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2GMI00 - JOSEPH SANAA

This timely and applied textbook brings together leading scientists to illustrate how key theories and concepts in social psychology help to predict and explain behavior, and can be successfully applied to benefit social and practical problems. It focuses on robust theories and models known for their successful applications and covers a diverse range of settings—spanning classroom interventions, health behavior, financial decision making, climate change and much more. Each chapter comprises of a theoretical section to define the key concepts and summarize the theory, providing evidence for its reliability and limitations from basic research, as well as an application section that summarizes research in an applied context and provides details about a particular study including the respective application setting. The textbook expertly shows how theory can make meaningful predictions for real world contexts, and isn't afraid to explain the potential hurdles and pitfalls when applying a theory and its underlying set of concepts in a certain context. Crucially, this format moves towards theory testing in applied contexts, enabling a closer examination of why and under what circumstances interventions may be successful in obtaining a desired behavioral or psychological end-state. Among the topics explored: Mindset theory of action phases and if-then planning Quality of motivation in self-determination theory The focus theory of normative conduct Social identity theory and intergroup contact theory Intergroup forgiveness Social Psychology in Action is a critical resource for advanced undergraduate and graduate students in social and cultural psychology, as well as students of behavioral economics seeking to develop a deeper understanding of major theories and applications of the

fields. Practitioners working in the areas of organizational behavior and management, health communication, social work, and educational science and pedagogy will also find the volume pertinent to their work.

This volume provides the first authoritative explication of metatheoretical principles in the construction and evaluation of social-psychological theories. Leading international authorities review the conceptual foundations of the field's most influential approaches, scrutinizing the range and limits of theories in various areas of inquiry. The chapters describe basic principles of logical inference, illustrate common fallacies in theoretical interpretations of empirical findings, and outline the unique contributions of different levels of analysis. An in-depth look at the philosophical foundations of theorizing in social psychology, the book will be of interest to any scholar or student interested in scientific explanations of social behavior.

Using an engaging narrative, this textbook demonstrates how social processes are inherently interconnected by uniquely applying underlying and unifying principles throughout the text. With its comprehensive coverage of classic and contemporary research—illustrated with real-world examples from many disciplines, including medicine, law, and education—Social Psychology 4th Edition connects theory and application, providing undergraduate students with a deeper and more holistic understanding of the factors that influence social behaviors. New to the 4th Edition: Each chapter now features 1-2 "culture" boxes, focusing on cross-cultural research on social psychological phenomena. Each chapter now features 1-2 "hot topic" boxes, where we highlight cutting edge and emerging findings. Many references updated throughout, with over 700 new references. A more comprehensive and user-friend-

ly set of online supplementary resources will accompany the new edition. New co-author Heather Claypool of Miami University of Ohio.

Social psychology has a profound influence on our everyday lives; from our shopping habits to our interactions at a party. It seeks to answer questions that we often think and talk about; questions such as: - What circumstances prompt people to help, or not to help? - What factors influence the ups and downs of our close relationships? - Why do some people behave differently when on their own compared to in a group? - What leads individuals sometimes to hurt, and other times to help one another? - Why are we attracted to certain types of people? - How do some persuade others to do what they want? This new edition of Social Psychology has been revised to introduce a more flexible structure for teaching and studying. It includes up-to-date, international research with an emphasis throughout on its critical evaluation. Applied examples across the chapters help to highlight the relevance, and hence the impact, that the theories and methods of this fascinating subject have upon the social world. Key Features Include: - Research Close-Up: Following a brand-new style, this feature matches the layout used in research papers, providing an accessible introduction to journal articles and the research methods used by social psychologists. - Focus On: Fully revised, these boxes look at opposing viewpoints, controversial research or alternative approaches to the topics. This offers a more critical outlook and prompts the questioning of the validity of published research - Recommended Readings: New to this edition, recommended further readings of both classic and contemporary literature have been added to each chapter, providing a springboard for further consideration of the topics. Connect Psychology is McGraw-Hill's digital

