

Psychological Science Ubc Sauder School Of Business

Most organizations spend much of their effort on the start of the value creation process: namely, creating a strategy, developing new products or services, and analyzing the market. They pay a lot less attention to the end: the crucial "last mile" where consumers come to their website, store, or sales representatives and make a choice. In The Last Mile, Dilip Soman shows how to use insights from behavioral science in order to close that gap. Beginning with an introduction to the takes a deep dive into the psychology of choice, money, and time. It explains how to construct behavioral experiments and understand the data on preferences that they provide. Finally, it provides a range of practical tools with which to overcome common last mile difficulties. The Last Mile helps lay readers not only to understand behavioral science, but to apply its lessons to their own organizations' last mile problems, whether they work in business, government, or the nonprofit sector. Predictably Irrational, Richard Thaler and Cass Sunstein's Nudge, or Daniel Kahneman's Thinking, Fast and Slow but was not sure how those insights could be practically applied. The Last Mile is full of solid, concrete advice on how to put the lessons of behavioral science to work.

First published in 2000. Routledge is an imprint of Taylor & Francis, an Informa company.

This volume brings together a multidisciplinary group of scholars from diverse fields including computer science, engineering, archival science, law, business, psychology, economics, medicine and more to discuss the trade-offs between different "layers" in designing the use of blockchain/Distributed Ledger Technology (DLT) for social trust, trust in data and records, and trust in systems. Blockchain technology has emerged as a solution to the problem of trust in data and records, and its profound potential as a digital trust infrastructure. Blockchain is a DLT in which confirmed and validated sets of transactions are stored in blocks that are chained together to make tampering more difficult and render records immutable. This book is dedicated to exploring and disseminating the latest findings on the relationships between socio-political and economic data, record-keeping, and technical aspects of blockchain.

Provides research on the emergent issue of the Internet as a central organizing platform for integrating marketing communications.

Canadian Sourcebook

Why People Fail and How to Succeed

Stochastic Optimization Models in Finance

The Psychology of Intuitive Judgment

The World of Learning 2001

The Remarkable, Completely Misunderstood Relationship Between You and Your Genes

This book offers approach that provides unique insights, examples, tools, techniques, checklists, and templates for successful collaborations. Now, more than ever before, organizations are encouraging work collaboration both in-person and remotely to increase productivity, enhance innovation, and attain the best results. However, leaders and teams often lack the essential knowledge, tools, and techniques required to avoid failure and achieve optimal outcomes. This book offers a refreshing approach that provides unique insights, examples, tools, techniques, checklists, and templates for successful collaborations. It opens with a review of the collaboration decaogon of competencies-a self-test to reveal strengths, gaps, and practical tips to apply. Then, collaboration mindfulness is explained and guidelines based on the COIN model explain how to put this crucial mindset into action. Next, practical advice is offered for how to both encourage and manage discussion and disagreement throughout all four phases of the collaboration process. Having a clear focus for the collaboration topic as a problem or an opportunity is reviewed in detail, with tips on how to decide and discuss most efficiently. Guidelines for how to manage conflict and deal with challenging people are offered, based on strategies for each of the four conflict stages. Additionally, whole-brain techniques are explained to help collaboration teams invent the most unique options and solutions for innovation and change. The book concludes with proven strategies for how to overcome eight common obstacles to collaborations with confidence.

The global sustainability challenge is urgent, tremendous and increasing. From an ecological perspective, the current worldwide resource footprint requires approximately 1.5 planets to sustain existing life, and with current usage would require two planets by 2030. The social impact of ever-growing resource use disproportionately affects the world's poor - the 3 billion people living on less than \$2.50 a day, as they struggle to acquire what is needed to survive. The serious ecological and social challenges we face in trying to establish global sustainable supply chains must not be underestimated, yet so far research has largely ignored the social dimension in favour of the environmental and economic. So how can we create sustainable supply chains that take a true triple-bottom-line approach?Implementing Triple Bottom Line Sustainability features innovative research, highlighting new cases, approaches and concepts in how to successfully implement sustainability - covering economic, ecological and social dimensions - into global supply chains. The four parts cover the rationale for sustainable global supply chains, key enablers, case studies showing clear implementation steps, and directions for future research and development.This book is a must-read for any academic researching in sustainable supply chain management, procurement or business strategy, and for business leaders seeking cases that will inform a critical step forward for CSR programmes.

