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***Social Psychology
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"Reveals social behavior motives, and

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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 social psychology is an important discipline, connecting different areas of

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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

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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

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Sharing stories and advice rooted in the science of evolutionary psychology, father and son authors Doug Kenrick and David Lundberg-Kendrick pinpoint the dangers of stone-age problem solving for our lives today, and present a new, systematic way

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to survive and be happy in the modern world. Over millennia, we humans have evolved a set of motivational systems to help us solve the seven basic problems of existence: surviving, protecting ourselves from attackers, forming friendships, winning respect, attracting mates, hanging onto mates, and caring for our families.

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We seek the same goals in the 21st century. However, the saber-tooth tigers and rival tribes that once threatened us have been replaced by marketers peddling sugar-laden foods, pundits fanning the culture war flames, and payday loan companies scamming those who can least afford it. Through a series of engaging

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accompanying aggressiveness are features of interaction between groups and he supports this theory with a detailed experimental study of controlled groups. At the time of publication, Dr Otto Klineberg, Director of the International Centre for Intergroup Relations at the Sorbonne wrote: 'Social scientists

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everywhere owe a great debt of gratitude to Professor Sherif. The distinguished series of publications for which he and his co-workers are responsible have an honoured place in our libraries. In particular, his contributions to the field of intergroup relations are outstanding; his concept of "superordinate goals", based on

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a combination of theoretical insight and brilliant experimentation, has become a household word for those concerned with this significant problem. In his new volume, *Group Conflict and Co-operation*, he carries his analysis much further, not only describing the results of several original investigations, but also building a

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theoretical appraisal of an extensive research literature. The author has made still another significant contribution toward a better understanding of one of the most complex and disturbing phenomena of our time.’

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Lundberg-Kenrick prompt students to consider personal and situational factors, as well as the interactions among these factors, when analyzing human behavior. The 7th Edition offers updated research in the field as well as coverage of contemporary topics, many relating to how technology affects the way people

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behavior—why people love, hate, lead, and follow, for example- and bridges the person and the social situation. A unique integrated approach to social behavior: What do terrorist bombings, testosterone, one-

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minute “hurry dates,” Facebook, and political smear campaigns have to do with one another? Social Psychology textbooks typically provide a laundry list of interesting, but disconnected facts and theories. This standard

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approach grabs interest but falls short as a way to learn. Kenrick, Neuberg, and Cialdini instead provide an integrative approach, one that both builds upon traditional lessons learned by the field and pushes those lessons

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to the cutting-edge. By organizing each chapter around the two broad questions- “What are the goals that underlie the behavior in question?” and “What factors in the person and the situation connect to each goal?”

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-the book presents the discipline as a coherent framework for understanding human behavior. Expanding the integrative theme in this edition, KNC highlights social psychology as the ultimate bridge discipline—connecting the

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different findings and theories of social psychology, exploring the field's links to other areas of psychology (e.g., clinical, organizational, and neuroscience), and bridging to other important academic

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disciplines (e.g., anthropology, biology, economics, medicine, and law). Opening mysteries: Each chapter begins with a mystery, designed not only to grab student interest, but also to organize the ensuing discussion

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of scientific research: Why did the beautiful and talented artist Frida Kahlo fall for the much older, and much less attractive, Diego Rivera, and then tolerate his numerous extramarital affairs? What psychological

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forces led the Dalai Lama, the most exalted personage in Tibet, to forge a lifelong friendship with a foreign vagabond openly scorned by Tibetan peasants? Why would a boy falsely confess to murdering his own mother?

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The latest scholarship, engaging writing, engrossing real-world stories and the authors' strengths as renowned researchers and expert teachers, all come together to make the fifth edition of *Social Psychology: Goals in*

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What a pity it would have been if

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biologists had refused to accept Darwin's theory of natural selection, which has been essential in helping biologists understand a wide range of phenomena in many animal species. These days, to study

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any animal species while refusing to consider the evolved adaptive significance of their behavior would be considered pure folly--unless, of course, the species is homo sapiens.

