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. *K Fiedler*, Frontiers of Research on Social Communication: Introduction and Overview. **Part 1. Communication within and between Groups and Cultures.** 2. *Y. Kashima, O. Klein, A. Clark*, Grounding: Sharing Information in Social Interaction. 3. *D. Wigboldus, K. Douglas*, Language, Stereotypes, and Intergroup Relations. 4. *L. Conway, M. Schaller*, How Communication Shapes Culture. 5. *H. Giles, et al.*, Accommodating a New Frontier: The Context of Law Enforcement. 6. *D. Stahlberg, et al.*, Representation of the Sexes in Language. **Part 2. Strategic Uses of Social Communication.** 7. *H.P. Erb, G. Bohner*, Social Influence and Persuasion: Recent Theoretical Developments and Integrative Attempts. 8. *M. Waenke*, What Is Said and What Is Meant: Conversational Implications in Natural Conversations, Research Settings, Media, and Advertising. 9. *A. Hollingshead, G.C. Jacobsohn, S.J. Beck*, Motives and Goals in Context: A Strategic Analysis of Information Sharing in Groups. **Part 3. Social Communication, Affect, and Behavior Regulation.** 10. *J. Bavelas, J. Gerwing*, Conversational Hand Gestures and Facial Displays in Face-to-Face Dialogue. 11. *A. Vrij*, Deception: A Social Lubricant and a Selfish Act. 12. *C.K. Chung, J.W. Pennebaker*, The Psychological Functions of Function Words. **Part 4. Social Communication and Adaptive Behavior Regulation.** 13. *M. Snyder, A.A. Stukas, Jr.*, 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. *M.C. Corballis*, The Evolution of Language. 16. *M.F. Schober*, Language at the Heart of Social Psychology.

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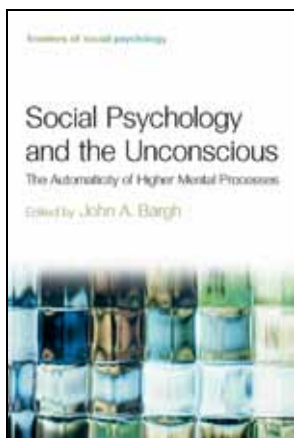
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# Social Psychology and the Unconscious

## The Automaticity of Higher Mental Processes

John A. Bargh, *New York University, USA* (Ed.)



*“Over the past 25 years, research on the unconscious discovered that automatic processes can operate many complex functions commonly believed to require the involvement of consciousness. As impressive as these research findings were and still are, they are mute to the question of how automatic processes achieve their impressive effects. The principal authors of the chapters in Social Psychology and the Unconscious are of the next generation of automaticity researchers that addresses the question of ‘how’ head on. 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, Ph.D., Professor of Social–Personality Psychology, New York University, USA**

*“The single greatest change in the landscape of social psychology in the last two decades has undoubtedly been the study of the unconscious, and of automatic processing of social information. 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, Ph.D., Professor of Psychology, University of California, Santa Barbara, USA**

This book 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.

### CONTENTS

*J.A. Bargh, Introduction. A. Moors, J. De Houwer, What is Automaticity? An Analysis of Its Component Features and Their Interrelations. A. Dijksterhuis, T.L. Chartrand, H. Aarts, Effects of Priming and Perception on Social Behavior and Goal Pursuit. S. Chen, G.M. Fitzsimons, S.M. Andersen, Automaticity in Close Relationships. L. Feldman Barrett, K.N. Ochsner, J.J. Gross, On the Automaticity of Emotion. M.J. Ferguson, The Automaticity of Evaluation. B.A. Nosek, A.G. Greenwald, M.R. Banaji, The Implicit Association Test at Age 7: A Methodological and Conceptual Review. B.K. Payne, B.D. Stewart, Automatic and Controlled Components of Social Cognition: A Process Dissociation Approach.*

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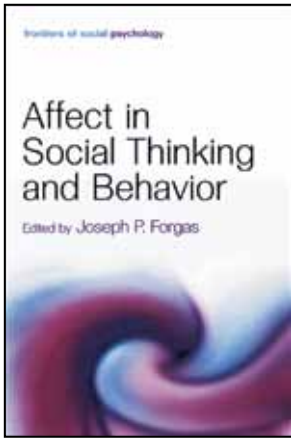
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# Affect in Social Thinking and Behavior

Joseph P. Forgas, *University of New South Wales, Australia* (Ed.)



