

Book Reviews

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Mark Slama & Raymond Wolfe

Consumption as Self-Presentation: A Socioanalytic Interpretation of Mrs. Cage

Consumer behavior often becomes a form of communication. When this occurs, the mere act of consumption is eclipsed by consumption as symbol. For example, the mere act of owning a watch may be eclipsed by the symbolism of owning a Rolex watch. Morris Holbrook takes this thinking a step further in his (1996, p. 142) review of Nancy Barr's *Mrs. Cage*, in which he contends that the play "makes a case for the centrality of consumption as the essence of the human condition." He goes on to argue that consumer behavior "is the fundamental stuff of everyday lived experience" (p. 142). He concludes that the play's central message is that "sometimes the consumption is the communication" (p. 142). His analysis of the main character Mrs. Cage, a woman who goes shopping every day, justifies this rather startling view.

OK, perhaps "sometimes the consumption is the communication." But why? Why is symbolic consumer behavior so important? How does it relate to basic human motives? How do individual differences affect how symbolic consumer behaviors are used? These are important questions for marketing, and Barr's play affords a powerful lens through which to examine them. By placing symbolic consumer behavior in the deeper psychological context of self-presentation (as explained by socioanalytic theory), this reanalysis of *Mrs. Cage* casts fresh light on the place of consumption in people's lives.

In this review, we use socioanalytic theory to link symbolic consumer behavior to self-presentation and show that self-presentation is fundamental to human nature. We illustrate individual differences in self-presentation styles using the main characters in the play. Thus, *Mrs. Cage* is used as our lens for better understanding symbolic consumer behavior.

According to socioanalytic theory, symbolic consumer behavior can serve self-presentation motives. Thus, Hogan, Jones, and Cheek (1985, p. 181) put forward the case for consumer behavior as communication, as follows:

All social action has a symbolic component; everything we do can be interpreted in self-presentational terms. The clothes we wear, the books we have on our shelves, the music on our radios, our jobs, our friends, and our enemies—all of these tell others how we want to be regarded. Others noting these external signs, appraise us and construct our reputations accordingly.

Socioanalytic theory also emphasizes that humans always have had to live in groups to survive; that within groups, both acceptance and status are important; and that self-presentation (which creates social identity or reputation) is crucial to human life. Hogan, Jones, and Cheek (1985, pp. 176–77) sum up the argument as follows:

In order to take part in the life of one's social or cultural group, one must have a part to play. Once that part—one's social identity—has been established, it must be maintained. One maintains the credibility of one's social identity through self-presentation. The way we do self-presentation at any time may reflect changeable environmental circumstances, but the tendency to do self-presentation is archaic, unconscious, a distinctive feature of our species.

Socioanalytic theory asserts that people's self-presentations reflect not only the protective aims of avoiding disapproval and garnering approval (i.e., getting along), but also acquisitive aims (i.e., getting ahead). Conformity and/or compliance often suffice for getting along, but to get ahead, people must be more assertive, acquisitive, or manipulative, which increases the likelihood of disapproval by others. In other words, the kinds of self-presentation instrumental to getting along may well be incompatible with those instrumental to getting ahead (making it unlikely to win friends and influence people at the same time!). Getting along and getting ahead are thus construed as distinct styles of self-presentation that coexist in everyone's behavioral repertoire. There are consistent patterns of individual differences in people's expression of each, and some people go to extremes in relying on one style or another (Wolfe, Lennox, and Cutler 1986). Most of the characters in *Mrs. Cage* reflect the extremes. Thus, the play is a striking study in contrasts between the two modes of self-presentation and a powerful lens through which to observe the marketing implications of each.

