

Understanding Motivation And Emotion 5e Reeve Stormrg

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As I begin to write this Preface, I feel a rush of excitement. I have now finished the book; my gestalt is coming into completion. Throughout the months that I have been writing this, I have, indeed, been intrinsically motivated. Now that it is finished I feel quite competent and self-determining (see Chapter 2). Whether or not those who read the book will perceive me that way is also a concern of mine (an extrinsic one), but it is a wholly separate issue from the intrinsic rewards I have been experiencing. This book presents a theoretical perspective. It reviews an enormous amount of research which establishes unequivocally that intrinsic motivation exists. Also considered herein are various approaches to the conceptualizing of intrinsic motivation. The book concentrates on the approach which has developed out of the work of Robert White (1959), namely, that intrinsically motivated behaviors are ones which a person engages in so that he may feel competent and self-determining in relation to his environment. The book then considers the development of intrinsic motivation, how behaviors are motivated intrinsically, how they relate to and how intrinsic motivation is extrinsically motivated behaviors, affected by extrinsic rewards and controls. It also considers how changes in intrinsic motivation relate to changes in attitudes, how people attribute motivation to each other, how the attribution process is motivated, and how the process of perceiving motivation (and other internal states) in oneself relates to perceiving them in others.

Positive psychology is the scientific study of how human beings prosper and thrive. This is the first book in SLA dedicated to theories in positive psychology and their implications for language teaching, learning and communication. Chapters examine the characteristics of individuals, contexts and relationships that facilitate learning; positive emotional states such as love, enjoyment and flow, and character traits such as empathy, hardness and perseverance. The contributors present several innovative teaching ideas to bring out these characteristics among learners. The collection thus blends new teaching techniques with cutting-edge theory and empirical research undertaken using qualitative, quantitative and mixed-methods approaches. It will be of interest to SLA researchers, graduate students, trainee and experienced teachers who wish to learn more about language learning psychology, individual differences, learner characteristics and new classroom practices.

The comprehensive how-to guide to preparing students for the demands they'll face on the job. Dwyer thoroughly addresses the new-media skills that employees are expected to have in today's business environment. Now titled Communication for Business and the Professions: Strategies and Skills, the fifth edition presents these technologies in the context of proven communication strategies and essential business English skills. With new and updated content on social media and technology, Dwyer provides comprehensive coverage of communication strategies and skills by linking theory and research with practical skills and examples. Dwyer believes in expanding our knowledge of what we can do to interact effectively and provides us with working models to practise and refine how well we do it. This edition continues to provide a solid background in communication, stimulate critical thinking, and promote active learning through a variety of features and activities.

The Greatest Salesman in the World

Introduction to Psychology

Handbook of Emotions, Fourth Edition

Motivation and Learning Strategies for College Success

A Handbook for Therapists and Counsellors

Part of the authoritative four-volume reference that spans the entire field of child development and has set the standard against which all other scholarly references are compared. Updated and revised to reflect the new developments in the field, the Handbook of Child Psychology, Sixth Edition contains new chapters on such topics as spirituality, social understanding, and non-verbal communication. Volume 3: Social, Emotional, and Personality Development, edited by Nancy Eisenberg, Arizona State University, covers mechanisms of socialization and personality development, including parent/child relationships, peer relationships, emotional development, gender role acquisition, pro-social and anti-social development, motivation, achievement, social cognition, and moral reasoning, plus a new chapter on adolescent development.

Make workplace conflict resolution a game that EVERYBODY wins! Recent studies show that typical managers devote more than a quarter of their time to resolving coworker disputes. The Big Book of Conflict-Resolution Games offers a wealth of activities and exercises for groups of any size that let you manage your business (instead of managing personalities). Part of the acclaimed, bestselling Big Books series, this guide offers step-by-step directions and customizable tools that empower you to heal rifts arising from ineffective communication, cultural/personality clashes, and other specific problem areas—before they affect your organization's bottom line. Let The Big Book of Conflict-Resolution Games help you to: Build trust Foster morale Improve processes Overcome diversity issues And more Dozens of physical and verbal activities help create a safe environment for teams to explore several common forms of conflict—and their resolution. Inexpensive, easy-to-implement, and proved effective at Fortune 500 corporations and mom-and-pop businesses alike, the exercises in The Big Book of Conflict-Resolution Games delivers everything you need to make your workplace more efficient, effective, and engaged.