"Tell me what you eat, I'll tell you who you are," said Antheleme Brillat-Savarin. Today, "You are what you consume" is more apt. Barbara Krueger's ironic twist of Descartes - "I shop therefore I am" - has lost its irony. Such phrases have become commonplace descriptions of our identity in the contemporary world. In our materialistic world it seems as if there is no debate that our consumption behaviour is fused with our self-identity - shaping it, changing it and often challenging it. The Routledge Companion to Identity and Consumption introduces the reader to state-of-the-art research, written by the world's leading scholars regarding the interplay between identity and consumption. The book addresses the diverse issues regarding the ways identity affects our consumption behaviour and vice-versa and in doing so, presents a broad perspective on the dynamics of self-identity and consumption. With

chapters discussing the theory, research and practical implications of these dynamics, including the way they change across our life span and their expression within different social, cultural and religious contexts, this book will be a valuable reference source for students and academics from a variety of disciplines. One of the world's leading cultural psychologists debates the hype surrounding DNA testing and puts to rest our mistaken anxieties about our genes. Do you fear what might be lurking in your DNA? Well, now you can find out, and you most likely will. Scientists expect one billion people to have their genomes sequenced by 2025, and as the price drops it may even become a standard medical procedure. Yet cultural psychologist Steven Heine argues that the first thing we'll do upon receiving our DNA test results is to misinterpret them completely. We've become accustomed to breathless media coverage about newly discovered "cancer" or "IQ" or "infidelity" genes, each one promising a deeper understanding of what makes us tick. But as Heine shows, most of these claims are oversimplified and overhyped misinterpretations of how our DNA really works. With few exceptions, it is a complex combination of experience, environment, and genetics that determines who we are, how we behave, and what diseases will afflict us in the future. So why do we continue to buy into the belief that our genes control our destiny? Heine argues that we are psychologically ill equipped to deal with DNA results, repeatedly falling into predictable biases--switch-thinking, essentialism, fatalism, negativity dominance, and more--that mold our thinking about the information we receive. Heine shares his research--and his own genome-sequencing results--to not only to set the record straight regarding what your genes actually reveal about your health, intelligence, ethnic identity, and family, but to also help you counteract these insidious cognitive traps. His fresh, surprising conclusions about the promise, and limits, of genetic engineering and DNA testing upend conventional thinking and reveal a simple, profound truth: your genes create life--but they do not control it.

The Last Mile

Atlas of Moral Psychology

The Psychology of Thinking about the Future

The Self-Conscious Emotions

Contemporary Research in E-Branding

Emotional Intelligence, Virtues, and Contemplative Learning

Drs. Robert D. Enright and Richard P. Fitzgibbons discuss forgiveness with the host. Includes an actual therapy session with a real client by Dr. Fitzgibbons.

A leading psychologist reveals how our most misunderstood emotion--pride--has shaped our minds and our culture, and shows how we can harness its power. Why did Paul Gauguin abandon middle-class life to follow the path of a starving artist? What inspired Bill Gates to give away so much of his hard-won fortune? How has Donald Trump succeeded so excessively, when his winning style could easily be his greatest liability? As the renowned emotion researcher Jessica Tracy reveals inTake Pride, each of these superachievers has been motivated by an often maligned emotion: pride. Its dark, hubristic side is well known, but Tracy shows that pride is also essential for helping us become our best, brightest selves. By making us care about how others see us and how we see ourselves, pride makes us strive for excellence. In the right doses and the right contexts, it has been proven to boost creativity, motivate altruism, and confer status and power on those who display it. InTake Pride, Tracy explains why we came to feel pride and how we can make this double-edged emotion serve us--rather than the other way around.

