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Models, Measurement, and Metrology: Extending the SI William P. Fisher, Jr., Leslie Pendrill, 2024-09-23 The book focuses on the extension of quality-assured measurement and metrology into psychological and social domains. This is not only feasible and achievable but also a pressing concern. Significant progress in developing a common conceptual system for measurement across the sciences has been made in recent collaborations between metrologists and psychometricians, as reported in the chapters of this book. Modeling estimation and interpretation of objectively reproducible unit quantities that support both general comparability and adaptation to unique local circumstances are demonstrated in fields as diverse as artificial intelligence, justice, and beauty perception.

New Perspectives in Behavioral Cybersecurity Wayne Patterson, 2023-09-27 *New Perspectives in Behavioral Cybersecurity* offers direction for readers in areas related to human behavior and cybersecurity by exploring some of the new ideas and approaches in this subject, specifically with new techniques in this field coming from scholars with very diverse backgrounds in dealing with these issues. It seeks to show an understanding of motivation, personality, and other

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Persuasion and Influence in American Life Gary C. Woodward, Robert E. Denton, Jr., 2018-06-04 The eighth edition provides a streamlined up to date presentation of classic and contemporary theories of persuasion For more than three decades the authors have guided readers through the cultural psychological and sociological forces influencing why how and when humans change their minds Exploring the complexities and subtleties of persuasive attempts from interpersonal interactions to political advertising is essential for making informed judgments about the value of increasingly pervasive messages The practice of persuasion is no longer limited to a select few and formal audiences Online networks with unprecedented reach extend opportunities for multiple persuaders and peer to peer influence Woodward and Denton acknowledge the opportunities and challenges posed by social media and various digital platforms The final chapter emphasizes visual communication and core strategies for the construction of short messages tailored for digital and commercial media Engaging descriptions and multiple examples illustrate the dynamic interactive nature of persuasion Short sidebars in every chapter suggest interesting applications of key ideas Becoming responsible ethical and credible persuaders and or critical consumers of messages is an intriguing and sometimes surprising journey

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Persuasion in Society Herbert W. Simons, Jean Jones, 2011-04-20 Persuasion in Society introduces readers to the rich tapestry of persuasive technique and scholarship interweaving rhetorical critical theory and social science traditions This text examines current and classical theory through the lens of contemporary culture encouraging readers to explore the nature of persuasion and to understand its impact in their lives Employing a contemporary approach authors Herbert W Simons and Jean G Jones draw from popular culture mass media and social media to help readers become informed creators and consumers of persuasive messages This introductory persuasion text offers A broad based approach to the scope of persuasion expanding students understanding of what persuasion is and how it is effected Insights on the diversity of persuasion in action through such contexts as advertising marketing political campaigns activism and social movements and negotiation in social conflicts The inclusion of sender and receiver perspectives enhancing understanding of persuasion in practice Extended treatment of the ethics of persuasion featuring opposing views on handling controversial issues in the college classroom for enhanced instruction Case studies showing how and why people fall for persuasive messages demonstrating how persuasion works at a cognitive level Highlights of this second edition include An extensively revised approach written with the needs of today s undergraduate students in mind Contemporary examples selected for relevance currency and appeal Updated discussions of theory and research including cognitive psychology and neuroscience Current illustrations from advertising politics social movements propaganda and other sources To reinforce the topics covered in each chapter discussion questions exercises and key terms are included Additional resources are available on the Companion Website www.routledge.com/textbooks/simons along with materials for instructors including supplements for lectures and sample exam questions

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