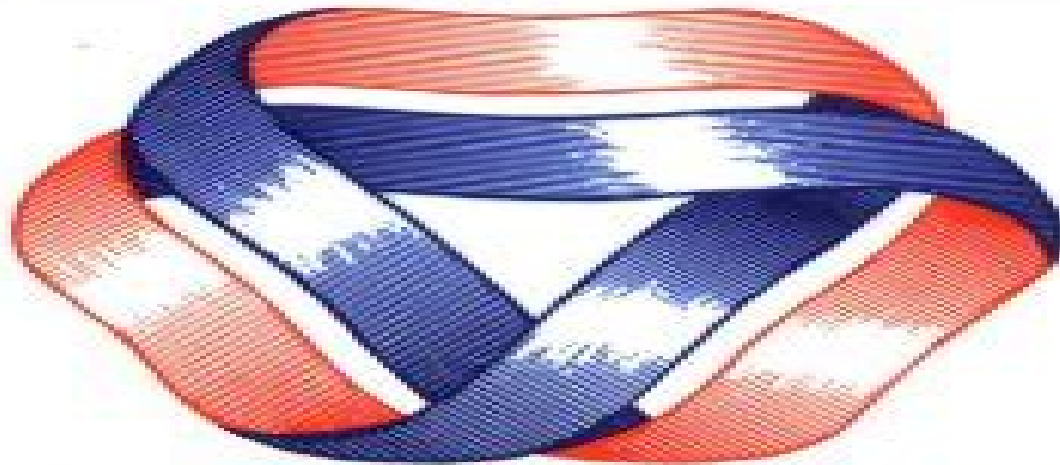


HANDBOOK OF

Motivation & Cognition



Foundations of Social Behavior

**Richard M. Sorrentino
E. Tory Higgins**

EDITORS

Handbook Of Motivation And Cognition Vol 1 Foundations Of Social Behavior

Michael R. Solomon, Tina M. Lowrey



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Handbook of Motivation and Cognition Edward Tory Higgins, Richard M. Sorrentino, Handbook of Motivation and Cognition, Volume 1 Richard M. Sorrentino, 1986 The book combines trend setting ideas from social cognition with in depth analyses of fundamental issues from the classic motivational literature Handbook of Motivation and Cognition, Volume 2 E. Tory Higgins, Richard M. Sorrentino, 1990-06-07 HANDBOOK OF MOTIVATION AND COGNITION Volume 1 challenged the prevailing hot cold either or dichotomy and proposed instead the warm look a synergistic approach to the roles of hot motivations and cold cognitions in the production of behavior Highly acclaimed as a groundbreaking work Contemporary Psychology called it an extremely valuable contribution to the field Unique as a handbook rather than summarizing an existing body of knowledge it attempts to define and shape an emerging field Volume 2 continues to emphasize both theory and research on the motivation cognition interface However the range of approaches has been widened to include clinical developmental political and cognitive psychological as well as the social and personality perspectives prominent in the first volume **Advances in Experimental Social Psychology** Mark P. Zanna, 2011-07-29 Advances in Experimental Social Psychology continues to be one of the most sought after and most often cited series in this field Containing contributions of major empirical and theoretical interest this series represents the best and the brightest in new research theory and practice in social psychology This serial is part of the Social Sciences package on Science Direct Visit www.info.sciencedirect.com for more information Advances Experimental Social Psychology is available online on ScienceDirect full text online of volumes 32 onwards Elsevier book series on ScienceDirect gives multiple users throughout an institution simultaneous online access to an important compliment to primary research Digital delivery ensures users reliable 24 hour access to the latest peer reviewed content The Elsevier book series are compiled and written by the most highly regarded authors in their fields and are selected from across the globe using Elsevier s extensive researcher network For more information about the Elsevier Book Series on ScienceDirect Program please visit <http://www.info.sciencedirect.com/bookseries> **Dual-process Theories in Social Psychology** Shelly Chaiken, Yaacov Trope, 1999-02-19 This informative volume presents the first comprehensive review of research and theory on dual process models of social information processing These models distinguish between qualitatively different modes of information processing in making decisions and solving problems e g associative versus rule based controlled versus uncontrolled and affective versus cognitive modes Leading contributors review the basic assumptions of these approaches and review the ways they have been applied and tested in such areas as attitudes stereotyping person perception memory and judgment Also examined are the relationships between different sets of processing modes the factors that determine their utilization and how they work in combination to affect responses to social information **Communication Yearbooks Vols 6-33 Set** Various, 2021-12-02 The Communication Yearbook annuals originally published between 1977 and 2009 publish diverse state of the discipline literature reviews that advance knowledge