Describes the prototypical foreign language learner as a complex, dynamic, multiple and systemic construct.

Exploring Management supports teaching and learning of core management concepts by presenting material in a straight-forward, conversational style with a strong emphasis on application. With a focus on currency, high-interest examples and pedagogy that encourages critical thinking and personal reflection, this text is the perfect balance between what students need and what instructors want.

The Secret

A Focus on Self-Regulated Learning

King, The Science of Psychology (NASTA Reinforced High School Binding)

Exploring Management, 5th Edition

The Big Book of Conflict Resolution Games: Quick, Effective Activities to Improve Communication, Trust and Collaboration

Originally published in 1989, this title provided a wide-ranging and up-to-date review of a traditional area of psychology. It will be of great interest to all those who wish to discover what governs human behaviour and feeling - in other words, what makes people tick. Phil Evans explores the influences that determine a range of behaviour, from those with clear biological links such as eating, sleeping and sexual activity, to those specifically human concerns such as the need to achieve success or approval. He also analyses the feelings and emotions that often guide behaviour. He gives a detailed outline of various theoretical perspectives on what it is to be a human being: whether a biological organism with biological needs, a responder to environmental signals of pleasure, or a cognitively aware agent continuously processing information regarding current circumstances. His review of both cognitive and biosocial approaches conveys the liveliness of debate and argument within psychology at the time, and demonstrates that an understanding of all views is necessary to illuminate fully the complex nature of human behaviour.

It takes a graveyard to raise a child. Nobody Owens, known as Bod, is a normal boy. He would be completely normal if he didn't live in a graveyard, being raised by ghosts, with a guardian who belongs to neither the world of the living nor the dead. There are adventures in the graveyard for a boy—an ancient Indigo Man, a gateway to the abandoned city of ghouls, the strange and terrible Sleer. But if Bod leaves the graveyard, he will be in danger from the man Jack—who has already killed Bod's family.

This text has been substantially revised to include a broader range of knowledge and practice necessary for the challenging role of leading and managing children's education and care services. The provision of quality early childhood education and care requires knowledgeable leaders and managers who possess a range of twenty-first-century workplace skills necessary to guide the organisation through a process of continuous improvement to meet the increasing demands of service delivery. To address learning needs this text now includes knowledge related not only to the Children's Services training package but also to the Business Services training package. In particular, knowledge content related to a number of competencies from the Diploma of Leadership and Management has been added. In practical terms The Business of Child Care can be used as a textbook for students completing their initial children's services diploma training and for experienced educators seeking to develop leadership and management skills by undertaking a Diploma of Leadership and Management. Additional content includes emotional intelligence, risk management as a continuous improvement tool; workplace wellbeing, the need for which became very evident with the stress of the pandemic; critical thinking skills - essential for evaluating service delivery and engaging in self-reflection. Communication has been closely examined so that having difficult conversations, influencing and persuading others, supporting conflict resolution, and guiding meetings to ensure that all team members are supported to have a voice in the organisation, are addressed. Premium online teaching and learning tools are available on the MindTap platform. Learn more about the online tools cengage.com.au/mindtap

This textbook provides a complete overview of motivation and emotion, using an overarching organizational scheme of how biological, psychological, and environmental sources become motivation—the inducement of behavior, feelings, and cognition. It combines classic studies with current research and uses numerous real-world examples to engage the student and make often-difficult theoretical concepts come to life. By understanding and applying the principles of motivation described in the text, students will not only discover insights into what motivates their own behavior but also how to instigate self-change. Thoroughly revised and updated throughout, this fifth edition provides a major review of recent research, with over 225 new references, including expansion in the areas of goal motivation and emotion psychology. Other updated topics include new findings and interpretations on how evolution affects our preferences, how personality traits determine motivation, and how self-control depends on a cost/benefit analysis. The addition of individual chapter glossaries and an increased number of links to additional resources supplement student learning. This textbook is suitable as a primary text for courses on motivation. For additional resources, please consult the companion website at www.routledge.com/cw/deckers.