learning and teaching environment. Students – You get easy on-line access to homework, tests and quizzes designed by your instructor. You receive immediate feedback on how you're doing, making it the perfect platform to test your knowledge. Lecturers – Connect gives you the power to create auto-graded assignments, tests and quizzes online. The detailed visual reporting allows you to easily monitor your students' progress. In addition, you can access key support materials for your teaching, including a test-bank, seminar materials and lecture support. Visit: <http://connect.mcgraw-hill.com> for more details. Professor David N. Myers holds the Sady and Ludwig Kahn Chair in Jewish History. As of fall 2017, he serves as the director of the Luskin Center for History and Policy. He previously served as chair of the UCLA History Department (2010-2015) and as director of the UCLA Center for Jewish Studies (1996-2000 and 2004-2010). Dr Jackie Abell is a Reader in Social Psychology with the Research Centre for Agroecology, Water and Resilience, based at Coventry University, UK. Her current areas of research interest include the application of social psychology to wildlife conservation and environmental issues to facilitate resilience and sustainable development, place attachment and identity, social cohesion and inclusion. Professor Fabio Sani holds a Chair in Social and Health Psychology at the University of Dundee. His general research interest concerns the mental and physical health implications of group processes, social identity and sense of belonging. He has been an associate editor of the European Journal of Social Psychology.

The success of this best-selling text lies in the author's belief that a good text talks with, rather than at, its readers. Shaffer does an extraordinary job of anticipating students' interests, questions, and concerns while treating them as active participants in the process of learning about social and personality development. The Sixth edition of SOCIAL AND PERSONALITY DEVELOPMENT features clearly written, current coverage of social and personality development that aids students in discovering the causes, processes, and complexities that underlie developmental change. Students learn why biological and environmental factors, contextual factors such as cross-cultural, familial, neighborhood, school, and peer-group influences cause change in children. Shaffer also explores the approaches that researchers use to test their theories and answer important questions about developing children and adolescents. This book's effective coverage of field research

stands out from other texts not only for its accuracy and currency, but because Shaffer consistently juxtaposes classic research with the latest breakthroughs in a way that helps students appreciate how knowledge builds on earlier findings. This edition features a much stronger emphasis on cultural influences on development. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

This definitive work--now extensively revised with virtually all new chapters--has introduced generations of researchers to the psychological processes that underlie social behavior. What sets the book apart is its unique focus on the basic principles that guide theory building and research. Since work in the field increasingly transcends such boundaries as biological versus cultural or cognitive versus motivational systems, the third edition has a new organizational framework. Leading scholars identify and explain the principles that govern intrapersonal, interpersonal, intragroup, and intergroup processes, in chapters that range over multiple levels of analysis. The book's concluding section illustrates how social psychology principles come into play in specific contexts, including politics, organizational life, the legal arena, sports, and negotiation. New to This Edition *Most of the book is entirely new. *Stronger emphasis on the contextual factors that influence how and why the basic principles work as they do. *Incorporates up-to-date findings and promising research programs. *Integrates key advances in such areas as evolutionary theory and neuroscience. Written by four leading researchers in the study of prosocial behavior, this book introduces a new perspective on prosocial behavior for the 21st century. Building on the bystander intervention work that has defined this area since the 1960s, The Social Psychology of Prosocial Behavior examines prosocial behavior from a multilevel perspective that explores the diverse influences that promote actions for the benefit of others and the myriad ways that prosocial actions can be manifested. The authors expand the breadth of the field, incorporating analyses of biological and genetic factors that predispose individuals to be concerned for the well being of others, as well as planned helping such as volunteering and organizational citizenship behavior and cooperative behavior within and between groups. They identify both the common and the unique processes that underlie the broad spectrum of prosocial behavior. Each chapter begins with a question about

prosocial behavior and ends with a summary that answers the question. The final chapter summarizes the questions and the answers that research provides. Conceptual models that elaborate on and extend the multilevel approach to prosocial behavior are used to tie these findings together. The book concludes with suggestions for future research. The Social Psychology of Prosocial Behavior addresses the following: *the evolution of altruistic tendencies and other biological explanations of why humans are predisposed to be prosocial; *how the situation and motives that are elicited by these situations affect when and how people help; *the causes and maintenance of long-term helping, such as volunteering; *how prosocial behavior changes over time and the developmental processes responsible for these changes; *the consequences of helping for both the people who provide it and those who receive it; *helping and cooperation within and between groups and the implications of these actions. This accessible text is ideal for advanced courses on helping and altruism or prosocial behavior, taught in psychology, sociology, management, political science, and communication, or for anyone interested in learning more about prosocial behavior in general.