*"In this handbook volume, Joe Forgas gathered the very best psychologists and asked them to talk about the causes and consequences of affect in social life. The conversation is wide-ranging and illuminating. From evolution to neuroscience to decision-making, these chapters force us to think new thoughts, and to rethink some old ones."* - **Daniel Gilbert, Department of Psychology, Harvard University, author of Stumbling on Happiness**

The role of affect in how people think and behave in social situations has been a source of fascination to laymen and philosophers since time immemorial. Surprisingly, most of what we know about the role of feelings in social thinking and behavior has been discovered only during the last two decades. *Affect in Social Thinking and Behavior* reviews and integrates the most recent research and theories on this exciting topic, and features original contributions reviewing key areas of affect research from leading researchers active in the area.

The book covers fundamental issues, such as the nature and relationship between affect and cognition, as well as chapters that deal with the cognitive antecedents of emotion, and the consequences of affect for social cognition and behavior.

This volume offers a highly integrated and comprehensive coverage of this field, and is suitable as a core textbook in advanced courses dealing with the role of affect in social cognition and behavior.

## CONTENTS

*J.P. Forgas, C.L. Wyland, S.M. Laham, Hearts and Minds: An Introduction to the Role of Affect in Social Cognition and Behavior. Part 1. Basic Approaches to Affect and Social Behavior. M.G. Haselton, T. Ketelaar, Irrational Emotions or Emotional Wisdom? The Evolutionary Psychology of Affect and Social Behavior. P. Winkielman, J.T. Cacioppo, A Social Neuroscience Perspective on Affective Influences on Social Cognition and Behavior. H. Bless, K. Fiedler, Mood and the Regulation of Information Processing and Behavior. C.A. Smith, B. David, L.D. Kirby, Emotion-Eliciting Appraisals of Social Situations. Part 2. Affect and Social Cognition. E. Eich, D. Macaulay, Cognitive and Clinical Perspectives on Mood-Dependent Memory. G.L. Clore, J. Storbeck, Affect as Information about Liking, Efficacy, and Importance. R.F. Baumeister, K.D. Vohs, D.M. Tice, Emotional Influences on Decision Making. D. Keltner, E.J. Horberg, C. Oveis, Emotions as Moral Intuitions. E.W. Dunn, S.M. Laham, Affective Forecasting: A User's Guide to Emotional Time Travel. Part 3. Affect and the Social Self. C. Sedikides, T. Wildschut, J. Arndt, C. Routledge, Affect and the Self. Y. Trope, E.R. Igou, C.T. Burke, Mood as Resource in Structuring Goal Pursuit. F.A. Huppert, Positive Emotions and Cognition: Developmental, Neuroscience, and Health Perspectives. R. Erber, S. Markunas, Managing Affective States. Part 4. Affect and Social Behavior. J.P. Forgas, Affective Influences on Interpersonal Behavior: Towards Understanding the Role of Affect in Everyday Interactions. J. Ciarrochi, J.T. Blackledge, Emotional Intelligence and Interpersonal Behavior: A Theory and Review of the Literature. J.R. Kelly, J.R. Spoor, Affective Influence in Groups. J.G. Holmes, D.B. Anthony, Affect and the Regulation of Interdependence in Personal Relationships.*

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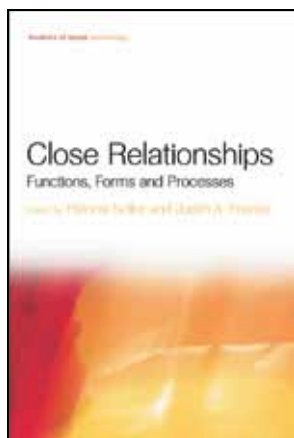
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# Close Relationships

## Functions, Forms and Processes

Patricia Noller & Judith A. Feeney, *University of Queensland, Australia* (Eds.)



*Close Relationships: Functions, Forms and Processes* provides an overview of current theory and research in the area of close relationships, written by internationally renowned scholars whose work is at the cutting edge of research in the field.

The volume consists of three sections: introductory issues, types of relationships, and relationship processes. In the first section, there is an exploration of the functions and benefits of close relationships, the diversity of methodologies used to study them, and the changing social context in which close relationships are embedded. A second section examines the various types of close relationships, including family bonds and friendships. The third section focuses on key relationship processes, including attachment, intimacy, sexuality, and conflict.

This book is designed to be an essential resource for senior undergraduate and postgraduate students, researchers, and practitioners, and will be suitable as a resource in advanced courses dealing with the social psychology of close relationships.

