

Advances In Experimental Social Psychology Volume 53

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Advances in Experimental Moral Psychology

This volume was conceived out of the concern with what the imminent future holds for the "have" countries those societies, such as the United States, which are based on complex technology and a high level of energy consumption. Even the most sanguine projection includes as base minimum relatively rapid and radical change in all aspects of the society, reflecting adaptation or reactions to demands created by potential threat to the technological base, sources of energy, to the life-support system itself. Whatever the source of these threats-whether they are the result of politically endogeneous or exogeneous forces-they will elicit changes in our social institutions; changes resulting not only from attempts to adapt but also from unintended consequences of failures to adapt. One reasonable assumption is that whatever the future holds for us, we would prefer to live in a world of minimal suffering with the greatest opportunity for fulfilling the human potential. The question then becomes one of how we can provide for these goals in that scenario for the imminent future a world of threat, change, need to adapt, diminishing access to that which has been familiar, comfortable, needed.

Advances in Experimental Social

Psychology

Recent Events in the Psychology of Aging documents the successful integration of aging into the mainstream of psychology. Leading psychologists present overviews of the key issues and research findings on mainstream topics. These include cognitive neuroscience, visual attention, learning, memory and cognition, as well as personality and happiness. The intersection of aging content with mainstream psychology is also prominent in the areas of emotions, personality, and social psychology as seen in the chapters on subjective well-being, emotional development, self-esteem and personality trajectories. The seven chapters of this book offer information on such topics as: the seven sins of memory, categorizing the common breakdowns of memory in everyday life and the special breakdown of sins that increase with aging; problems with attention and learning; and offers answers to questions such as do emotions get blunted with age; do older people focus more on positive feelings; and the age old question of whether older people are happier than younger people is given in the chapter on the evolving concept of subjective well-being and the multifaceted nature of happiness. Questions about what occurs to one's self-esteem and personality are also masterfully discussed and the answers may be surprising. The concluding seventh chapter provides a cultural lens on the biopsychosocial study of aging.

Advances in Experimental Social Psychology

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Written by two world-leading academics in the field of attitudes research, is a brand new textbook that gets to the very heart of this fascinating and far-reaching field. Greg Maio and Geoffrey Haddock describe how scientific methods have been used to better understand attitudes and how they change. With the aid of a few helpful metaphors, the text provides readers with a grasp of the fundamental concepts for understanding attitudes and an appreciation of the scientific challenges that lay ahead.

Group Processes

Within a few short years, research on counterfactual thinking has mushroomed, establishing itself as one of the signature domains within social psychology. Counterfactuals are thoughts of what might have been, of possible past outcomes that could have taken place. Counterfactuals and their implications for perceptions of time and causality have long fascinated philosophers, but only recently have social psychologists made them the focus of empirical inquiry. Following the publication of Kahneman and Tversky's seminal 1982 paper, a burgeoning literature has implicated counterfactual thinking in such diverse judgments as causation, blame, prediction, and suspicion; in such emotional experiences as regret, elation, disappointment and sympathy; and also in achievement, coping, and intergroup bias. But how do such thoughts come about? What are the mechanisms underlying their operation? How do their consequences benefit, or harm, the individual? When is their generation spontaneous and when is it

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strategic? This volume explores these and other numerous issues by assembling contributions from the most active researchers in this rapidly expanding subfield of social psychology. Each chapter provides an in-depth exploration of a particular conceptual facet of counterfactual thinking, reviewing previous work, describing ongoing, cutting-edge research, and offering novel theoretical analysis and synthesis. As the first edited volume to bring together the many threads of research and theory on counterfactual thinking, this book promises to be a source of insight and inspiration for years to come.

Handbook of Social Comparison

Advances in Experimental Social Psychology

The importance of justice cannot be overstated. As one author has put it, "A better understanding of how justice concerns develop and function in people's lives should enable us to plan more effectively for institutional and other social change to deal with the problems that confront humankind" (S. C. Lerner, 1981, p. 466). The volume in which that statement appeared—an earlier one in this same series—was devoted to exploring the impact that dwindling resources and an increasing rate of change have had upon people's concern for justice. In contrast, the present volume places greater emphasis on the word understanding, as it was used in the context of the preceding quotation, than upon effective planning,

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social change, and ways of dealing with human problems. Nothing in that statement of purpose is meant to belittle the urgency of translating understanding into action, because the social significance of justice concerns is a major factor that has prompted the authors of the chapters in this book to do research in the area. Rather, this volume receives its emphasis from Kurt Lewin's famous dictum there is nothing so practical as a good theory. The need for good theory is ongoing, and these pages are dedicated to a search for new pathways toward better theory.