The Emotional Incest Syndrome

Exploring the World Through Data

Understanding Motivation and Emotion

How I found motivation to lose weight and live healthy

PSYCH 5, Introductory Psychology, 5th Edition

From Dr. Patricia Love, a ground-breaking work that identifies, explores and treats the harmful effects that emotionally and psychologically invasive parents have on their children, and provides a program for overcoming the chronic problems that can result.

This book provides a complete overview of motivation and emotion. Well-grounded in the history of the field, the fourth edition of Motivation: Biological, Psychological, and Environmental combines classic studies with current research. The text provides an overarching organizational scheme of how motivation (the inducement of action, feelings, and thought) leads to behavior from physiological, psychological, and environmental sources. The material draws on topics that are familiar to students while maintaining a conversational tone to sustain student interest.

The past ten years have seen an explosion of useful research surrounding human motivation and emotion; new insights allow researchers to answer the perennial questions, including "What do people want?" and "Why do they want what they want?" By delving into the roots of motivation, the emotional processes at work, and the impacts on learning, performance, and well-being, this book provides a toolbox of practical interventions and approaches for use in a wide variety of settings. In the midst of the field's "golden age," there has never been a better time to merge new understanding and practical application to improve people's lives. Useful in schools, the workplace, clinical settings, health care, sports, industry, business, and even interpersonal relationships, these concepts are profoundly powerful; incorporated into the state-of-the-art intervention programs detailed here, they can enhance people's motivation, emotion, and outlook while answering the core questions of any human interaction.

A motivation and learning strategies textbook that bridges research and practice! Motivation and Learning Strategies for College Success, Second Edition teaches college students how to become more self-directed learners. Study skills are treated as a serious academic course. Students learn about human motivation and learning as they improve their study skills. The text does not offer "recipes" for success or lists of "quick tips." Rather, the focus is on relevant information and features designed to help students to identify the components of academic learning that contribute to high achievement, to master and practice effective learning and study strategies, and then to complete self-management studies whereby they are taught a process for improving their academic behavior. A framework organized around six components related to academic success (motivation, methods of learning, time management, control of the physical and social environment, and performance) makes it easy for students to understand what they need to do to become more successful in the classroom. The text combines an overview of theory and research, to help learners understand what factors determine or influence successful learning and why they are asked to use different study and learning strategies in the text, with field-tested exercises, follow-up activities, and appendices that assist students in observing and changing their own behavior. A separate Instructor's Manual provides helpful information for teaching the material; includes additional exercises and experiences for students; provides both objective and essay test questions; and includes information on how students can maintain a portfolio to demonstrate their acquisition of learning and study skills and guidelines for helping students complete a self-management study of their own behavior.

Evolutionary, Physiological, Developmental, and Social Perspectives

Neural Mechanisms of Addiction

Motivating Self and Others

Discovering Psychology

Motivation and Emotion

'Cyberpsychology' provides a broad-ranging, thought-provoking account of online behaviour and the opportunities, challenges, and risks such behaviour presents. Written by an international team of authors, the book provides diverse perspectives on the impact our interaction with the online landscape has on our identity and behaviour.

This work focuses on human needs and illustrates how to apply motivational principles. A strong humanistic orientation with balanced coverage of behavioral, cognitive and physiological approaches is presented in the text.

Recognized as the definitive reference, this handbook brings together leading experts from multiple psychological subdisciplines to examine one of today's most dynamic areas of research. Coverage encompasses the biological and neuroscientific underpinnings of emotions, as well as developmental, social and personality, cognitive, and clinical perspectives. The volume probes how people understand, experience, express, and perceive affective phenomena and explores connections to behavior and health across the lifespan. Concluding chapters present cutting-edge work on a range of specific emotions. Illustrations include 10 color plates. New to This Edition *Chapters on the mechanisms, processes, and influences that contribute to emotions (such as genetics, the brain, neuroendocrine processes, language, the senses of taste and smell). *Chapters on emotion in adolescence and older age, and in neurodegenerative dementias. *Chapters on facial expressions and emotional body language. *Chapters on stress, health, gratitude, love, and empathy. *Many new authors and topics; extensively revised with the latest theoretical and methodological innovations. A Choice Outstanding Academic Title