### CONTENTS

*Introduction.* **Section I. Introductory Issues.** 1. *J.A. Simpson, S. Tran, The needs, benefits, and perils of close relationships.* 2. *C.M. Bryant, J. M. Bolland, L. Burton, T. Hurt, B.M. Bryant, The changing social context of relationships.* 3. *J.A. Feeney, Studying close relationships: Methodological Challenges and Advances.* **Section II. Types of Relationships.** 4. *P. Noller, Marital relations.* 5. *R. D. Parke, K. Morris, T. Schofield, M. Leidy, M. Miller, M. Flyr, Parent-child relationships: Contemporary Perspectives.* 6. *W.A. Collins, B. Laursen, Parent-adolescent relationships.* 7. *S.M. McHale, J. Kim, S. Whiteman, Sibling relationships in childhood and adolescence.* 8. *K. Ueno, R.G. Adams, Adult friendship: A Decade Review.* 9. *S.O. Gaines Jr., R.A.R. Gurung, Y. Lin, N. Pouli, Interethnic relationships.* **Section III. Relationship Processes.** 10. *C. Hazan, M. Campa, N. Gur-Yaish, Attachment across the lifespan.* 11. *S.L. Gable & H.T. Reis, Intimacy and the self: An Iterative Model of the Self and Close Relationships.* 12. *E. Hatfield, R.L. Rapson, Passionate love, sexual desire, & mate-selection: Cross-cultural & Historical Perspectives.* 13. *D. Lieberman, Mate-selection: Adaptive Problems and Evolved Cognitive Programs.* 14. *S. Sprecher, Sexuality in close relationships.* 15. *J. Fitness, Emotion and cognition in close relationships.* 16. *K. Dindia, T.M. Emmers-Sommer, What partners do to maintain their close relationships.* 17. *Linda J. Roberts, From bickering to battering: Destructive Conflict Processes in Intimate Relationships.* 18. *A.L. Vangelisti, Relationship dissolution: Antecedents, Processes and Consequences.*

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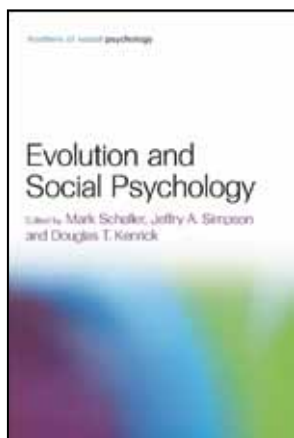
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# Evolution and Social Psychology

Mark Schaller, *University of British Columbia, Canada*; Jeffrey A. Simpson, *University of Minnesota, USA*; Douglas T. Kenrick, *Arizona State University, USA* (Eds.)



*“Social psychology has always lacked an explanatory theory - a reason for why people do all the strange things they do. Many of the answers to this question will come from an understanding of how social relations and social emotions evolved. This volume is a superb sample of work on this exciting new frontier. It represents a turning point in social psychology, realizing the hope that this fascinating topic can become an explanatory science.”* - **Steven Pinker, Johnstone Professor of Psychology, Harvard University, and author of ‘How the Mind Works’ and ‘The Blank Slate’**

Why do we think about and interact with other people in the particular ways that we do? Might these thoughts and actions be contemporary products of our long-ago evolutionary past? If so, how might this be, and what are the implications? Research generated by an evolutionary approach to social psychology issues profound insights into self-concept, impression formation, prejudice, group dynamics, helping, aggression, social influence, culture, and every other topic that is fundamental to social psychology.

*Evolution and Social Psychology* is the first book to review and discuss this broad range of social psychological phenomena from an evolutionary perspective. It does so with a critical and constructive eye. Readers will emerge with a clear sense of the intellectual challenges, as well as the scientific benefits, of an evolutionarily-informed social psychology.

The world-renowned contributors identify new questions, new theories, and new hypotheses—many of which are only now beginning to be tested. Thus, this book not only summarizes the current status of the field, it also sets an agenda for the next generation of research on evolution and social psychology. *Evolution and Social Psychology* is essential reading for evolutionary psychologists and social psychologists alike.

## CONTENTS

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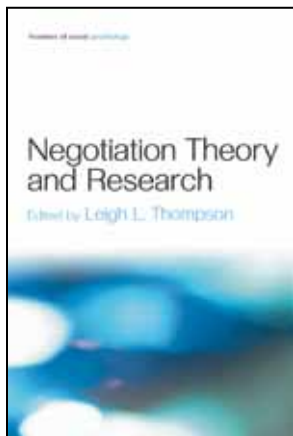
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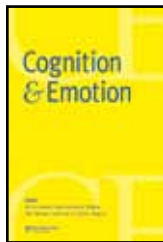
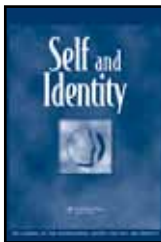
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