Within an entrepreneurial context, what a person thinks and feels and how they behave are hugely consequential. Entrepreneurs often work in scenarios of considerable time pressure, task complexity, uncertainty and high performance variance. This fasci

The most contemporary and relevant introduction to the field, Cultural Psychology, Fourth Edition, is unmatched in both its presentation of current, global experimental research and its focus on helping students to think like cultural psychologists.

Experimental Approaches to the Study of Charity

Take Pride

How Compassionate Managers Handle Pain and Conflict

Book 1: an Overview

Cultural Psychology

A Psychological Approach to Entrepreneurship

Why do people spend so much time thinking about the future, imagining scenarios that may never occur, and making (often unrealistic) predictions ? This volume brings together leading researchers from multiple psychological subdisciplines to explore the central role of future-thinking in human behavior across the lifespan. It presents cutting-edge work on the mechanisms involved in visualizing, predicting, and planning for the future. Implications are explored for such important domains as well-being and mental health, academic and job performance, ethical decision making, and financial behavior. Throughout, chapters highlight effective self-regulation strategies that help people pursue and realize their short- and long-term goals. y

A reprint of one of the classic volumes on portfolio theory and investment, this book has been used by the leading professors at universities such as Stanford, Berkeley, and Carnegie-Mellon. It contains five parts, each with a review of the literature and about 150 pages of computational and review exercises and further in-depth, challenging problems. Frequently referenced and highly usable, the material remains as fresh and relevant for a portfolio theory course as ever.

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Presents information on location, enrollment, costs, financial aid, admissions, curriculum, campus life, housing and career services of four-year colleges and universities in the United States and Canada.

Why the Deadliest Sin Holds the Secret to Human Success

The Truth About Collaborating

Directory of Japan Specialists and Japanese Studies Institutions in the United States and Canada: Japan specialists

Directory of Japan Specialists and Japanese Studies Institutions in the United States and Canada: Institutions

APS Observer

Four-Year Colleges 2009

This book, first published in 2002, compiles psychologists' best attempts to answer important questions about intuitive judgment.

Process, Sensemaking, and Organizing is the first in a series of volumes which explore perspectives on process theories, an emerging approach to the study of organizations that focuses on (understanding) activities, interactions, and change as essential properties of organizations rather than structures and state - an approach which prioritizes activity over product, change over persistence, novelty over continuity, and extension over determination. Process and sensemaking may be seen as mutually interlocking phenomena and, as such, are cornerstones in process thinking. This volume brings together contributions from an international group of scholars energized by process organization studies. The collection offers perspectives from different disciplines, insights from diverse theoretical traditions and contexts, and parallels made with a range of cultural forms, including art, poetry, and cookery. At the same time, the chapters exhibit a clear emphasis on a process ontology, process theorizing, and narrative thinking. Across this rich and varied collection recurrent themes emerge that distinguish process theorizing from the more logico-scientific, variance-oriented research that dominates organization studies today. This book will appeal to academics, researchers, and graduate students in management, organization studies, and sociology who wish to better understand the emergent, changing, and flow-like character of organizational life and expand their understanding of the nature of sensemaking as a basis for organizing.

Detailed program listings of accredited graduate programs in the physical sciences, math, and agricultural sciencs. Detailed program listings of accredited graduate programs in the physical sciences, math, and agricultural sciencs.

The Oxford Handbook of Organizational Citizenship Behavior provides a broad and interdisciplinary review of state-of-the-art research on organizational citizenship behaviors (OCBs), and related constructs such as contextual performance, spontaneous organizational behavior, prosocial behavior, and proactive behavior in the workplace. Contributors address the conceptualization and measurement of OCBs; the antecedents, correlates, and consequences of these behaviors; and the methodological issues that are common when studying OCBs. In addition, this handbook pushes future scholarship in this and related areas by identifying substantive questions, methods, and issues for future research. The result is a single resource that will inform and inspire scholars, students, and practitioners of the origins of this construct, the current state of research on this topic, and potentially exciting avenues for future exploration. This handbook is designed to meet the needs of a broad spectrum of researchers and advanced undergraduate and graduate students in a variety of disciplines including management, organizational behavior, human resources management, and industrial and organizational psychology, as well as those interested in studying citizenship behavior in a variety of organizational contexts including marketing, nursing, engineering, sports, and education.

