

Group Consensus and Minority Influence

Implications for Innovation

Carsten K. W. De Dreu Nanne K. De Vries

Group Consensus And Minority Influence Implications For Innovation

**Gregory R. Maio, Bas
Verplanken, Geoffrey Haddock**



Group Consensus And Minority Influence Implications For Innovation:

Group Consensus and Minority Influence Carsten K. W. De Dreu, Nanne K. De Vries, 2001-05-08 Written by leading social psychologists from around the world this timely and innovative book brings together different perspectives on the way people influence each other to achieve consensus to innovate or do both *Majority and Minority Influence* Stamos Papastamou, Antonis Gardikiotis, Gerasimos Prodromitis, 2017-04-07 Majority and minority influence research examines how groups influence the attitudes thoughts and behaviours of individuals groups and society as a whole This volume collects recent work by an international group of scholars representing a variety of different theoretical approaches to majority and minority influence The book provides a thorough evaluation of significant current developments with a particular focus on how active minorities can influence people s thinking and behaviour fight against conformity and contribute to real social change It also discusses the following themes Social vs cognitive processes of social influence cooperation vs antagonism Majority and minority influence a singular or a dual socio psychological process Conversion vs appropriation of minority ideas Different meta theoretical considerations underlying social influence research New avenues for future research are presented and many are born from a new integration between influence and persuasion theoretical traditions By focusing on the societal dimension of social influence this book contributes to filling a theoretical and epistemological gap in the relative literature It offers a balanced and thorough presentation of the distinct theoretical and epistemological approaches employed by active and important researchers in the field making it essential reading for researchers and upper level students of social psychology

The Motivation-Cognition Interface Catalina E. Kopetz, Ayelet Fishbach, 2017-09-11 This volume honors the work of Arie W Kruglanski It represents a collection of chapters written by Arie s former students friends and collaborators The chapters are rather diverse and cover a variety of topics from politics including international terrorism to health related issues such as addiction and self control to basic psychological principles such as motivation and self regulation the formation of attitudes social influence and interpersonal relationships What these chapters have in common is that they have all been inspired by Arie s revolutionary work on human motivation and represent the authors attempt to apply the basic principles of motivation to the understanding of diverse phenomena

The Psychology of Attitudes and Attitude Change Gregory R. Maio, Bas Verplanken, Geoffrey Haddock, 2018-10-27 This third edition explores the scientific methods that are used to better understand attitudes and how they change updated to reflect the flurry of research activity in this dynamic subject over the past few years Providing the fundamental concepts for understanding attitudes with a balanced consideration of all approaches the book pulls together many diverse threads from research across the world Key features Research highlights illustrate interesting and important case studies and their findings Recap What we have learned and What do you think questions at the end of chapters get students thinking Key terms and a glossary help students get up to speed with terminology Even more international in scope with research drawn from many countries and a stronger European

perspective New research in areas such as hypocrisy persuasion matching and evaluative conditioning has been considered and included showing the flourishing nature of this subject area Online resources including multiple choice questions journal articles and flashcards for students and PowerPoint slides and essay questions for lecturers to use for teaching ideas available at study.sagepub.com/psychofattitudes3e

Encyclopedia of Group Processes and Intergroup Relations John M Levine, Michael A. Hogg, 2010 This two volume encyclopedia covers concepts from across the spectrum from group phenomena to phenomena influenced by group membership from small group interaction to intergroup relations on a global scale

Meeting the Ethical Challenges of Leadership Craig E. Johnson, 2017-01-10 Ethics is at the heart of leadership All leaders assume ethical burdens and must make every effort to make informed ethical decisions and foster ethical behavior among followers The Sixth Edition of Meeting the Ethical Challenges of Leadership Casting Light or Shadow explores the ethical demands of leadership and the dark side of leadership Author Craig E Johnson takes a multidisciplinary approach to leadership ethics drawing from many fields of research to help readers make moral decisions lead in a moral manner and create an ethical culture Packed with real world case studies examples self assessments and applications this fully updated new edition is designed to increase students ethical competence and leadership abilities