This indispensable sourcebook covers conceptual and practical issues in research design in the field of social and personality psychology. Key experts address specific methods and areas of research, contributing to a comprehensive overview of contemporary practice. This updated and expanded second edition offers current commentary on social and personality psychology, reflecting the rapid development of this dynamic area of research over the past decade. With the help of this up-to-date text, both seasoned and beginning social psychologists will be able to explore the various tools and methods available to them in their research as they craft experiments and imagine new methodological possibilities.

Written by leading social psychologists with expertise in leadership, health and emergency behaviour – who have also played an important role in advising governments on COVID-19 – this book provides a broad but integrated analysis of the psychology of COVID-19. It explores the response to COVID-19 through the lens of social identity theory, drawing from insights provided by four decades of research. Starting from the premise that an effective response to the pandemic depends upon people coming together and supporting each other as members of a common community,

the book helps us to understand emerging processes related to social (dis)connectedness, collective behaviour and the societal effects of COVID-19. In this it shows how psychological theory can help us better understand, and respond to, the events shaping the world in 2020. Considering key topics such as: Leadership Communication Risk perception Social isolation Mental health Inequality Misinformation Prejudice and racism Behaviour change Social Disorder This book offers the foundation on which future analysis, intervention and policy can be built. We are proud to support the research into Covid-19 and are delighted to offer the finalised eBook for free. All Royalties from this book will be donated to charity.

A complex and fascinating question is why do humans have such strong emotional reactions and human connections to art? Why do viewers become scared, even haunted for days, by a movie monster they know doesn't exist? Why do humans become enthralled by distorted figures and scenes that aren't realistic? Why do viewers have emotional attachments to comic book characters? The answer lies in that, while humans know art is human made artifice, they view and decipher art using the same often nonconscious methods that they use to view and decipher reality. Looking at how we perceive reality shows us how we perceive art, and looking at how we perceive art helps show us how we perceive reality. Written by the prominent art historian and philosopher Cycleback, this book is a concise introduction to understanding art perception, covering key psychological, cognitive science, physiological and philosophical concepts.

Revised edition of the authors' Social psychology, [2016]

This student-friendly introduction to the field focuses on understanding social and practical problems and developing intervention strategies to address them. Offering a balance of theory, research, and application, the updated Third Edition includes the latest research, as well as new, detailed examples of qualitative research throughout.

This text presents the most important and influential social psychological theories and research programs in contemporary sociology. Original chapters by the scholars who initiated and developed these theoretical perspectives provide full descriptions of each theory, its background, development, and future. The first four chapters cover general approaches, organized around fundamental principles and issues--symbolic interaction, social

exchange, distributive justice, and rational choice. The following chapters focus on specific research programs and theories, examining identity, affect, comparison processes, power and dependence, social exchange, status construction, and legitimacy. A concluding chapter provides an analysis of and commentary on the state of the theoretical programs in sociological social psychology. Contributors: Peter J. Burke, Joseph Berger, Coye Cheshire, Karen S. Cook, Pamela Emanuelson, Alexandra Gerbasi, Karen A. Hegtvedt, Michael A. Hogg, Guillermina Jasso, Edward J. Lawler, Michael W. Macy, George J. McCall, Linda D. Molm, Cecilia L. Ridgeway, Dawn T. Robinson, Lynn Smith-Lovin, Jan E. Stets, Jonathan H. Turner, Murray Webster Jr., David Willer, and Morris Zelditch, Jr. Critical Readings in Social Psychology brings a fresh approach to the study of key topics in social psychology by contrasting classic and contemporary readings in core social psychological areas. Each chapter author presents contrasting approaches to a particular topic through the inclusion of two or three extracts from previously published texts that have been influential in shaping social psychological ideas. These extracts are supported by the author's commentary, which illuminates the part that debate and criticism play in the ways that social psychology continues to change and develop. The result is a clear and stimulating collection on seven key topics in social psychology: Close relationships Attitudes Attribution Intragroup processes Intergroup processes Conformity Individual differences A combination of textbook and reader, this book is designed specifically for social psychology students. It also provides an accessible set of teaching materials for coverage of the major topics in contemporary social psychology detailed in the British Psychological Society curriculum guidelines.