Advances in Experimental Social Psychology

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 psychology, 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

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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.

Advances in Experimental Social Psychology

Aviation remains one of the most active and challenging domains for human factors and applied psychology. Since 1981, the biennial International Symposium on Aviation Psychology (ISAP) has been convened for the purposes of (a) presenting the latest research on human performance problems and opportunities within aviation systems, (b) envisioning design solutions that best utilize human capabilities for creating safe and efficient aviation systems, and (c) bringing together scientists, research sponsors, and operators in an effort to bridge the gap between research and application. Though rooted in the presentations of the 17th ISAP, held in 2013 in Dayton, Ohio, *Advances in Aviation Psychology* is not simply a collection of selected proceeding papers. Based upon the potential impact on emerging trends, current debates or enduring issues present in their

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work, select authors were invited to expand on their work following the benefit of interactions at the symposium. The invited authors include the featured keynote and plenary speakers who are all leading scientists and prominent researchers that were selected to participate at the symposium. These contributions are supplemented by additional contributors whose work best reflects significant developments in aviation psychology. Consequently the volume includes visions for the next generation of air management and air traffic control, the integration of unmanned (i.e. remotely piloted vehicles) into operational air spaces, and the use of advanced information technologies (e.g. synthetic task environments) for research and training. This book is the first in a series of volumes to be published in conjunction with each subsequent ISAP. The aim of each volume is not only to report the latest findings in aviation psychology but also to suggest new directions for advancing the field.

Recent Advances in Psychology and Aging

Cookie White Stephan and Walter G. Stephan This is a book about the two social psychologies-psychological social psychology and sociological social psychology--written by social psychologists from both disciplines. It focuses on the benefits and costs of interchange between psychological social psychology and sociological social psychology, with the ultimate goal of encouraging interaction among scholars in the two disciplines. The primary questions addressed are:

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What do the two disciplines have to offer each other? What are the barriers to fruitful interchange? How can these barriers be overcome? In this introductory chapter we will first examine some historical reasons for the lack of interchange between the two social psychologies. Then we will provide a brief preview of the chapters to follow. The Development of the Two Social Psychologies The beginning of concern with the "social animal" can be traced to the ancient Greeks. However, social psychology's formal beginning is usually dated from Norman Triplett's 1897 publication of his findings on the effects of competition or from the publication in 1908 of two books including the words "Social Psychology" in their titles, one by the psychologist William McDougall and the other by the sociologist Edward Alsworth Ross. Thus, from its inception, social psychology was already divided into two distinct academic units, housed in the disciplines of sociology and psychology.

Development and Maintenance of Prosocial Behavior

Despite the central place that the study of attitudes has long held in social psychological research, the last decade or so has been relatively quiet as far as the development of attitude theory has been concerned. If one looks back to the Yale studies on communication and persuasion in the 1950s, followed by the massive literature derived from cognitive dissonance theory and its alternatives, there may be a temptation to think that the well of researchable questions has run almost dry. The purpose of this

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book is to convince the reader that this is not the case. On the contrary, a new look at the concept of attitude offers the prospect of as rich and varied a range of questions as ever before. The term "new look" is an old one in social psychology. It was used 30 to 40 years ago as the designation for the school of thought which held that "basic" psychological processes such as perception, cognition, learning, and memory could be influenced by attitudes, motives, and values. There are still lessons to be learned from that period, and the new "new look" that is now emerging incorporates some of these same themes, albeit in the context of changing issues and emphases.