The Psychology of Attitudes and Attitude Change Greg Maio, Geoffrey Haddock, 2009-12-18 An outstanding new text Written in an engaging style it provides an impressive review of both basic and applied work Classic studies are interwoven with important recent findings to provide a scholarly overview of this exciting area of social psychology Professor Mark Conner University of Leeds Maio and Haddock provide an excellent up to date summary of the key findings in the field in their very readable new text Richard E Petty Ohio State University People spontaneously evaluate things We form opinions on topics such as war and climate change on other people such as our work colleagues and celebrities and on behaviours such as sexual activity and waste recycling At times these attitudes can be the focus of bitter debate and as humans we naturally crave to understand attitudes and how to change them In four sections and 11 chapters Greg Maio and Geoffrey Haddock describe how scientific methods have been used to better understand attitudes and how they change The first section looks at what attitudes are and why they are important The second section examines the ability of attitudes to predict behaviour From there the authors consider how attitudes are formed and changed Finally they present a variety of major issues for understanding internal such as neurological and external such as culture influences on attitude along with unresolved questions With the aid of a few helpful metaphors the text provides readers with a grasp of the fundamental concepts for understanding attitudes and an appreciation of the scientific challenges that lie ahead The Psychology of Attitudes and Attitude Change is for students in psychology health psychology communication business and political science It is a core text for courses in the psychology of attitudes persuasion and social influence and a key resource for modules in social cognition and introductory social psychology

Work Group Learning Valerie I. Sessa, Manuel London, 2008 First Published in 2007 Routledge is an imprint of

Taylor Francis an informa company **Rebels in Groups** Jolanda Jetten,Matthew J. Hornsey,2010-11-29 With contributions from leading scholars in the field Rebels in Groups brings together the latest research which contrary to traditional views considers dissent deviance difference and defiance to be a normal and healthy aspect of group life Brings together the latest research on the role of dissent deviance difference and defiance within groups Presents a new approach which considers dissent deviance difference and defiance to be a normal and healthy aspect of group life Examines a broad range of groups such as political groups task groups and teams in organizations Considers diverse fields of psychology including social organizational and developmental psychology Contributors are among the leading scholars in their areas of psychology

Small Group Research Herbert H. Blumberg,2009 This book provides comprehensive coverage of recent research in psychology relating to small groups Major new work is described and thousands of studies are at least cited within a logical framework A thorough overview of the field is provided and specialists concerned with particular kinds of groups are likely to find references to all major research in their areas The findings of various studies contain many surprises especially with regard to the generality and specificity of previously known principles Particular emphasis is given to studies involving or having fairly immediate relevance to face to face social interaction **Constructive Controversy** David W.

Johnson,2015-06-18 Using the social psychological theory of constructive controversy this book analyses the nature of disagreement among members of decision making groups It addresses questions such as do differences of opinion enhance or obstruct creative thinking And why do people make decisions based only on their own perspective without considering alternative viewpoints *Economic Benefits of Ethnolinguistic Diversity* , Coalition Politics and Cabinet Decision Making Juliet Kaarbo,2012-04-17 Kaarbo assesses the nature and quality of coalition decision making in foreign policy

Psychology of Sustainability Robert G. Jones,2014-07-11 Psychology of Sustainability An Applied Perspective examines the many psychological factors that lead to human behavioral effects on the environment Each chapter will apply elements from a basic research area into the context of criteria specific to sustainability Increased interest has led many universities to offer courses on Psychology of Sustainability This book is the perfect text to provide an introduction to the subject Throughout the book readers will find new ways of framing questions related to human adaptability and evolutionary psychology Psychology of Sustainability is ideal for students or professionals who are looking to contribute to the conversation **The Oxford Handbook of Social Influence** Stephen G. Harkins,Kipling D. Williams,Jerry M. Burger,2017