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Journal of Interpretation 1999 Registry of Interpreters for the Deaf, Inc, 1999-06-01 The Routledge Handbook of Interpreting Holly Mikkelsen, Renée Jourdenais, 2015-02-20 The Routledge Handbook of Interpreting provides a comprehensive survey of the field of interpreting for a global readership The handbook includes an introduction and four sections with thirty one chapters by leading international contributors The four sections cover The history and evolution of the field The core areas of interpreting studies from conference interpreting to interpreting in conflict zones and voiceover Current issues and debates from ethics and the role of the interpreter to the impact of globalization A look to the future Suggestions for further reading are provided with every chapter The Routledge Handbook of Interpreting is an essential reference for researchers and advanced students of interpreting *Introducing Interpreting Studies* Franz Pöchhacker, 2004-07-31 This book is the first of its type designed to introduce students researchers and practitioners to the relatively new and now fast developing discipline of Interpreting Studies Written by a leading researcher in the field the book covers international conference court and hospital interpreting in both spoken and signed languages The book begins by tracing the evolution of the field reviewing influential concepts models and methodological approaches then moves on to consider the main areas of research in interpreting before reviewing major trends and suggesting areas for further research Featuring chapter summaries guides to the main points covered and suggestions for further reading Franz Pöchhacker's practical and user friendly textbook is the definitive map of this important and growing discipline Treaty Interpretation Richard K. Gardiner, 2015 Treaty Interpretation now in its second edition explores and analyzes the rules for interpretation of treaties and their application in national and international jurisdictions **Changing Heritage** Francesco Bandarin, 2024-04-09 Changing Heritage presents the most comprehensive analysis of heritage issues available today Critically analysing the complexity of the current and forthcoming issues faced by heritage it presents insightful directions for the future Drawing on the author's many years of experience working in senior positions at UNESCO the book presents discussions of heritage sites all around the world Today our cultural and natural legacies face significant threats due to social and economic developments political pressures and unresolved historical issues This book delves into these threats from two distinct perspectives internal tensions and external pressures The internal tensions include the disregard for human rights and gender equality the increasing exploitation of heritage for political purposes the development of post colonial perspectives and the necessity to reassess the established notion of universal value External pressures stem from global processes unsustainable tourism political conflicts ethnic clashes and religious strife that are causing destruction in numerous parts of the world Examining the dynamics between heritage and these internal tensions and external pressures Bandarin offers insights into the challenges faced and emphasises the imperative role of civil society in safeguarding the value of heritage for present and future generations Changing Heritage explores a wide range of issues surrounding the

crisis in heritage management on an international level It will be essential reading for heritage scholars students and professionals

ROUTLEDGE ENCYCLOPEDIA OF INTERPRETING STUDIES Franz Pochhacker, 2015-09-25 The Routledge Encyclopedia of Interpreting Studies is the authoritative reference for anyone with an academic or professional interest in interpreting Drawing on the expertise of an international team of specialist contributors this single volume reference presents the state of the art in interpreting studies in a much more fine grained matrix of entries than has ever been seen before For the first time all key issues and concepts in interpreting studies are brought together and covered systematically and in a structured and accessible format With all entries alphabetically arranged extensively cross referenced and including suggestions for further reading this text combines clarity with scholarly accuracy and depth defining and discussing key terms in context to ensure maximum understanding and ease of use Practical and unique this Encyclopedia of Interpreting Studies presents a genuinely comprehensive overview of the fast growing and increasingly diverse field of interpreting studies

Sign Language Interpreting and Interpreter Education Marc Marschark, Rico Peterson, Elizabeth A. Winston, Patricia Sapere, Carol M. Convertino, Rosemarie Seewagen, Christine Monikowski, 2005-04-14 More the 1 46 million people in the United States have hearing losses in sufficient severity to be considered deaf another 21 million people have other hearing impairments For many deaf and hard of hearing individuals sign language and voice interpreting is essential to their participation in educational programs and their access to public and private services However there is less than half the number of interpreters needed to meet the demand interpreting quality is often variable and there is a considerable lack of knowledge of factors that contribute to successful interpreting Perhaps it is not surprising then that a study by the National Association of the Deaf NAD found that 70% of the deaf individuals are dissatisfied with interpreting quality Because recent legislation in the United States and elsewhere has mandated access to educational employment and other contexts for deaf individuals and others with hearing disabilities there is an increasing need for quality sign language interpreting It is in education however that the need is most pressing particularly because more than 75% of deaf students now attend regular schools rather than schools for the deaf where teachers and classmates are unable to sign for themselves In the more than 100 interpreter training programs in the U S alone there are a variety of educational models but little empirical information on how to evaluate them or determine their appropriateness in different interpreting and interpreter education covering what we know what we do not know and what we should know Several volumes have covered interpreting and interpreter education there are even some published dissertations that have included a single research study and a few books have attempted to offer methods for professional interpreters or interpreter educators with nods to existing research This is the first volume that synthesizes existing work and provides a coherent picture of the field as a whole including evaluation of the extent to which current practices are supported by validating research It will be the first comprehensive source suitable as both a reference book and a textbook for interpreter training programs and a variety