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Social Psychology Karen A. Hegtvedt, Cathryn Johnson, 2017-07-12 Social Psychology Individuals Interaction and Inequality invites you to take a sociological approach to the study of the individual in relationship to society This unique new text explains how social psychology provides varied yet interrelated explanations for individuals experiences in groups and how the micro level interactions of individuals have consequences for macro level phenomena within society Karen A Hegtvedt and Cathryn Johnson describe an array of processes that shape interaction given differences in status power or group memberships Unlike other social psychology texts theirs stresses the interconnections among these processes to create a story about how individuals perceive and then act in their social worlds In addition to introducing the central theoretical approaches and important empirical studies the authors also provide many examples that help students locate the substance of social psychology in their own experiences and social interactions In the end readers will gain an understanding of how their identities and perceptions shape what they do how the structures in which they are embedded may constrain or facilitate their behaviors and how these dynamics contribute to reinforcing or ameliorating inequalities in their social groups

Content and Process Specificity in the Effects of Prior Experiences Thomas K. Srull, Robert S. Wyer, 1990 First Published in 1990 Routledge is an imprint of Taylor Francis an informa company

The Goal Conflict Model of Eating Behavior Wolfgang Stroebe, 2017-10-16 In the World Library of Psychologists series international experts present career long collections of what they judge to be their finest pieces extracts from books key articles salient research findings and their major practical theoretical contributions In this volume Overweight and obesity rates have increased dramatically in most industrialized countries even though more and more people are chronically dieting Dieters can manage to lose substantial amounts of weight while actively dieting but most regain it within a few years So why do most chronic dieters have such difficulty controlling their weight and why is there only a small minority of successful dieters To address these questions Stroebe developed the goal conflict model of eating behavior a social cognitive theory that attributes the difficulty of chronic dieters to a conflict between two incompatible goals eating enjoyment and weight control Although chronic dieters are motivated to pursue their weight control goal most fail in food rich environments Surrounded by palatable food cues that activate thoughts of eating enjoyment incompatible weight control thoughts are inhibited and weight control intentions are forgotten For successful dieters probably due to past success in exerting self control tasty high calorie food

has become associated with weight control thoughts For them exposure to palatable food makes weight control thoughts more accessible enabling them to control their body weight in food rich environments This book contains the key articles of a research program by Stroebe and collaborators to assess the validity of this theory They succeeded in tracing the processes that lead from temptation to a breakdown of dieting intentions They also demonstrated that these theoretical principles can be used to develop effective weight loss interventions The book should be of value for all researchers students and clinicians involved in obesity research and treatment

Generative Mental Processes and Cognitive Resources U. Hecker, Stefan Dutke, Grzegorz Sedek, 2012-12-06 In recent years a booming research interest has been observed in linking basic cognitive processes with a variety of social and clinical phenomena Evidence comes from the increasing popularity of psychological paradigms such as social cognition cognitive psychopathology or cognitive aging What links those paradigms is their special focus on explaining cognitive phenomena by use of the concept of mental resources Immediate reasons for such a focus are found in the growing emphasis on understanding everyday dynamics of thinking and acting within a complex world as well as within personal constraints Obviously our current goals and choice of activities constrain and influence our reasoning as well as the processes of input to and retrieval from memory Situational demands will act to the same effect and the interplay between both internal and external constraints makes apparent a first and straightforward relevance of the resource notion in action oriented cognitive research For example person perception is a dynamic process depending on what my goals in perception are what the perceiving situation is that I find myself in and how complex the target characteristics are In fact the amount of resources spent in this process may be reflected in its speed the quality of the perceptual or mnemonic trace which is being created or the kind of social or non social behavior that can be supported