The Oxford Handbook of Social Influence restores this important field to its once preeminent position within social psychology Editors Harkins Williams and Burger lead a team of leading scholars as they explore a variety of topics within social influence seamlessly incorporating a range of analyses including intrapersonal interpersonal and intragroup and examine critical theories and the role of social influence in applied settings today **Working Wonders** Ryszard Praszkie,2019-08-08 Praszkie addresses the question of why some people perceive certain challenges as doable when

others the majority see them as impossible He introduces professionals and researchers to ways of perceiving seemingly insurmountable challenges as achievable using case studies verified theory and practical hints Persuasive

Communication Richard O. Young,2016-07-15 This updated and expanded edition of Persuasive Communication offers a comprehensive introduction to persuasion and real world decision making Drawing on empirical research from social psychology neuroscience business communication research cognitive science and behavioral economics Young reveals the thought processes of many different audiences from investors to CEOs to help students better understand why audiences make the decisions they make and how to influence them The book covers a broad range of communication techniques richly illustrated with compelling examples including resumes speeches and slide presentations to help students recognize persuasive methods that do and do not work A detailed analysis of the emotions and biases that go into decision making arms students with perceptive insights into human behavior and helps them apply this understanding with various decision making aids Students will learn how to impact potential employers clients and other audiences essential to their success This book will prove fascinating to many and especially useful for students of persuasion rhetoric and business communication **The**

Psychology of Insecurity Joseph P. Forgas,William D. Crano,Klaus Fiedler,2023-05-23 Insecurity is an inevitable part of being human Although life is insecure for every organism humans alone are burdened by knowing that this is so This ground breaking volume features contributions by leading international researchers exploring the social psychology of insecurity and how existential metaphysical and social uncertainty influence human social behaviour Chapters in the book investigate the psychological origins of insecurity evolutionary theorizing about the functions of insecurity the motivational strategies people adopt to manage insecurity self regulation strategies the role of insecurity in the formation and maintenance of social relationships and the influence of insecurity and uncertainty on the organization of larger social systems and public affairs The chapters also discuss how insecurity influences many areas of contemporary social life highlighting the applied implications of this line of research Topics covered include the role of insecurity in social communication social judgments decision making group identification morality interpersonal behaviour relationships attitudes and many applied aspects of social life and politics where understanding the psychology of insecurity is of critical importance This accessible and engaging book will be of interest to students researchers and practitioners as a textbook or reference book in behavioural and social science fields as well as to a broad spectrum of intelligent lay audiences seeking to understand one of the most intriguing issues that shapes human social life The Applied Psychology of Sustainability Robert G. Jones,2020-04-02 Why

doesn t everyone see sustainability as a huge issue Why don t people think more carefully before making choices What will it take for people to change Examining the many psychological factors that lead to human behavioral effects on the environment this book answers these questions definitively and provides practical guidance for approaches that have been used to successfully stimulate change The Applied Psychology of Sustainability provides an extensive integrated definition of

the processes that lead to climatic ecological and socio economic results It defines a Psychology of Sustainability Each chapter applies elements from the core research areas of cognitive social and developmental psychology into the context of criteria specific to sustainability Comprehensively updated to embrace great change in the field this new edition expands on critical issues yet maintains its strong foundation that the psychology of decisions is the essential precursor to sustainability and that these decisions should be treated as the primary target of change Throughout the book readers will find new ways of framing questions related to human adaptability and evolutionary psychology The Applied Psychology of Sustainability is essential reading for students and professionals in a range of disciplines who wish to contribute to this crucial conversation

The Handbook of Conflict Resolution Morton Deutsch, Peter T. Coleman, Eric C. Marcus, 2011-03-04 The Handbook of Conflict Resolution Second Edition is written for both the seasoned professional and the student who wants to deepen their understanding of the processes involved in conflicts and their knowledge of how to manage them constructively It provides the theoretical underpinnings that throw light on the fundamental social psychological processes involved in understanding and managing conflicts at all levels interpersonal intergroup organizational and international The Handbook covers a broad range of topics including information on cooperation and competition justice trust development and repair resolving intractable conflict and working with culture and conflict Comprehensive in scope this new edition includes chapters that deal with language emotion gender and personal implicit theories as they relate to conflict

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