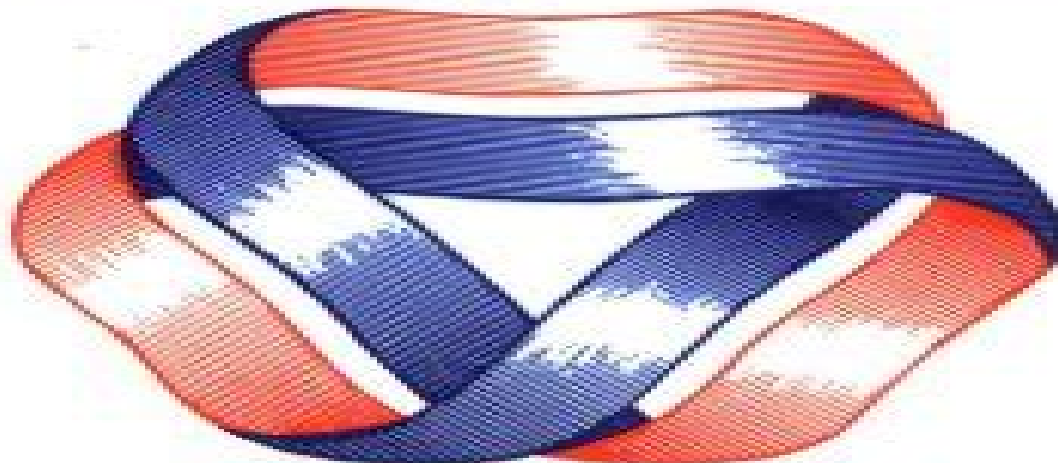


HANDBOOK OF

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# **Motivation & Cognition**



## **Foundations of Social Behavior**

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

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EDITORS

# Handbook Of Motivation And Cognition Vol 1 Foundations Of Social Behavior

**Stanley Woll**



## **Handbook Of Motivation And Cognition Vol 1 Foundations Of Social Behavior:**

**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 *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 **The Uncertain Mind** Richard M. Sorrentino, Christopher J.R. Roney, 2013-05-13 This book discusses individual differences in how people react to uncertainty The authors show that while some people are relatively comfortable dealing with uncertainty and strive to resolve it uncertainty oriented others are more likely to avoid uncertainty preferring the familiar or the known certainty oriented They go on to examine the implications of an uncertainty orientation for understanding processes of self knowledge social cognition and attitude change achievement motivation and performance interpersonal and group processes and issues relating to physical and psychological health concerns Research is discussed which links this uncertainty orientation to each of these issues raising important practical and theoretical questions for each The book also considers possible implications for people of both orientations of living in times that may be characterized as being uncertain **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](http://www.info.sciencedirect.com) for more information Advances Experimental Social Psychology is

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*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 and understanding of communication systems processes and impacts across the discipline Topics dealt with include Communication as Process Research Methodology in Communication Communication Effects Taxonomy of Communication and European Communication Theory Information Systems Division Mass Communication Research Mapping the Domain of Intercultural Communication Public Relations Feminist Scholarship Communication Law and Policy Visual Communication Communication and Cross Sex Friendships Across the Life Cycle Television Programming and Sex Stereotyping InterCultural Communication Training Leadership and Relationships Media Performance Assessment Cognitive Approaches to Communication

*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      Handbook of Self-Regulation, Second Edition Kathleen D. Vohs, Roy F. Baumeister, 2013-01-18 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 New to This Edition Incorporates significant scientific advances and many new topics Increased attention to the social basis of self regulation Chapters on working memory construal level theory temptation executive functioning in children self regulation in older adults self harming goal pursuit interpersonal relationships religion and impulsivity as a personality trait      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

**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 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  
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new chapters Coverage of the social and cognitive neuroscience of self processes self regulation and health self and emotion  
and hypoeegoic states such as mindfulness      *Advances in Experimental Social Psychology*, 1998-05-26 Advances in  
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