Advances in Experimental Philosophy of Mind

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Advances in Experimental Social Psychology

Originally published in 1985. Detailed exploration of the dynamics of language within social psychology forms a social psychology of language which is distinct from other approaches. This volume presents some of the growing body of research in this area, with many theoretical models and ideas - chapters consider the relationship between language and social situations, looking at cognitive structures in how communication between individuals develops in childhood and beyond, how it defines social situations, influences others, expresses feelings and values, evokes social categorizations and how it can break down.

Attitudinal Judgment

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Advances in Experimental Social Psychology

A Theory of Cognitive Dissonance

Focusing on the nature of moral judgments and the folk psychology of morality, this critical collection surveys the changing field of experimental moral psychology.

The Oxford Handbook of Social Influence

Advances in Experimental Social Psychology

Each volume in Advances in Experimental Social Psychology contains an index, and each chapter includes references.

What Might Have Been

Advances in Experimental Social Psychology

Research on groups has been a major focus of concern among psychologists and sociologists for many years. The study of groups certainly deserves a central role in these disciplines since much of our behavior occurs in groups and many important social phenomena involve groups. Issues such as leadership, conformity, group decision-making, group task

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performance, and coalition formation have had a long history of research. However, recently a number of other areas of research have blossomed that provide interesting new perspectives on group processes (e.g., social impact). In addition, topics of research have developed outside the commonly accepted domain of group dynamics (e.g., self-disclosure) which seem to be concerned with rather basic group processes. Basic Group Processes was designed to bring together in one volume a representative sample of the broad range of work currently being done in the area of groups. Some of the chapters provide a review of the literature while others focus more specifically on current programs of research. All, however, provide new insights into basic group processes and a number provide broad integrative schemes. All of the authors were asked to emphasize theoretical issues rather than a detailed presentation of research. Basic Group Processes suggests that research on groups is a lively enterprise and forging interesting new theoretical and empirical directions.

The Sense of Injustice

Intergroup contact remains one of the most effective means to reduce prejudice and conflict between groups. The past decade has witnessed a dramatic resurgence of interest in this time-tested phenomenon, with researchers now focusing on understanding when, why, and for whom contact does (and does not) work. This new volume focuses on one of the hottest topics in the social sciences: prejudice. Covering not only basic principles but cutting-edge

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findings and theoretical directions, key questions surrounding this subject are addressed, such as: how perceptions of other groups lead to anxiety and avoidance; how cross-group contact influences the development of prejudice in children; whether highly-prejudiced people benefit from contact; how status and power influence the effectiveness of contact. In addition to exploring methodological challenges facing contact researchers, attention is devoted to prejudice interventions that are rooted in our understanding of contact effects. These range from zero-acquaintance contact to intimate cross-group friendships, and even involve simulated contact experiences. This volume draws together world-renowned experts in prejudice and intergroup contact to provide a long-awaited update on the state of affairs in intergroup contact research. As well as synthesizing and integrating the key topics, it also provides possible new directions for future research. Given the prominence of contact as a powerful prejudice-reduction tool, this book is a must-read for students and scholars of social psychology and sociology, as well as policy-makers and practitioners.

Advances in Aviation Psychology

Recent Advances in Language, Communication, and Social Psychology

Advances in Experimental Social Psychology

Social Psychology

For the first time in the history of social psychology, we have a handbook on the history of social psychology. In it, leading luminaries in the field present their take on how research in their own domains has unfolded, on the scientists whose impact shaped the research agendas in the different areas of social psychology, and on events, institutions and publications that were pivotal in determining the field's history. Social psychology's numerous subfields now boast a rich historical heritage of their own, which demands special attention. The Handbook recounts the intriguing and often surprising lessons that the tale of social psychology's remarkable ascendance has to offer. The historical diversity is the hallmark of the present handbook reflecting each of this field's domains unique evolution. Collectively, the contributions put a conceptual mirror to our field and weave the intricate tapestry of people, dynamics and events whose workings combined to produce what the vibrant discipline of social psychology is today. They allow the contemporary student, scholar and instructor to explore the historical development of this important field, provide insight into its enduring aims and allow them to transcend the vicissitudes of the zeitgeist and fads of the moment. The Handbook of the History of Social Psychology provides an essential resource for any social psychologist's collection.