This book sets out the psychological basis of musical development in children and adults. The study has two major objectives: to review the research findings, theories and methodologies relevant to the developmental study of music; and to offer a framework within which these can be organised so as to pave the way for future research. It describes the relationship between thinking and music, and discusses the relationship between thinking and music in pre-schoolers and schoolchildren in areas such as singing, aesthetic appreciation, rhythmic and melodic development, and the acquisition of harmony and tonality. The book describes the development of musical taste, and discusses the questions of musical creativity, and of the social psychology of musical taste

and fashion. As a comprehensive study of the links between developmental psychology and music education, Hargreaves' work demonstrates the practical and theoretical importance of psychological research on the process underlying children's musical perception, cognition and performance.

Essentials of Social Psychology provides a clear, concise and engaging introduction to the field. Covering all the major topics and theoretical perspectives, this exciting new book provides straightforward explanation of key terms and concepts in a lively and student-friendly manner. Debates and controversies are brought to life and the wider practical relevance of the subject is emphasised throughout. Pedagogical features that appear across the book include Research Classic sections which describe classic studies, Research Applications boxes that highlight more contemporary developments in social psychological research and their practical applications, Real World features that look at the everyday relevance of social psychology, and Literature, Film and TV features that demonstrate how social psychological concepts are dealt with in popular media. An international balance of research alerts students to the cross cultural dimensions of social psychology Essentials of Social Psychology is accompanied by MyPsychLab, an interactive online study resource designed to help students to consolidate and further their understanding. Together, the book and online support make this an ideal resource for those studying the subject for the first time, or as part of a more general programme of study.

Precise shifts in the ways people make sense of themselves, others, and social situations can help people flourish. This compelling handbook synthesizes the growing body of research on wise interventions--brief, nonclinical strategies that are "wise" to the impact of social-psychological processes on behavior. Leading authorities describe how maladaptive or pejorative interpretations can undermine people's functioning and how they can be altered to produce benefits in such areas as academic motivation and achievement, health, well-being, and personal relationships. Consistently formatted chapters review the development of each intervention, how it can be implemented, its evidence base, and implications for solving personal and societal problems.

Adopting a multicultural approach, this text guides readers in the study of social thinking, social influence, and social relations. This edition emphasises social psychology's applications to both work

and life, and uses vignettes to emphasise the relevance of social psychology research.

Health psychology is a rapidly expanding discipline at the interface of psychology and clinical medicine. This new edition is fully reworked and revised, offering an entirely up-to-date, comprehensive, accessible, one-stop resource for clinical psychologists, mental health professionals and specialists in health-related matters. There are two new editors: Susan Ayers from the University of Sussex and Kenneth Wallston from Vanderbilt University Medical Center. The prestigious editorial team and their international, interdisciplinary cast of authors have reconceptualised their much-acclaimed handbook. The book is now in two parts: part I covers psychological aspects of health and illness, assessments, interventions and healthcare practice. Part II covers medical matters listed in alphabetical order. Among the many new topics added are: diet and health, ethnicity and health, clinical interviewing, mood assessment, communicating risk, medical interviewing, diagnostic procedures, organ donation, IVF, MMR, HRT, sleep disorders, skin disorders, depression and anxiety disorders.

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. 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 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 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 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.

Aimed as a course text at the undergraduate level, this is a sport psychology book that offers a comprehensive treatment of social psychology as it pertains to sport settings. It contains 20 chapters, divided into five parts. Each chapter features a summary which emphasises key points and a discussion to engage

the class.

An introduction to how social psychological theories, methods and interventions can be applied to manage real-world social problems.

Is psychology good for our health? What is the effect of class on social behaviour? In this comprehensive and fully up-to-date account of the psychology of everyday life, Michael Argyle looks at the most interesting and practically important areas of social psychology. He takes social psychology out of the laboratory into real-life settings and helps us to understand the world in which we live. He covers many of the pressing concerns of the day - conflict and aggression, racial prejudice, social class, relationships, health, happiness - and emphasises the practical applications of social psychology.

This textbook identifies central developments in psychology for social care professionals which underlie current patterns of need in the social care sector. Areas covered include working with clients, interviews, health risks and bereavement.