For one-semester, undergraduate/graduate level courses in Organizational Behavior. This title is a Pearson Global Edition. The Editorial team at Pearson has worked closely with educators around the world to include content which is especially relevant to students outside the United States. Vivid examples, thought-provoking activities—get students engaged in OB. George/Jones uses real-world examples, thought- and discussion-provoking learning activities to help students become more engaged in what they are learning. This text also provides the most contemporary and up-to-date account of the changing issues involved in managing people in organizations. The sixth edition features new cases, material addressing the economic crisis, and expanded coverage of ethics and workplace diversity. Accompanied by mymanagementlab! See the hands in the air, hear the roar of discussion-be a rock star in the classroom. mymanagementlab makes it easier for you to rock the classroom by helping you hold students accountable for class preparation, and getting students engaged in the material through an array of relevant teaching and media resources. Visit mymanagementlab.com for more information.

Understanding and Managing Organizational Behaviour Global Edition PDF eBook

What to do When a Parent's Love Rules Your Life

Developing Emotional Intelligence in the Primary School

Biological, Psychological, and Environmental

Communication for Business and the Professions: Strategies and Skills

Developing Emotional Intelligence in the Primary School is an essential text for supporting children's emotional preparation for learning in the long term, fostering the development both of self belief and permanent and crucial resilience.

Neural Mechanisms of Addiction is the only book available that synthesizes the latest research in the field into a single, accessible resource covering all aspects of how addiction develops and persists in the brain. The book summarizes our most recent understanding on the neural mechanisms underlying addiction. It also examines numerous biobehavioral aspects of addiction disorders, such as reinforcement learning, reward, cognitive dysfunction, stress, and sleep and circadian rhythms that are not covered in any other publication. Readers will find the most up-to-date information on which to build a foundation for their future research in this expanding field. Combining chapters from leading researchers and thought leaders, this book is an indispensable guide for students and investigators engaged in addiction research.

Transcends multiple neural, neurochemical and behavioral domains Summarizes advances in the field of addiction research since the advent of optogenetics Discusses the most current, leading theories of addiction, including molecular mechanisms and dopamine mechanisms

The tenth-anniversary edition of the book that changed lives in profound ways, now with a new foreword and afterword. In 2006, a groundbreaking feature-length film revealed the great mystery of the universe—The Secret—and, later that year, Rhonda Byrne followed with a book that became a worldwide bestseller. Fragments of a Great Secret have been found in the oral traditions, in literature, in religions and philosophies throughout the centuries. For the first time, all the pieces of The Secret come together in an incredible revelation that will be life-transforming for all who experience it. In this book, you'll learn how to use The Secret in every aspect of your life—money, health, relationships, happiness, and in every interaction you have in the world. You'll begin to understand the hidden, untapped power that's within you, and this revelation can bring joy to every aspect of your life. The Secret contains wisdom from modern-day teachers—men and women who have used it to achieve health, wealth, and happiness. By applying the knowledge of The Secret, they bring to light compelling stories of eradicating disease, acquiring massive wealth, overcoming obstacles, and achieving what many would regard as impossible.

We live in a data-driven world, and the goal of this Canadian text is to teach students how to access and analyze these data critically. Canadian authors Jim Stallard and Michelle Boué emphasize that learning statistics extends beyond the classroom to an essential life skill, and want Canadian students to develop a "data habit of mind." Regardless of their math backgrounds, students will learn how to think about data and how to reason using data. With a clear, unintimidating writing style and carefully chosen pedagogy, this text makes data analysis accessible to all students. KEY TOPICS: Introduction to Data; Picturing Variation with Graphs; Numerical Summaries of Centre and Variation; Regression Analysis: Exploring Associations between Variables; Modelling Variation with Probability; Modeling Random Events: The Normal and Binomial Models; Survey Sampling and Inference; Hypothesis Testing for Population Proportions; Inferring Population Means; Associations between Categorical Variables; Multiple Comparisons and Analysis of Variance; Experimental Design: Controlling Variation; Inference without Normality;Inference for Regression MARKET: A textbook suitable for all introductory statistics courses

Motivation 101

Thriving with Social Purpose, Life Meaning, and the Pursuit of Core Personal Goals