Advances in Experimental Social Psychology

Comparison of objects, events, and situations is

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integral to judgment; comparisons of the self with other people comprise one of the building blocks of human conduct and experience. After four decades of research, the topic of social comparison is more popular than ever. In this timely handbook a distinguished roster of researchers and theoreticians describe where the field has been since its development in the early 1950s and where it is likely to go next.

Advances in Experimental Social Psychology

This collection of previously unpublished papers, written by well known researchers in the psychology of religion, is unique in its broad coverage and in its comparison between quite different and strictly theoretical perspectives. The subjects range from theoretical analyses of social science perspectives on religion and its methods, to reports of experimental, correlational or descriptive studies of religious experience and attitudes. The emphasis throughout is on the directions in which this work might move in the future.

Advances in Experimental Clinical Psychology

The Psychology of Attitudes and Attitude Change

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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 ScienceDirect. Visit info.sciencedirect.com for more information. Advances in Experimental Social Psychology is available online on ScienceDirect - full-text online of volume 32 onward. Elsevier book series on ScienceDirect gives multiple users throughout an institution simultaneous online access to an important complement 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 info.sciencedirect.com/bookseries/. One of the most sought after and most often cited series in this field Contains contributions of major empirical and theoretical interest Represents the best and the brightest in new research, theory, and practice in social psychology

Handbook of the History of Social Psychology

This book was inspired by an intimate, stimulating, intellectually enriching conference that took place in

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Poland. However, the book is not a conference report. Rather, at the time of the conference, participants agreed that it would be worthwhile to create a volume representing the international state of knowledge in pro social behavior, and many of them agreed to write chapters. This volume is the outcome. The book contains chapters by outstanding researchers and scholars who have made substantial contributions to some aspect of scholarship about pro social behavior—helpfulness, generosity, kindness, cooperation, or other behavior that benefits people. The book concerns itself with how prosocial behavior comes about and what influences contribute to or inhibit it; how prosocial behavior, or values and other personal characteristics that promote prosocial behavior, develop; how socialization, peer interaction, and other experiences contribute to development; and with the cognitive, emotional, and behavioral consequences of receiving help. Some chapters directly, and a number of them implicitly, concern themselves with applications of knowledge about prosocial behavior, particularly with the question of how cooperation and behavior that benefits other people can be promoted. The purpose of the book is, in part to show where the field stands and what knowledge we have accumulated, and in part to suggest future directions and advance the field. It is a truly international book, with contributors from most countries where research on pro social behavior is being conducted.

Advances in Intergroup Contact

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Coping with Minority Status

The study of social influence has been central to social psychology since its inception. In fact, research on social influence predated the coining of the term social psychology. Its influence continued through the 1960s, when it made seminal contributions to the beginning of social psychology's golden age. However, by the mid-1980s, interest in this area

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waned, while at the same time, and perhaps not coincidentally, interest in social cognition waxed. Now the pendulum is swinging back, as seen in growing interest in non-cognitive, motivational accounts. The Oxford Handbook of Social Influence will contribute to a resurgence of interest in social influence that will restore it to its once preeminent position. Written by leading scholars, the chapters cover a variety of topics related to social influence, incorporating a range of levels of analysis (intrapersonal, interpersonal, and intragroup) and both source (the influencers) and target (the influenced) effects. The volume also examines theories that are most relevant to social influence, as well as social influence in applied settings. The chapters contribute to the renaissance of interest in social influence by showing that it is time to reexamine classic topics in social influence; by illustrating how integrations/elaborations that advance our understanding of social influence processes are now possible; by revealing gaps in the social influence literature; and by suggesting future lines of research. Perhaps the most important of these lines of work will take into account the change from traditional social influence that occurs face-to-face to social media-mediated influence that is likely to characterize many of our interactions in the future.

The Justice Motive in Social Behavior

Advances in the Study of Behavior was initiated over 40 years ago to serve the increasing number of scientists engaged in the study of animal behavior.