Advanced Social Psychology Roy F. Baumeister, Eli J. Finkel, 2010-06-29 Social psychology is a flourishing discipline It explores the most essential questions of the human psyche e g Why do people help or harm others How do influence professionals get us to do what they want and how can we inoculate ourselves against their sometimes insidious persuasion tactics Why do social relationships exert such powerful effects on people s physical health and it does so with clever ingenuitive research methods This edited volume is a textbook for advanced social psychology courses Its primary target audience is first year graduate students MA or PhD in social psychlogy although it is also appropriate for upper level undergraduate courses in social psychology and for doctoral students in disciplines connecting to social psychology e g marketing organizational behavior The authors of the chapters are world renowned leaders on their topic and they have written these chapters to be engaging and accessible to students who are just learning the discipline After reading this book you will be able to understand almost any journal article or conference presentation in any field of social psychology You will be able to converse competently with most social psychologists in their primary research domain a use skill that is relevant not only in daily life but also when interviewing for a faculty position And most importantly you will be equipped with the background knowledge to forge ahead more confidently with your own

research The Routledge Companion to Consumer Behavior Michael R. Solomon, Tina M. Lowrey, 2017-09-22 The key to marketing is understanding and satisfying consumer needs thus a knowledge of consumer behavior is essential to any organization dealing with customers users or clients This book promises to be a contemporary classic It brings together an international set of scholars many of whom are household names to examine the diverse approaches to consumer behavior topics The editors employ a micro to macro structure dividing each topic into three parts one reflecting foundational work one focused on emerging trends and one covering practical applications Each part examines the relationship between consumer behaviour and motivation including well being gender social class and more and concludes with practitioner perspectives on the challenges and opportunities that come with understanding customers Readers will gain insight into how drives that are constantly in flux relate to other aspects of human cognition and behavior allowing them to reach customers successfully and to meet their needs With contributions from leading scholars including Sidney Levy and Jagdish Sheth this volume sets the standard as the most comprehensive cutting edge resource on the subject of consumer behavior Students of consumer behaviour and marketing will find this a useful exploration of a fast moving field fundamental to the welfare of companies government non profits and consumers It will also benefit new and established academic researchers as well as practitioners who want to stay on top of current knowledge *Social Psychology, Second Edition* Arie W. Kruglanski, E. Tory Higgins, 2013-10-21 This book has been replaced by Social Psychology Third Edition ISBN 978 1 4625 4398 4 **Everyday Thinking** Stanley Woll, 2001-07-01 Appropriate as a textbook for courses in cognitive psychology or social cognition Everyday Thinking reviews the rapidly growing literature on cognition in naturalistic settings It differs from other textbooks in that where possible it focuses on thinking in real world settings rather than in controlled laboratory settings and provides detailed treatments of each of the following topics how we form impressions of and represent persons in memory how we recognize and represent faces how we reason in our day to day lives and go about solving everyday problems how we make judgments and decisions how we encode memories of events both for future action and for our own life histories and what are some of the implications of everyday knowledge and cognition for education and instruction This book presents the theoretical positions and research evidence on each of these topics and examines the generally unexplored connections among them As a result this book presents the study of cognition in a more relevant form and in a context that readers can more readily apply to their own lives The Construction of Social Judgments Leonard L. Martin, Abraham Tesser, 2013-05-13 Researchers have been addressing social judgment from a cognitive perspective for more than 15 years Within recent years however it has become increasingly clear that many of the models and assumptions initially adopted are in need of revision The chapters in this volume point out where the original models and assumptions have fallen short and suggest directions for future research and theorizing The contributors address issues related to judgment memory affect attitudes and self perception In addition many present theoretical frameworks within which these different issues can be

integrated As such this volume represents the transition from one era of social cognition research to the next