of courses on bilingual education psycholinguistics and translation and cross linguistic studies **Journal of Interpretation Research**, 2001 **Proceedings of the 2001 Northeastern Recreation Research Symposium, April 1-3, 2001, The Sagamore on Lake George in Bolton Landing, New York** Sharon Todd, 2001 **Getting Started in Interpreting Research** Daniel Gile, Helle V. Dam, Friedel Dubslaff, Bodil Martinsen, Anne Schjoldager, 2001-12-31 What sets this collection apart in the literature is its direct personal style Experienced supervisors as well as younger scholars speak to beginning researchers in interpreting and more generally in Translation Studies The contributors who are very familiar with the difficulties beginners experience focus on their needs and anticipate their questions They reflect analyze and advise with illustrations from their own experience Issues discussed include topic selection project planning time management doctoral stress the use of the literature critical reading and book reviews supervisor supervisee relations institutional frameworks for research training issues in empirical research theoretical analysis and the role of small projects Readers will thus find answers to many personal institutional and methodological questions which are common to beginners in many disciplines and in many paradigms **A Guide to Forensic DNA Profiling** Scott Bader, 2016-03-21 A Guide to Forensic DNA Profiling A Guide to Forensic DNA Profiling The increasingly arcane world of DNA profiling demands that those requiring to understand at least some of it must find a source of reliable and understandable information Combining material from the successful Wiley Encyclopedia of Forensic Science with newly commissioned and updated material the Editors have used their own extensive experience in criminal casework across the world to compile an informative guide that will provide knowledge and thought provoking articles of interest to anyone involved or interested in the use of DNA in the forensic context Following extensive introductory chapters covering forensic DNA profiling and forensic genetics this comprehensive volume presents a substantial breadth of material covering Fundamental material including sources of DNA validation and accreditation Analysis and interpretation including extraction quantification amplification and interpretation of electropherograms eggs Evaluation including mixtures low template and transfer Applications databases paternity and kinship mitochondrial DNA wildlife DNA single nucleotide polymorphism phenotyping and familial searching Court report writing discovery cross examination and current controversies With contributions from leading experts across the whole gamut of forensic science this volume is intended to be authoritative but not authoritarian informative but comprehensible and comprehensive but concise It will prove to be a valuable addition and a useful resource for scientists lawyers teachers criminologists and judges Interpreting Hong Kong's Basic Law: The Struggle for Coherence H. Fu, L. Harris, S. Young, 2007-12-25 On July 1 2007 Hong Kong celebrated its tenth anniversary as a special administrative region of China It also marked the first decade of its unique constitutional order in which Hong Kong courts continue to apply and develop the common law but the power of final interpretation of the constitution lies with the Standing Committee of the National People's Congress This book is a collection of chapters by leading constitutional law experts in Hong Kong who examine the interpretive issues and conflicts which have

arisen since 1997 Intervention by China in constitutional interpretation has been restrained but each intervention has had significant political and jurisprudential impact The authors give varied assessments of the struggle for interpretive coherence in the coming decade

Interpreting Quantitative Data David Byrne, 2002-04-11 How do quantitative methods help us to acquire knowledge of the real world What are the do s and don ts of effective quantitative research This refreshing and accessible book provides students with a novel and useful resource for doing quantitative research It offers students a guide on how to interpret the complex reality of the social world achieve effective measurement understand the use of official statistics use social surveys understand probability and quantitative reasoning interpret measurements apply linear modelling understand simulation and neural nets and integrate quantitative and qualitative modelling in the research process Jargon free and written with the needs of students in mind the book will be required reading for students interested in using quantitative research methods

Philosophy of Physics Jeremy Butterfield, John Earman, 2007 The ambition of this volume is twofold to provide a comprehensive overview of the field and to serve as an indispensable reference work for anyone who wants to work in it For example any philosopher who hopes to make a contribution to the topic of the classical quantum correspondence will have to begin by consulting Klaas Landsman s chapter The organization of this volume as well as the choice of topics is based on the conviction that the important problems in the philosophy of physics arise from studying the foundations of the fundamental theories of physics It follows that there is no sharp line to be drawn between philosophy of physics and physics itself Some of the best work in the philosophy of physics is being done by physicists as witnessed by the fact that several of the contributors to the volume are theoretical physicists viz Ellis Emch Harvey Landsman Rovelli t Hooft the last of whom is a Nobel laureate Key features Definitive discussions of the philosophical implications of modern physics Masterly expositions of the fundamental theories of modern physics Covers all three main pillars of modern physics relativity theory quantum theory and thermal physics Covers the new sciences grown from these theories for example cosmology from relativity theory and quantum information and quantum computing from quantum theory Contains special Chapters that address crucial topics that arise in several different theories such as symmetry and determinism Written by very distinguished theoretical physicists including a Nobel Laureate as well as by philosophers Definitive discussions of the philosophical implications of modern physics Masterly expositions of the fundamental theories of modern physics Covers all three main pillars of modern physics relativity theory quantum theory and thermal physics Covers the new sciences that have grown from these theories for example cosmology from relativity theory and quantum information and quantum computing from quantum theory Contains special Chapters that address crucial topics that arise in several different theories such as symmetry and determinism Written by very distinguished theoretical physicists including a Nobel Laureate as well as by philosophers

