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Eliot R. Smith • Diane M. Mackie



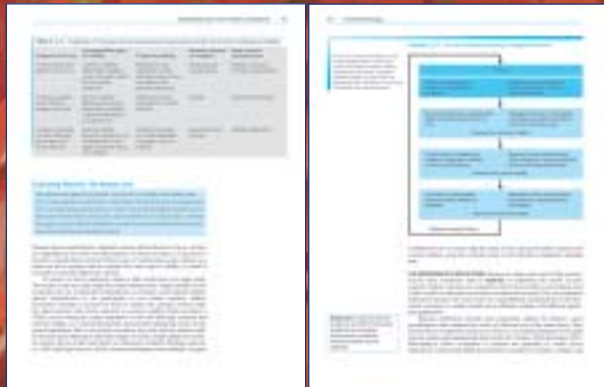
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This new edition is supported by an extensive online *Social Psychology Student Learning Program (SocSLP)* and CD-ROM-based Instructor Resources, both of which are free of charge to qualifying adopters.

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ABOUT THE AUTHORS

Eliot Smith earned his B.A. and Ph.D. at Harvard University. He taught for over twenty years at Purdue University before moving to Indiana University, where he is Professor of Psychological and Brain Sciences. A distinguished researcher, he has held numerous research grants and authored more than 100 book chapters and journal articles. Professor Smith's scholarly interests center on human cognition in its social context and on the role of emotions in prejudice and intergroup relations.

Diane Mackie received her Ph.D. from Princeton University in 1984, after earning an undergraduate degree at Auckland University, New Zealand, and spending a year on a research scholarship in Switzerland. Professor Mackie teaches social psychology and communication at the University of California, Santa Barbara, where she has won a number of research and teaching awards. Her research focuses on integrating findings from different perspectives, a theme reflected in the more than 100 articles and chapters on persuasion, social influence, group processes, and intergroup relations she has authored or co-authored.

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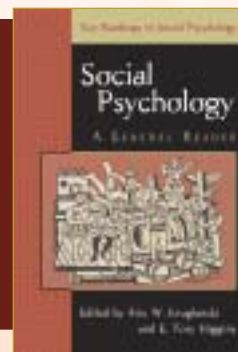
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'This outstanding collection does a great job of illustrating the fundamental principles of social psychology, and should be required reading by all students of the discipline. The articles are engaging, the selection of topics is excellent, and the editors' notes, discussion questions and suggested readings make this an essential teaching resource. Highly recommended to all students and teachers of social psychology!' - **Joseph P. Forgas**, Scientia Professor, University of New South Wales, Sydney

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John J. Skowronski, Professor of Psychology, 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, Professor of Psychology, University of California, Davis

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