Planning Health Promotion Programs L. Kay Bartholomew Eldredge, Christine M. Markham, Robert A. C. Ruiter, Maria E. Fernández, Gerjo Kok, Guy S. Parcel, 2016-01-06 The Intervention Mapping bible updated with new theory trends and cases Planning Health Promotion Programs is the bible of the field guiding students and practitioners through the planning process from a highly practical perspective Using an original framework called Intervention Mapping this book presents a series of steps tasks and processes that help you develop effective health promotion and education programs using a variety of approaches As no single model can accurately predict all health behavior or environmental changes this book shows you how to choose useful theories and integrate constructs from multiple theories to describe health problems and develop appropriate promotion and education solutions This new fourth edition has been streamlined for efficiency with information on the latest theories and trends in public health including competency based training and inter professional education New examples and case studies show you these concepts in action and the companion website provides lecture slides additional case studies and a test bank to bring this book directly into the classroom Health education and health promotion is a central function of many public health roles and new models theories and planning approaches are always emerging This book guides you through the planning process using the latest developments in the field and a practical approach that serves across discipline boundaries Merge multiple theories into a single health education solution Learn the methods and processes of intervention planning Gain a practical understanding of multiple planning approaches Get up to date on the latest theories trends and developments in the field Both academic and practice settings need a realistic planning handbook based on system not prescription Planning Health Promotion Programs is the essential guide to the process equipping you with the knowledge and skills to develop solutions without a one size fits all approach

Handbook of Self-Regulation, Third Edition Kathleen D. Vohs, Roy F. Baumeister, 2017-10-13 This authoritative handbook reviews the breadth of current knowledge on the conscious and nonconscious processes by which people regulate their thoughts emotions attention behavior and impulses Individual differences in self regulatory capacities are explored as are developmental pathways The volume examines how self regulation shapes and is shaped by social relationships Failures of self regulation are also addressed in chapters on addictions overeating compulsive spending and attention deficit hyperactivity disorder Wherever possible contributors identify implications of the research for helping people enhance their self regulatory capacities and pursue desired goals

Handbook of Self and Identity Mark R. Leary, June Price Tangney, 2012-01-01 Widely regarded as the authoritative reference in the field this volume comprehensively reviews theory and research on the self Leading investigators address this essential construct at multiple levels of analysis from neural pathways to complex social and cultural dynamics Coverage includes how individuals gain self awareness agency and a sense of identity self related motivation and emotion the role of the self in interpersonal behavior and self development across evolutionary time and the

lifespan Connections between self processes and psychological problems are also addressed New to This Edition
Incorporates significant theoretical and empirical advances Nine entirely new chapters Coverage of the social and cognitive neuroscience of self processes self regulation and health self and emotion and hypoegeic states such as mindfulness The SAGE Handbook of Interpersonal Communication Mark L. Knapp, John A. Daly, 2011-08-26 The revised Fourth Edition of The SAGE Handbook of Interpersonal Communication delivers a clear comprehensive and exciting overview of the field of interpersonal communication It offers graduate students and faculty an important state of the art reference work in which well known experts summarize theory and current research The editors also explore key issues in the field including personal relationships computer mediated communication language personality skills nonverbal communication and communication across a person s life span This updated handbook covers a wide range of established and emerging topics including Biological and Physiological Processes Qualitative and Quantitative Methods for Studying Interpersonal Communication Interpersonal Communication in Work Family Intercultural and Health Contexts Supportive and Divisive Transactions Social Networks Editors Mark L Knapp and John A Daly have significantly contributed to the field of interpersonal communication with this important reference work a must have for students and scholars Social Psychology and the Unconscious John A. Bargh, 2013-05-13 Evidence is mounting that we are not as in control of our judgments and behavior as we think we are Unconscious or automatic forms of psychological and behavioral processes are those of which we tend to be unaware that occur without our intention or consent yet influence us on a daily basis in profound ways Automatic processes influence our likes and dislikes for almost everything as well as how we perceive other people such as when we make stereotypic assumptions about someone based on their race or gender or social class Even more strikingly the latest research is showing that the aspects of life that are the richest experience and most important to us such as emotions and our close relationships as well as the pursuit of our important life tasks and goals also have substantial unconscious components Social Psychology and the Unconscious The Automaticity of Higher Mental Processes offers a state of the art review of the evidence and theory supporting the existence and the significance of automatic processes in our daily lives with chapters by the leading researchers in this field today across a spectrum of psychological phenomena from emotions and motivations to social judgment and behavior The volume provides an introduction and overview of these now central topics to graduate students and researchers in social psychology and a range of allied disciplines with an interest in human behavior and the unconscious such as cognitive psychology philosophy of mind political science and business

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