

Handbook of  
**Motivation &  
Cognition**

Foundations of Social Behavior  
Volume 2

Editors

E. Tory Higgins  
Richard M. Sorrentino

# Handbook Of Motivation And Cognition Vol 2 Foundations Of Social Behavior

**Henk Aarts, Andrew Elliot**



## **Handbook Of Motivation And Cognition Vol 2 Foundations Of Social Behavior:**

*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

**Handbook of Motivation Science** James Y. Shah, Wendi L. Gardner, 2013-12-09 Integrating significant advances in motivation science that have occurred over the last two decades this volume thoroughly examines the ways in which motivation interacts with social developmental and emotional processes as well as personality more generally The Handbook comprises 39 clearly written chapters from leaders in the field Cutting edge theory and research is presented on core psychological motives such as the need for esteem security consistency and achievement motivational systems that arise to address these fundamental needs the process and consequences of goal pursuit including the role of individual differences and contextual moderators and implications for personal well being and interpersonal and intergroup relations

*Advances in Experimental Social Psychology*, 1998-05-26 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

**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

**Handbook of Self-Regulation, Second Edition** Kathleen D. Vohs, Roy F. Baumeister, 2011-03-29 This authoritative handbook comprehensively examines 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 reviews 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-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

*Goal-Directed Behavior* Henk Aarts, Andrew Elliot, 2012-04-27 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

*Social Comprehension and Judgment* Robert S. Wyer, Jr., 2003-09-12 Written by one of the foremost authorities in social cognition *Social Comprehension and Judgment* examines how people process information encountered in their everyday lives In the book Dr Wyer proposes a new theory about the way in which information acquired in everyday life is comprehended and represented in memory and how it is later used as a basis for judgments and decisions A major emphasis throughout is on the construction and use of narrative representations of knowledge and the way that visual images influence the comprehension of these narratives and the judgments based on them The role of affective reactions in this cognitive activity is also discussed *Social Comprehension and Judgment* is divided into three sections Part I provides a conceptual overview by outlining the general theoretical framework focusing on assumptions about the storage and retrieval of information and reviews recent research on the impact of knowledge accessibility on judgments and decisions Part II deals with the comprehension of information and examines the role of these processes in impression formation persuasion and responses to humor Part III describes the inferences that are based on information conveyed in social situations This book is ideal for advanced students and researchers interested in the areas of social cognition or social information processing

*The Wisdom in Feeling* Lisa Feldman Barrett, Peter Salovey, 2002-08-19 The fundamental concern of psychotherapy is change While practitioners are constantly greeted with new strategies techniques

programs and interventions this book argues that the full benefits of the therapeutic process cannot be realized without fundamental revision of the concept of change itself Applying cybernetic thought to family therapy Bradford P Keeney demonstrates that conventional epistemology in which cause and effect have a linear relationship does not sufficiently accommodate the reciprocal nature of causation in experience Written in an unconventional style that includes stories case examples and imagined dialogues between an epistemologist and a skeptical therapist the volume presents a philosophically grounded ecological framework for contemporary clinical practice

**Handbook of Personality** Oliver P. John, Richard W. Robins, Lawrence A. Pervin, 2010-11-24 This authoritative handbook is the reference of choice for researchers and students of personality Leading authorities describe the most important theoretical approaches in personality and review the state of the science in five broad content areas biological bases development self and social processes cognitive and motivational processes and emotion adjustment and health Within each area chapters present innovative ideas findings research designs and measurement approaches Areas of integration and consensus are discussed as are key questions and controversies still facing the field

**Close Relationships** Harry T. Reis, Caryl E. Rusbult, 2004 First Published in 2004 Routledge is an imprint of Taylor Francis an informa company

Understanding and Changing Health Behaviour Charles Abraham, Paul Norman, Mark Conner, 2013-11-26 The identification of the factors predicting health behaviour has become a major focus of research in the field of health psychology and related disciplines This awareness not only increases our understanding but also provides important targets for interventions to change health behaviour Understanding and Changing Health Behaviour focuses on a range of key social cognitive factors in this process using examples from an impressive breadth of applied settings that include smoking cessation condom use and breast examination The book features contributions from some of the best known researchers in the field

**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

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 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 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.

**Pillars of Social Psychology** Saul Kassin, 2022-09-15 This collection of first person accounts from legendary social psychologists tells the stories behind the science and offers unique insight into the development of the field from the 1950s to the present. One pillar the grandson of a slave was inspired by Kenneth Clark. Yet when he entered his PhD program in the 1960s he was told that race was not a variable for study. Other pillars faced first hand a type of sexism that was hardly subtle when women were not permitted into the faculty dining room. Still others have lived through a tremendous diversification of social psychology not only in the United States but in Europe and Asia that characterizes the field today. Together these stories always witty and sometimes emotional form a mosaic of the field as a whole its legends their theories and research their relationships with one another and their sense of where social psychology is headed. **Action and**

**Self-Development** Richard M. Lerner, 1999-08-24 This text explores the theoretical breadth of models and ideas relevant to action theory. Areas addressed include personal goals, projects, life themes, life planning, cultural agency and historical and social contexts, impact, developmental patterns. **The Psychology of Goals** Gordon B. Moskowitz, Heidi Grant, 2009-01-16

Bringing together leading authorities, this tightly edited volume reviews the breadth of current knowledge about goals and their key role in human behavior. Presented are cutting edge theories and findings that shed light on the ways people select and prioritize goals, how they are pursued, factors that lead to success or failure in achieving particular aims and consequences for individual functioning and well being. Thorough attention is given to both conscious and nonconscious processes. The biological, cognitive, affective and social underpinnings of goals are explored as is their relationship to other motivational constructs. *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

Social Groups in Action and Interaction Charles Stangor, 2015-10-16 Social Groups in Action and Interaction reviews and analyzes the human group as it operates to create both social good and potentially social harm It summarizes current knowledge and contemporary research with real world examples in succinct yet engaging chapters to help students understand and predict group behavior Unlike other texts the book considers a wide range of topics such as conformity leadership task performance social identity prejudice and discrimination from both an intragroup and an intergroup perspective By looking at behavior both within and between groups it bridges the gap between these interconnected approaches The second edition is thoroughly updated to include new discussion of the biology and neuroscience of group formation recent developments in social identity theory and recent advances in the study of social networks It also includes questions for review and discussion in the classroom It provides the most comprehensive and essential resource for courses on group dynamics and behavior

*The Social Psychology of Gullibility* Joseph P Forgas, Roy Baumeister, 2019-04-03 Gullibility whether we like it or not is a fundamental characteristic of human beings In *The Social Psychology of Gullibility* Forgas and Baumeister explore what we know about the causes functions and consequences of gullibility and the social psychological processes that promote or inhibit it With contributions from leading international researchers the book reveals what social and cognitive psychology contribute to our understanding of how human judgments and decisions can be distorted and undermined The chapters discuss the nature and functions of gullibility the role of cognitive processes in gullibility the influence of emotion and motivation on gullibility and

social and cultural aspects of gullibility Underpinned by a wealth of empirical research contributors explore captivating issues such as the psychology of conspiracy theories the role of political gullibility gullibility in science the role of the internet in fostering gullibility and the failures of reasoning that contribute to human credulity Gullibility has become a dominant topic of interest in public discourse The Social Psychology of Gullibility is essential reading for researchers social science students professionals and practitioners and all those interested in understanding human credulity and the role of gullibility in contemporary public affairs



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