The Oxford Handbook of Organizational Citizenship Behavior

Toxic Emotions at Work

Peterson's Graduate and Professional Programs

The European Perspective

Academy of Management Annual Meeting

Peterson's Graduate Programs in Business, Education, Health, Information Studies, Law & Social Work 2007

Timely and authoritative, this volume reviews the breadth of current knowledge on the self-conscious emotions and their role in psychological and social functioning. Leading investigators approach the subject from multiple levels of analysis, ranging from basic brain mechanisms to complex social processes. Chapters present compelling advances in research on the most fundamental self-conscious emotions: embarrassment, guilt, humiliation, pride, and shame. Addressed are neural and evolutionary mechanisms, developmental processes, cultural differences and similarities, and influences on a wide array of social behaviors and personality processes. A unique chapter on assessment describes and evaluates the full range of available measures.

A guide to managing emotional pain at work to improve performance. Based on research and examples, it discusses why emotions matter in the workplace, and shows how organizations can manage emotions and institutionalise compassion as part of their company culture to improve results.

If you think money can't buy happiness, you're not spending it right. Two rising stars in behavioral science explain how money can buy happiness—if you follow five core principles of smarter spending. Happy Money offers a tour of new research on the science of spending. Most people recognize that they need professional advice on how to earn, save, and invest their money. When it comes to spending that money, most people just follow their intuitions. But scientific research shows that those intuitions are often wrong. Happy Money explains why you can get more happiness for your money by following five principles, from choosing experiences over stuff to spending money on others. And the five principles can be used not only by individuals but by companies seeking to create happier employees and provide “happier products” to their customers. Elizabeth Dunn and Michael Norton show how companies from Google to Pepsi to Crate & Barrel have put these ideas into action. Along the way, the authors describe new research that reveals that luxury cars often provide no more pleasure than economy models, that commercials can actually enhance the enjoyment of watching television, and that residents of many cities frequently miss out on inexpensive pleasures in their hometowns. By the end of this book, readers will ask themselves one simple question whenever they reach for their wallets: Am I getting the biggest happiness bang for my buck?

This comprehensive and cutting-edge volume maps out the terrain of moral psychology, a dynamic and evolving area of research. In 57 concise chapters, leading authorities and up-and-coming scholars explore fundamental issues and current controversies. The volume systematically reviews the empirical evidence base and presents influential theories of moral judgment and behavior. It is organized around the key questions that must be addressed for a complete understanding of the moral mind.

Building Decentralized Trust

An Overview

The Science of Smarter Spending

Book 6

Organizational Behaviour

International Handbook of Universities

The six volumes of Peterson's Annual Guides to Graduate Study, the only annually updated reference work of its kind, provide wide-ranging information on the graduate and professional programs offered by accredited colleges and universities in the United States and U.S. territories and those in Canada, Mexico, Europe, and Africa that are accredited by U.S. accrediting bodies. Books 2 through 6 are divided into sections that contain one or more directories devoted to individual programs in a particular field. Book 1 includes

institutional profiles indicating the degrees offered, enrollment figures, admission and degree requirements, tuition, financial aid, housing, faculty, research projects and facilities, and contacts at more than 2,000 institutions.

Americans donate over 300 billion dollars a year to charity, but the psychological factors that govern whether to give, and how much to give, are still not well understood. Our understanding of charitable giving is based primarily upon the intuitions of fundraisers or correlational data which cannot establish causal relationships. By contrast, the chapters in this book study charity using experimental methods in which the variables of interest are experimentally manipulated. As a result, it becomes possible to identify the causal factors that underlie giving, and to design effective intervention programs that can help increase the likelihood and amount that people contribute to a cause. For charitable organizations, this book examines the efficacy of fundraising strategies commonly used by nonprofits and makes concrete recommendations about how to make capital campaigns more efficient and effective. Moreover, a number of novel factors that influence giving are identified and explored, opening the door to exciting new avenues in fundraising. For researchers, this book breaks novel theoretical ground in our understanding of how charitable decisions are made. While the chapters focus on applications to charity, the emotional, social, and cognitive mechanisms explored herein all have more general implications for the study of psychology and behavioral economics. This book highlights some of the most intriguing, surprising, and enlightening experimental studies on the topic of donation behavior, opening up exciting pathways to cross-cutting the divide between theory and practice.