'Some years ago I read the phrase "the spontaneous revulsion to the deformed". The phrase seemed to be both potent and provocative: Was there a spontaneous revulsion to disabilities in children or did such conditions evoke a more compassionate response?' Originally published in 1978, the problems of the disabled were no longer confined to the medical and educational professionals, but had become the concern of the community as a whole. Using terminology very much of the time, the author shows how attitudes towards different kinds of disability had developed at the time; they varied both regionally and by social class, sometimes calling into question the accepted 'facts' about the distribution of a particular condition. Most importantly, the author examines these attitudes together with many other social and psychological factors in relation to their impact on the social behaviour and developing self-image of the disabled child. It becomes clear that the dangers of categorization and the difficulties in overcoming stigma have a profound influence on the education and socialization of disabled children. This book will be of historical interest to students and teachers of psychology, education, social work and rehabilitation; and it will provide insight for parents and all those concerned with the care and development of the disabled child about how far we have come.

How does the situation we're in influence the way we behave and

think? Professors Ross and Nisbett eloquently argue that the context we find ourselves in substantially affects our behavior in this timely reissue of one of social psychology's classic textbooks. With a new foreword by Malcolm Gladwell, author of *The Tipping Point*.

This volume will provide an authoritative, state of the art overview of the field of intergroup processes. The volume is divided into nine major sections on cognition, motivation, emotion, communication and social influence, changing intergroup relations, social comparison, self-identity, methods and applications. Provides an authoritative, state of the art overview of the field of intergroup processes. Divided into nine major sections on cognition, motivation, emotion, communication and social influence, changing intergroup relations, social comparison, self-identity, methods and applications. Written by leading researchers in the field. Referenced throughout and include post-chapter annotated bibliographies so readers can access original research articles in order to further their study. Now available in full text online via xreferplus, the award-winning reference library on the web from xrefer. For more information, visit www.xreferplus.com

Adopting a multicultural approach, this text guides readers in the study of social thinking, social influence, and social relations. It emphasises social psychology's applications to both work and life, and uses vignettes to emphasise the relevance of social psychology research.

This volume on intraindividual processes is one of a set of four handbooks in the social psychology field and covers social cognition, attitudes, and attribution theory. Includes contributions by academics and other experts from around the world to ensure a truly international perspective. Provides a comprehensive overview of classic and current research and likely future trends. Fully referenced chapters and bibliographies allow easy access to further study. Now available in full text online via xreferplus, the award-winning reference library on the web from xrefer. For more information, visit www.xreferplus.com

In this edition, the author once again weaves an inviting and compelling narrative that speaks to ALL of your students regardless of background or intended major. And with Connect Social Psychology and LearnSmart, students are able to create a personalized learning plan helping them be more efficient and effective learners. With LearnSmart, students know what they know and master

what they don't know and faculty are able to move to more in-depth classroom discussions. Through examples and applications as well as marginal quotations from across the breadth of the liberal arts and sciences, Myers draws students into the field of social psychology. At the same time, Myers is also in tune with the ever-changing state of social psychology research. Research Close-Up and Inside Story features throughout the book provide deeper exposure to key research and researchers. Marginal quotations, examples and applications throughout each chapter, and the concluding Applying Social Psychology chapters all ensure that regardless of your students' interests and future plans, Social Psychology will engage them.

"This is a book I (David) secretly wanted to write. I have long believed that what is wrong with all psychology textbooks (including those I have written) is their overlong chapters. Few can read a 40-page chapter in a single sitting without their eyes glazing and their mind wandering. So why not organize the discipline into digestible chunks—say forty 15-page chapters rather than fifteen 40-page chapters—that a student could read in a sitting, with a sense of completion? Thus, when McGraw-Hill psychology editor Chris Rogers first suggested that I abbreviate and restructure my 15-chapter, 600-page Social Psychology into a series of crisply written 10-page modules, I said "Eureka!" At last a publisher willing to break convention by packaging the material in a form ideally suited to students' attention spans. By presenting concepts and findings in smaller bites, we also hoped not to overload students' capacities to absorb new information. And, by keeping Exploring Social Psychology slim, we sought to enable instructors to supplement it with other reading"--