The Effects of Personality Hardiness on Interpreting Performance Xing Xing, 2023-10-03 This book sheds new light on personality dispositions research into interpreter performance injecting fresh impetus for a new research

agenda designed to further our understanding of hardiness performance linkages in interpreters Interpreters are made not born Mackintosh 1999 67 i e it is generally assumed that everyone has the potential to become an interpreter given proper training Nonetheless time constraints and financial limitations make it advisable to select applicants who need the least training Aptitude testing for interpreting with a purpose to admitting the most promising candidates has thus become not only a practical necessity for institutions but also a central issue among interpreting researchers The book presents a literature review and empirical survey which reveal e g that aptitude testing for interpreting attaches great importance to cognitive aptitude In contrast non cognitive attributes personality in particular while also considered important are seldom measured due to their complex structure and the lack of scientific measurement tools Bearing this gap in mind the book focuses on research into personality traits in aptitude testing for interpreting with an aim to expanding the objective means of testing candidates for the requisite knowledge and skills It is devoted to an empirical investigation into the effects of personality hardiness on interpreting performance with interpreting anxiety and self efficacy as two intermediates To this end a quantitative method questionnaire survey and a qualitative in depth interview were used with 149 Chinese student interpreters at postgraduate level The results indicate that personality hardiness is a valuable trait for student interpreters By systematically presenting the effects of personality hardiness on interpreting performance the book offers both theoretical and empirical stepping stones to understanding the position of personality hardiness in aptitude testing for interpreting providing stakeholders with valuable insights into and blueprints for selecting the most teachable candidates for interpreting training programs

Stereoelectronic Effects Igor V. Alabugin, 2016-10-17 Stereoelectronic Effects illustrates the utility of stereoelectronic concepts using structure and reactivity of organic molecules An advanced textbook that provides an up to date overview of the field starting from the fundamental principles Presents a large selection of modern examples of stereoelectronic effects in organic reactivity Shows practical applications of stereoelectronic effects in asymmetric catalysis photochemical processes bioorganic chemistry and biochemistry inorganic and organometallic reactivity supramolecular chemistry and materials science

Conference Interpreting Explained Roderick Jones, 2014-04-08 Roderick Jones adopts a very practical approach to both consecutive and simultaneous interpreting providing detailed illustrations of note taking reformulation the salami technique simplification generalization anticipation and so on including numerous tricks of the trade such as how to handle difficult speakers and how to interpret untranslatable jokes Numerous examples are offered at every stage all in English or foreignized English Although primarily written as a practitioner s explanation rather than a theorist s speculation the book includes notes on concepts such as units of meaning translation units and discourse structure as well as stances on more polemical issues such as the use of omission and the ethics of interpreting mistakes The book concludes with a comment on the pleasure of conference interpreting as well as a glossary and suggested further readings In all it fills a major gap in English language publications on interpreting providing an introduction for beginners a down to

earth guide for students and a handy compendium for teachers

The Routledge Handbook of Korean Interpreting

Riccardo Moratto, Hyang-Ok Lim, 2023-10-23 Professor Riccardo Moratto and Professor Hyang Ok Lim bring together the most authoritative voices on Korean interpreting. The first graduate school of interpretation and translation was established in 1979 in South Korea. Since then not only has the interpretation and translation market grown exponentially but so too has research in translation studies. Though the major portion of research focuses on translation, interpretation has not only managed to hold its own but interpretation studies in Korea have been a pioneer in this field in Asia. This handbook highlights the main interpretation research trends in South Korea today including case studies of remote interpreting during the Covid 19 pandemic, Korean interpreting for conferences, events and diplomacy and research into educating interpreters effectively. An essential resource for researchers in Korean interpreting, this handbook will also be very valuable to those working with other East Asian languages.

From Every People and Nation David M. Rhoads, A diverse group of New Testament scholars and theologians offer myriad paths to a better understanding of the Book of Revelation. They discuss topics such as Hispanic, Cuban American and African American perspectives, ecological issues, postcolonial themes and liberation theology. The book also provides a set of guidelines for intercultural Bible study. The volume's contributors include Brian K. Blount, Justo Gonzalez, Harry O. Maier, Clarice J. Martin, James Okoye, Tina Pippin, Pablo Richard, Barbara R. Rossing, Victor Westhelle, Khiok Khng Yeo.

Museums and the Interpretation of Visual Culture Eilean Hooper-Greenhill, 2020-11-25 This is a multi-disciplinary study that adopts an innovative and original approach to a highly topical question: that of meaning making in museums, focusing its attention on pedagogy and visual culture. This work explores such questions as: How and why is it that museums select and arrange artefacts? How do museums produce values? How do active audiences make meaning from what they experience in museums? This stimulating book provokes debate and discussion on these topics and puts forward the idea of a new museum, the post museum, which will challenge the familiar modernist museum. A must for students and professionals in the field.

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