A basic listing of all accredited graduate programs at universities in the U.S and Canada. A basic listing of all accredited graduate programs at universities in the U.S and Canada.

Events on Wall Street and Main Street reveal that some business leaders make dramatically unethical self-serving decisions that ignore the public interest. How can business schools educate future business leaders to make ethical decisions? Unfortunately, most business schools fail in teaching ethical decision-making. They erroneously assume that such decision-making is primarily conscious and reason-based, reflecting the western cultural orientation toward science and logic. In this book, Thomas Culham cites neurological findings showing that unconscious processes and emotions play a much more significant role than reason in making ethical decisions. Culham urges business schools to teach a modified form of emotional intelligence, linked with research-supported contemplative practices from the great meditative traditions. This book details the author's ethics curriculum and explains its successful application at the Sauder School of Business at the University of British Columbia. This fascinating, interdisciplinary, and highly practical curriculum integrates philosophy (virtue ethics), Daoist thinking, psychology, and neuroscience. This curriculum intends to transform the way business schools teach decision making. Such an effort might just transform the way we do business.

Concepts, Controversies, Applications, Sixth Canadian Edition,

Science

Process, Sensemaking, and Organizing

Forgiveness

Ethics Education of Business Leaders

DNA is Not Destiny

For introductory courses in Organizational Behaviour, Organizational Psychology, Industrial Psychology, and Human Relations in departments of management, public administration, psychology, social work, political science, and education. Organizational Behaviour, 6ce is the most student-engaging comprehensive book in the market. It makes OB relevant to students, no matter what their background, work experience or their career goals. MyOBlab is not included with the purchase of this product.

Why do some marriages grow stronger in the face of conflict or stress while others dissolve? In this book, two pioneering researchers present a groundbreaking theory of how mutually responsive behaviors emerge—or fail to emerge—in relationships. Illustrating their findings through the vivid stories of four diverse couples, the authors explore how conscious considerations interact with unconscious impulses to foster trust and commitment. Compelling topics include why marriages have such different personalities and what makes partners truly compatible. Also discussed are implications of the model for helping couples sustain satisfying relationships and improve troubled ones.

This volume presents a state-of-the-science review of the most promising current European research -- and its historic roots of research -- on complex problem solving (CPS) in Europe. It is an attempt to close the knowledge gap among American scholars regarding the European approach to understanding CPS. Although most of the American researchers are well aware of the fact that CPS has been a very active research area in Europe for quite some time, they do not know any specifics about even the most important research. Part of the reason for this lack of knowledge is undoubtedly the fact that European researchers -- for the most part -- have been rather reluctant to publish their work in English-language journals. The book concentrates on European research because the basic approach European scholars have taken to studying CPS is very different from one taken by North American researchers. Traditionally, American scholars have been studying CPS in "natural" domains -- physics, reading, writing, and chess playing -- concentrating primarily on exploring novice-expert differences and the acquisition of a complex skill. European scholars, in contrast, have been primarily concerned with problem solving behavior in artificially generated, mostly computerized, complex systems. While the American approach has the advantage of high external validity, the European approach has the advantage of system variables that can be systematically manipulated to reveal the effects of system parameters on CPS behavior. The two approaches are thus best viewed as complementing each other. This volume contains contributions from four European countries -- Sweden, Switzerland, Great Britain, and Germany. As such, it accurately represents the bulk of empirical research on CPS which has been conducted in Europe. An international cooperation started two years ago with the goal of bringing the European research on complex problem solving to the awareness of American scholars. A direct result of that effort, the contributions to this book are both informative and comprehensive.

Fourth International Student Edition

Complex Problem Solving

Heuristics and Biases

Implementing Triple Bottom Line Sustainability into Global Supply Chains

Multidisciplinary Perspectives on the Design of Blockchains and Distributed Ledgers

The Routledge Companion to Identity and Consumption