Personality and social psychology : moving toward a more perfect union / Mark Snyder and Kay Deaux -- Foundations of personality and social psychology -- The intertwined histories of personality and social psychology / Thomas F. Pettigrew -- Perspectives on the person: rapid growth and opportunities for integration / William Fleeson and Eranda Jayawickreme -- Perspectives on the situation / Harry T. Reis and John G. Holmes -- Neuroscience approach-

es in social and personality psychology / David M. Amodio, Eddie Harmon-Jones, and Elliot T. Berkman -- Evolutionary perspectives / Steven W. Gangestad -- Context in person, person in context : a cultural psychology approach to social-personality psychology / Glenn Adams and Tugçe Kurtis -- Behavior and behavior assessment / Janice R. Kelly and Christopher R. Agnew -- Conceptual and methodological issues in the analysis of cross-sectional and longitudinal dyadic data / Deborah A. Kashy and M. Brent Donellan -- Multilevel modeling in personality and social psychology / Oliver Christ, Christopher G. Sibley, and Ulrich Wagner -- Basic processes of personality and social psychology -- The self : dynamics of persons and their situations / Jennifer Crocker and Eddie Brummelman -- Identity : personal and social / Vivian L. Vignoles -- Morality / Jesse Graham and Piercarlo Valdesolo -- Motivation and goal pursuit : integration across the social/personality divide / Julie K. Norem -- Five questions about emotion: implications for social-personality psychology / Gerald L. Clore and Michael D. Robinson -- Cybernetic approaches to personality and social behavior / Colin G. DeYoung and Yanna J. Weisberg -- Initial impressions of others / James S. Uleman and S. Adil Saribay -- Attitudes and attitude change : social and personality considerations about specific and general patterns of behavior / Dolores Albarracín, Man-pui Sally Chan, and Duo Jiang -- From help-giving to helping relations : belongingness and independence in social interactions / Arie Nadler -- Antisocial behavior in individuals and groups : an empathy-focused approach / Emanuele Castano and David C. Kidd -- Personality and social interaction : interpenetrating processes / Rodolfo Mendoza-Denton, Jordan B. Leitner, and Ozlem Ayduk -- Attachment theory expanded : a behavioral systems approach to personality and social behavior / Mario Mikulincer and Phillip R. Shaver -- Person-by-situation perspectives on close relationships / Jeffrey A. Simpson and Heike A. Winterheld -- Personality influences on group processes : the past, present, and future / Craig D. Parks -- Intergroup processes : from prejudice to positive relations between groups / Linda R. Tropp and Ludwin E. Molina -- Power as active self : from acquisition to the expression and use of power /

Ana Guinote and Serena Chen -- Personality and social psychology in key life domains -- Personality, social psychology, and psychopathology : reflections on a Lewinian vision / Philip R. Costanzo, Rick H. Hoyle, and Mark R. Leary -- Individual and societal well-being / Shigehiro Oishi and Samantha J. Heintzelman -- Multicultural identity and experiences : cultural, social, and personality processes / Verónica Benet-Martínez and Angela-MinhTu D. Nguyen -- Personality and social contexts as sources of change and continuity across the life span / Abigail J. Stewart and Kay Deaux -- The social psychology of personality and leadership : a person-in-situation perspective / Daan van Knippenberg -- Work and organizations: contextualizing personality and social psychology / Deidra J. Schleicher and David V. Day -- A person x intervention strategy approach to understanding health behavior / Alexander J. Rothman and Austin S. Baldwin -- Forensic personality and social psychology / Saul Kassin and Margaret Bull Kovera -- The psychology of collective action / Lauren E. Duncan -- Social policy: barriers and opportunities for personality and social psychology / Allen M. Omoto -- Conclusion -- Personality and social psychology : the evolving state of the union / Kay Deaux and Mark Snyder

This comprehensive overview presents cutting-edge research on the fast-expanding field of interpersonal perception.

Explains how self-delusion is part of a person's psychological defense system, identifying common misconceptions people have on topics such as caffeine withdrawal, hindsight, and brand loyalty.

"The fifth edition of this highly successful text, *An Introduction to Social Psychology* has been fully revised and updated. Accessibility for students has been improved, including better illustrations, greater use of colour and a more approachable format, as well as a wealth of online resources. Combining its traditional academic rigour with a contemporary level of cohesion, accessibility, pedagogy and instructor support, the fifth edition of *An Introduction to Social Psychology* provides the definitive treatment of social psychology"--