Graduate students training to

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study this particular primate species may never take a single course in evolutionary theory, although they may take two undergraduate and up to four graduate courses in statistics. These methodologically

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sophisticated students then embark on a career studying human aggression, cooperation, mating behavior, family relationships, or altruism with little or no understanding of the general evolutionary forces and

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principles that shaped the behaviors they are investigating. This book hopes to redress that wrong. It is one of the first to apply evolutionary theories to mainstream problems in personality and social

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psychology that are relevant to a wide range of important social phenomena, many of which have been shaped and molded by natural selection during the course of human evolution. These phenomena include

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selective biases that people have concerning how and why a variety of activities occur. For example: * information exchanged during social encounters is initially perceived and interpreted; * people are

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romantically attracted to some potential mates but not others; * people often guard, protect, and work hard at maintaining their closest relationships; * people form shifting and highly complicated coalitions with kin

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and close friends; and * people terminate close, long-standing relationships. Evolutionary Social Psychology begins to disentangle the complex, interwoven patterns of interaction that define our social lives and

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Over the course of the last four decades, Robert Cialdini's work has helped spark an intellectual revolution in which social psychological ideas have become increasingly influential.

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The concepts presented in his book, *Influence: The Psychology of Persuasion*, have spread well beyond the geographic boundaries of North America and beyond the field of academic social psychology into the areas

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of business, health, and politics. In this book, leading authors, who represent many different countries and disciplines, explore new developments and the widespread impact of Cialdini's work in research areas ranging

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from persuasion strategy and social engineering to help-seeking and decision-making. Among the many topics covered, the authors discuss how people underestimate the influence of others, how a former computer

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hacker used social engineering to gain access to highly confidential computer codes, and how biology and evolution figure into the principles of influence. The authors break new ground in the study of influence.

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accompanied by an access code to all of the resources found in one of our best-selling multimedia products. Best of all? Our Books a la Carte Plus titles cost less than a used textbook! Social Psychology: Goals in Interaction explores how social behavior is goal-directed and a result of interactions between the person and the situation. In

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addition to an overhauled design in the 4e, Social Psychology: Goals in Interaction has two elements that continue to set it apart from other social psychology textbooks. A unique integrated approach to social behavior: Rather than providing a laundry list of unconnected facts and theories, the authors organize each chapter around the

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two broad questions: (1) what are the goals that underlie the behavior in question? (2) what factors in the person and the situation connect to each goal? The book thus presents the discipline as a coherent framework for understanding human behavior. The new subtitle, Goals in Interaction underscores this integrated

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approach to understanding behavior.

Opening mysteries: Each chapter begins with a mystery of social behavior, designed not only to grab student interest, but also to organize the ensuing discussion of scientific research: Why would a poor black washerwoman give away her hard-earned life-savings? What psychological forces led

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the Dalai Lama, the most exalted personage in Tibet, to forge a lifelong friendship with a foreign vagabond openly scorned by Tibetan peasants? Why would a boy falsely confess to murdering his own mother? For courses in Social Psychology An integrative approach highlights the relevance of social psychology to students' lives

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consider personal and situational factors, as well as the interactions among these factors, when analyzing human behavior. The 7th Edition offers updated research in the field as well as coverage of contemporary topics, many relating to how technology affects the way people interact, to emphasize the relevance of the discipline to students today.

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"Kenrick writes like a

dream." -- Robert Sapolsky,

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*Professor of Biology and
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Everything. In Sex, Murder,*

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and the Meaning of Life, social psychologist Douglas Kenrick exposes the selfish animalistic underside of human nature, and shows how it is intimately connected to our greatest and most selfless achievements.