Motivation

Intrinsic Motivation

Cyberpsychology

Check out a preview. More than any other introductory psychology textbook, the Hockenbryrs' brief book is the one in which students see themselves – and the world they live in. The new edition builds on that distinction, presenting the discipline with a unique understanding of today's students in all their diversity, emphasizing the field's immediate impact on their lives. Without sacrificing science, Don and Sandy Hockenbury draw on personal experiences and anecdotes to illustrate essential concepts and important research directions. FREE PACKAGE ITEMS WITH THIS EDITION UPON ORDERING The Discovering Psychology eBook, Online Study Center, or Study Guide can be packaged FREE with this new edition: Discovering Psychology and Study Guide ISBN-13: 978-1-4292-1749-1 Discovering Psychology and Online Study Center ISBN-13: 978-1-4292-4697-2

What drives people toward their goals? Does motivation come from outside the individual or from within? This is a concise, engaging overview of leading theories and the wide body of research about this core concept in psychology. It draws from a broad spectrum of psychological models and disciplines, and focuses on how various theories of motivation define and examine different motivational attributes, such as rewards and goals. An abundance of real life case examples from the author's research and life experiences vividly illuminate how various models explain behavior and connect the study of motivation to our daily lives. An entertaining alternative to lengthy and expensive texts on the subject, Motivation 101 is unique in helping readers understand how each theory of motivationóbehavioral, neurobiological, attribution, and other models –views and defines a particular concept within each theory. For example, each modality views the concept of reward from a different perspective. The book is also distinguished by its multidisciplinary focus, whereby research is drawn not only from different domains of psychology but also from such disciplines as education and business. Additionally, the text considers cultural differences in the study of motivation and collaborative environments, and addresses changing research methodologies. It will be an engaging introduction to the study of motivation for undergraduate courses in psychology and education. Key Features: Provides a concise, engaging overview of motivation that encompasses leading theories and a broad body of research Compares and contrasts different motivation theories including needs-based and cognitive models Draws from research across a wide range of domains within psychology, education, and business Connects the study of motivation to our daily lives through illustrative vignettes and metaphors

The reason you couldn't lose weight until now was that the present value of your long term health is lower than the effort required to lose weight. In simple words: it's just too hard. There is no silver bullet that will reduce the effort. You know what you need to do to lose weight. The problem is that you lack motivation. The author of this book is not an expert on nutrition or physical training, but he is a researcher of motivation. He shows how to add external motivation enough to expend the effort required for losing weight, and how to turn that effort into habit such that you can sustain it for the rest of your life, eliminating the need for the external motivation. The book is built upon numerous models and research in health, psychology, and economics, and told through the author's personal journey, through the stories of Alex, Valerie, Matthew, Don, Beth, and Joe, and through a survey of 222 participants.

Combining theory, research, and applications, this popular text guides college students on how to become self-regulated learners. Students gain knowledge about human motivation and learning as they improve their study skills. The focus is on relevant information and features to help students to identify the components of academic learning that contribute to high achievement, to master and practice effective learning and study strategies, and then to complete self-regulation studies that teach a process for improving their academic behavior. A framework organized around motivation, methods of learning, time

management, control of the physical and social environment, and monitoring performance makes it easy for students to recognize what they need to do to become academically more successful. Pedagogical features include Exercises, Follow-Up Activities, Student Reflections, Chapter-end Reviews, Key Points, and a Glossary. New in the Fifth Edition Discussion of the importance of sleep in learning and memory Revised and updated chapter on self-regulation of emotions Current research on impact of students' use of technology including digital learning platforms and tools, social media, and online learning Updated Companion Website resources for students and instructors

A Theory of Human Motivation

Social Identities and Multiple Selves in Foreign Language Education

Biological, Psychological, and Environmental, Fourth Edition

A Self-management Approach

Understanding Psychology

Analysing Qualitative Data in Psychology equips students and researchers in psychology and the social sciences to carry out qualitative data analysis, focusing on four major methods (grounded theory, interpretative phenomenological analysis, discourse analysis and narrative analysis). Assuming no prior knowledge of qualitative research, chapters on the nature, assumptions and practicalities of each method are written by acknowledged experts. To help students and researchers make informed methodological choices about their own research the book addresses data collection and the writing up of research using each method, while providing a sustained comparison of the four methods, backed up with authoritative analyses using the different methods.