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That number is still expanding. This volume makes another important "contribution to the development of the field" by presenting theoretical ideas and research to those studying animal behavior and to their colleagues in neighboring fields. Initiated over 40 years ago to serve the increasing number of scientists engaged in the study of animal behavior Makes another important contribution to the development of the field Presents theoretical ideas and research to those studying animal behavior and to their colleagues in neighboring fields

The Social Psychology of Gender

The Future of Social Psychology

The past decade has witnessed an exciting (and controversial) new approach to philosophy: Experimental philosophers aim to supplement, and perhaps to supplant, traditional philosophical approaches by employing empirical methods from the social sciences. In *Advances in Experimental Philosophy of Mind*, leading experimental philosophers apply these methods to questions about the nature of the mind, the self, consciousness, moral judgment, and concepts. By bringing empirical methods to bear on key issues, *Advances in Experimental Philosophy of Mind* pushes the debates forward, casting new insight on perennial problems. This is an essential resource for professors, graduate students, and advanced undergraduates interested in either philosophy of mind or the burgeoning field of

experimental philosophy.

Advanced Social Psychology

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Advances in the Psychology of Religion

Advances in Experimental Clinical Psychology is a collection of articles that covers the advances in experimental clinical psychology, in terms of perspective, approach, and research methods. The first chapter of the book details the theories and research methods in dealing with psychopathic behavior. Chapter 2 covers the retarded child as a whole person. The third chapter presents studies of psychodiagnostic errors of observation as a contribution toward a nondynamic psychopathology of everyday life. In the fourth chapter, the book discusses psychological intervention in a community crisis. The last chapter of the book deals with perspective in experimental clinical psychology. The text will be of great use to practitioners and researchers of psychology and related fields, such as psychiatry and neurology.

A Contingency Model of Leadership Effectiveness

Gender relations are rife with contradictions and complexities. Exploring the full range of gender issues, this book offers a fresh perspective on everyday experiences of gender; the explicit and implicit attitudes that underlie beliefs about gender differences; and the consequences for our thoughts, feelings, and behavior. Many real-world examples illustrate how the unique interdependence of men and women—coupled with pervasive power imbalances—shapes interactions in romantic

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relationships and the workplace. In the process, the authors shed new light on the challenges facing those who strive for gender parity. This ideal student text takes readers to the cutting edge of gender theory and research.

Advances in the Study of Behavior

Society consists of numerous interconnected, interacting, and interdependent groups, which differ in power and status. The consequences of belonging to a higher-status "majority" versus a lower-status "minority" can be profound. To understand the origins of the problems caused by majority-minority tensions and develop solutions, it is necessary to understand the dynamics of majority-minority relations. This volume brings together leading scholars in the fields of stigma, prejudice and discrimination, minority influence, and intergroup relations to provide diverse theoretical and methodological perspectives on what it means to be a minority.

Social Psychology

This is the eBook of the printed book and may not include any media, website access codes, or print supplements that may come packaged with the bound book. Reveals social behavior motives, and bridges the person and the social situation. A unique integrated approach to social behavior, *Social Psychology, 6/e* invite readers to consider the interplay of influences inside and outside the person in social situations. The authors emphasizes how

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social psychology is an important discipline, connecting different areas of psychology (e.g., clinical, organizational, and neuroscience) as well as other behavioral sciences (e.g., anthropology, biology, economics, medicine, and law). Organized around the two broad questions - "What purposes does this behavior serve for an individual?" and "Which factors lead an individual to use this behavior to achieve those goals?" - each chapter considers factors in the person, in the situation, and in their interaction, to form an understanding of human behavior. REVEL from Pearson is an immersive learning experience designed for the way today's student read, think, and learn. REVEL modernizes familiar and respected course content with dynamic media interactives and assessments, and empowers educators to increase engagement in the course, better connecting with students. The result is increased student engagement and improved learning. REVEL for Kenrick Social Psychology, 6/e will be available for Fall 2014 classes.

Teaching and Learning Experience This program will provide a better teaching and learning experience- for you and your students. It:

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- Demonstrates Practically: Several features throughout the book help readers connect abstract ideas to real-life situations.
- Improves Learning: Effective pedagogy features promote students' learning. For examples, Quick Quiz Self-

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tests in each chapter allows students to test their understanding of the material. Support Instructors: Video embedded PowerPoints, MyTest, clicker questions, and an instructor's manual provide instructors with extensive materials to supplement the text.

Advances in Experimental Social Psychology

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Advances in Experimental Social Psychology

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Basic Group Processes

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