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Masterfully integrating cognitive science, evolutionary psychology, and complexity theory, this intriguing book paints a comprehensive picture of the principles that govern our lives. As Kenrick divulges,

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beneath our civilized veneer, human beings are a lot like howling hyenas and barking baboons, with heads full of homicidal tendencies and sexual fantasies. But, in his view, many ingrained, apparently irrational

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behaviors -- such as inclinations to one-night stands, racial prejudices, and conspicuous consumption -- ultimately manifest what he calls "Deep Rationality."& Although our heads are full of simple

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selfish biases that evolved to help our ancestors survive, modern human beings are anything but simple and selfish cavemen. Kenrick argues that simple and selfish mental mechanisms we inherited from our ancestors

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ultimately give rise to the multifaceted social lives that we humans lead today, and to the most positive features of humanity, including generosity, artistic creativity, love, and familial bonds. And out

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*of those simple mechanisms
emerge all the complexities
of society, including
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global economic markets. By
exploring the nuance of
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own research, Kenrick offers a detailed picture of what makes us caring, creative, and complex -- that is, fully human. Illuminated with stories from Kenrick's own colorful experiences -- from his criminally inclined

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*shantytown Irish relatives,
his own multiple high school
expulsions, broken
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success as an evolutionary
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*uncovers the pitfalls and
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inheritance.*

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Written by a team of

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sociologists, this text introduces readers to social psychology by focusing on the contributions of sociology to the field of social psychology. The authors believe sociology provides a unique and

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indispensable vision of the social-psychological world in the theoretical perspectives that sociologists employ when studying human interactions and in the methodological techniques they utilize.

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Within the pedagogically rich chapters, topics are examined from the perspectives of symbolic interactionism, social structure and personality, and group processes.

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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

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*inside and outside the
person in social situations.
The authors emphasizes how
social psychology is an
important discipline,
connecting different areas
of psychology (e.g.,
clinical, organizational,*

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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

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*serve for an individual? and
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*Evolutionary Social
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*Is behavior motivated? And if
so, can it be motivated by the
anticipation of future events?*

What role does cognition play in

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*such motivational processes?
And, further, what role does
motivation play in ongoing
cognitive activity? Questions
such as these provide the
foundation for this book,
originally published in 1989.*

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More specifically, the chapters in this book address the question of the utility of goals concepts in studying motivation and social cognition.

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experiments and imagine new methodological possibilities. Every day we are asked to fulfil others' requests, and we make regular requests of others too, seeking compliance with our desires, commands and

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suggestions. This accessible text provides a uniquely in-depth overview of the different social influence techniques people use in order to improve the chances of their requests being fulfilled. It both describes

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each of the techniques in question and explores the research behind them, considering questions such as: How do we know that they work? Under what conditions are they more or less likely to

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be effective? How might individuals successfully resist attempts by others to influence them? The book groups social influence techniques according to a common characteristic: for instance, early chapters

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describe "sequential" techniques, and techniques involving egotistic mechanisms, such as using the name of one's interlocutor. Later chapters present techniques based on gestures and facial movements,

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and others based on the use of specific words, re-examining on the way whether "please" really is a magic word. In every case, author Dariusz Dolinski discusses the existing experimental studies exploring

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their effectiveness, and how that effectiveness is enhanced or reduced under certain conditions. The book draws on historical material as well as the most up-to-date research, and unpicks the methodological

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*and theoretical controversies
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influence and persuasion,
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Person, Situation" framework using a pair of unifying themes:
--Social behavior is goal-directed. --Social behavior is a result of interactions between the person and the situation. By using these two simple

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organizing themes, the book presents the discipline as a coherent framework for understanding human conduct. Compelling mysteries, cutting-edge scholarship, lively writing, and the authors' reputations as

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both respected researchers and teachers, all come together to make this book an accessible and engaging read. For students of psychology, or anyone interested in learning more about social behavior.

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the person and the situation connect to each goal? -the book presents the discipline as a coherent framework for understanding human behavior.Expanding he integrative theme in this

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*The Psychology of Social
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focuses on the situations in which
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situations on different forms of social behavior. The selection first discusses the structure of social situations, including the structural elements of games and scenes of social interaction. Topics include paradigm for the analysis of the

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components and dimensions of scenes and the components, dimensions, and behavioral consequences of scenes. The publication also reviews studies on behavioral appropriateness and situational constraint as dimensions

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of social behavior; the use of free-response description approach for the analysis of person-situation interaction; and goal structure of situations. The book examines situational dimensions, perceived dimensions of interpersonal

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