This book integrates evidence from motivational and evolutionary science to explain the essential nature of human motivation. Scholars, professionals, leaders, and students in psychology, education, and business will learn how goal-life alignment and 'thriving with social purpose' can inspire optimal functioning and enhance life meaning.

"The approaches outlined in this volume will help expand the narrow focus on academic success to include psychological well-being for students and educators alike. It is a must-read for anyone interested in how positive outcomes such as life satisfaction, positive emotion, and meaning and purpose can be optimized in the educational settings." -- Judith Moskowitz, PhD MPH, Northwestern University Feinberg School of Medicine, USA, IPPA President 2019-2021 This open access handbook provides a comprehensive overview of the growing field of positive education, featuring a broad range of theoretical, applied, and practice-focused chapters from leading international experts. It demonstrates how positive education offers an approach to understanding learning that blends academic study with life skills such as self-awareness, emotion regulation, healthy mindsets, mindfulness, and positive habits, grounded in the science of wellbeing, to promote character development, optimal functioning, engagement in learning, and resilience. The handbook offers an in-depth understanding and critical consideration of the relevance of positive psychology to education, which encompasses its theoretical foundations, the empirical findings, and the existing educational applications and interventions. The contributors situate wellbeing science within the broader framework of education, considering its implications for teacher training, education and developmental psychology, school administration, policy making, pedagogy, and curriculum studies. This landmark collection will appeal to researchers and practitioners working in positive psychology, educational and school psychology, developmental psychology, education, counselling, social work, and public policy. Margaret (Peggy) L. Kern is Associate Professor at the Centre for Positive Psychology at the University of Melbourne's Graduate School of Education, Australia. Dr Kern is Founding Chair of the Education Division of the International Positive Psychology Association (IPPA). You can find out more about Dr Kern's work at www.peggykern.org. Michael L. Wehmeyer is Ross and Mariana Beach Distinguished Professor of Special Education; Chair of the Department of Special Education; and Director and Senior Scientist, Beach Center on Disability, at the University of Kansas, United States. Dr Wehmeyer is Publications Lead for the Education Division of the International Positive Psychology Association (IPPA). He has published more than 450 peer-reviewed journal articles and book chapters and is an author or editor of 42 texts. .

By presenting a holistic and integrated health and wellbeing approach to personalised care through wellness coaching, this handbook provides theory, insights, best practice, case studies and CPD activities in order to deepen practitioners' knowledge and experience. Integrative wellness is about working in collaboration and is a partnership between the professional and the patient with the latter understanding that they can take as much control as is possible for their own health and wellbeing. This book helps form this collaboration by exploring the co-creation of personalised care plans, effective coaching skills and cognitive-behavioural interventions including motivational coaching for patient activation, as well as flexible ways to provide wellness coaching. Exploring how the mind-body connection can improve the patient's journey, Integrative Wellness Coaching is an invaluable guide for any healthcare practitioner who wants to embrace their patients' lifestyle choices and mindsets towards their own health.

Introductory Statistics

Worst Diet Ever

Sustaining Quality Teaching and Learning to Instil Good Discipline and Academic Performance

Analysing Qualitative Data in Psychology

The Graveyard Book

The Science of Psychology: An Appreciative View treats psychology as an integrated science - placing function before dysfunction. The narrative shows where the various subfields of the science interconnect. This second edition provides a flexible solution for an AP Psychology course. From its readable and lively prose to the adaptive questioning diagnostic tool and personalized study plan on Connect Psychology, The Science of Psychology ensures an accurate and timely understanding of psychology as a science. Pedagogical and analytical thinking aides, intersections, and Psychological Inquiry encourage students' critical thinking and active engagement with the reading. Laura King's contemporary, engaging, and personal writing style draws students into the text and encourages them to read more actively and critically. The Science of Psychology adapts to students individually and provides a roadmap for success that gets students reading and studying more frequently, effectively, and efficiently. The adaptive questioning diagnostic in the Connect Psychology web-based assignment and assessment platforms ensures students understand key chapter concepts. Connect Psychology - turnkey course setups are available almost immediately, or the course can be customized at virtually any level. This makes The Science of Psychology perfect for face-to-face, online, or hybrid course delivery.

US psychologist Abraham Maslow's A Theory of Human Motivation is a classic of psychological research that helped change the field for good. Like many field-changing thinkers, Maslow was not just a talented researcher, he was also a creative thinker - able to see things from a new perspective and show them in a different light. He studied what he called exemplary people such as Albert Einstein, Jane Addams, Eleanor Roosevelt, and Frederick Douglass rather than mentally ill or neurotic people. Maslow generated new ideas, forging what he called 'positive' or 'humanistic psychology'. His argument was that humans are psychologically motivated by a series of hierarchical needs, starting with the most essential first. His theories parallel many other theories of human developmental psychology, some of which focus on describing the stages of growth in humans.

The runaway bestseller with more than four million copies in print! You too can change your life with the priceless wisdom of ten ancient scrolls handed down for thousands of years. "Every sales manager should read The Greatest Salesman in the World. It is a book to keep at the bedside, or on the living room table—a book to dip into as needed, to browse in now and then, to enjoy in small stimulating portions. It is a book for the hours and for the years, a book to turn to over and over again, as to a friend, a book of moral, spiritual and ethical guidance, an unflinching source of comfort and inspiration."—Lester J. Bradshaw, Jr., Former Dean, Dale Carnegie Institute of Effective Speaking & Human Relations "I have read almost every book that has ever been written on salesmanship, but I think Og Mandino has captured all of them in The Greatest Salesman in the World. No one who follows these principles will ever fail as a salesman, and no one will ever be truly great without them; but, the author has done more than present the principles—he has woven them into the fabric of one of the most fascinating stories I have ever read."—Paul J. Meyer, President of Success Motivation Institute, Inc. "I was overwhelmed by The Greatest Salesman in the World. It is, without doubt, the greatest and the most touching story I have ever read. It is so good that there are two masts that I would attach to it: First, you must not lay it down until you have finished it; and secondly, every individual who sells anything, and that includes us all, must read it."—Robert E. Hensley, President, Life Insurance Co. of Kentucky

"This book is designed to help students organize their thinking about psychology at a conceptual level. The focus on behaviour and empiricism has produced a text that is better organized, has fewer chapters, and is somewhat shorter than many of the leading books. The beginning of each section includes learning objectives; throughout the body of each section are key terms in bold followed by their definitions in italics; key takeaways, and exercises and critical thinking activities end each section"---BCcampus website.

The Palgrave Handbook of Positive Education

Positive Psychology in SLA

Handbook of Child Psychology, Social, Emotional, and Personality Development

The Business of Child Care 5e

Psychology 2e

This unique book provides a comprehensive study of emotion within a modern evolutionary perspective. Motivation and emotion are presented within an integrated approach that assumes biological and psychological causes, including evolution, neuroscience, endocrinology, human development, and culture. Motivation and Emotion Presents a wealth of modern evidence integrating neuroscience and endocrinology into the study of motivation and emotion. The book provides a variety of photographs of facial expressions showing emotions from people of diverse cultures as well as nonhuman primates. It also discusses modern interactive explanations for specific behaviors, rather than dull, historical perspectives. For example, human affect is explained as a response to social events and stress, resulting in psychophysiological consequences. An essential reference for any professional in sociology or psychology.

This book presents an engaging as well as inspiring array of issues and insights drawn from the perspective of dialogic imagination aimed at quality teaching and learning experiences. The authors passionately uphold their belief that the prevalence of good discipline and good academic performance are mutually interrelated and if these two prevail in the ecosphere of any classroom, these can significantly enrich and enhance the quality of learning in any school settings. Based on this, South Africa has made huge strides towards improving the quality of education and people's lives. However, discipline and academic performance still lag behind, due to the lack of quality teaching, which also prevents the Department of Education from accomplishing its objectives. Ironically, this takes place at a time when the government has resolved to prioritise education, among other important developmental issues. To this effect, this book explores how quality teaching and learning can ensure that discipline and academic performance prevail. It shows that quality teaching and learning have the potential to determine discipline and academic performance; particularly now that other disciplinary measures have been seen to be ineffective. It is framed theoretically by the school improvement theory supported by Radical Constructivism and Critical Realism, and uses case studies to highlight its findings. The book shows that quality teaching and learning can free human potential and ensure that it is developed in line with democratic ideals, and identifies the environment as playing an important role in ascertaining whether or not quality teaching and learning can determine discipline and academic performance in schools.

Integrative Wellness Coaching