

HANDBOOK OF

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# Motivation & Cognition



Volume 3

The Interpersonal Context

Richard M. Sorrentino

E. Tory Higgins

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EDITORS

# Handbook Of Motivation And Cognition Volume 3 Interpersonal Context The

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## **Handbook Of Motivation And Cognition Volume 3 Interpersonal Context The:**

**Handbook of Motivation and Cognition** Richard M. Sorrentino, Edward Tory Higgins, 1986 The apparent success of cognitive principles in accounting for several behaviors has led social psychologists to question the need for motivations and other hot dispositional constructs In their place they postulate nonmotivational cold cognitions Behavioral variations between individuals are thus reduced to differences in information processing abilities while biases and other apparently motivated behaviors are explained on the faulty computer model However as many cognitive psychologists now acknowledge this mechanistic theory fails to tie the processing of information to the performance of actions

**Advances in Experimental Social Psychology** Mark P. Zanna, 2011-07-29 Advances in Experimental Social Psychology continues to be one of the most sought after and most often cited series in this field Containing contributions of major empirical and theoretical interest this series represents the best and the brightest in new research theory and practice in social psychology One of the most well received and credible series in social psychology Chapters spanning such diverse areas such as goal achievement interracial relations and self defense An excellent resource for researchers librarians and academics

*The Uncertain Mind* Richard M. Sorrentino, 2013-05-13 This book discusses individual differences in how people react to uncertainty The authors show that while some people are relatively comfortable dealing with uncertainty and strive to resolve it uncertainty oriented others are more likely to avoid uncertainty preferring the familiar or the known certainty oriented They go on to examine the implications of an uncertainty orientation for understanding processes of self knowledge social cognition and attitude change achievement motivation and performance interpersonal and group processes and issues relating to physical and psychological health concerns Research is discussed which links this uncertainty orientation to each of these issues raising important practical and theoretical questions for each The book also considers possible implications for people of both orientations of living in times that may be characterized as being uncertain

**Relative Deprivation** Iain Walker, Heather J. Smith, 2002 The relative deprivation construct has been widely used in the social sciences to explain phenomena from experiencing psychosomatic stress to participating in urban riots It is currently a valuable tool in research being used especially to understand processes of social identity and responses to disadvantage by both disadvantaged minorities and privileged majorities Originally published in 2001 this book assembles chapters by leading relative deprivation researchers in order to present comprehensive synthesis of knowledge Featuring integrative theoretical and empirical work from social psychology sociology and psychology the book provides a highly detailed reference work It is relevant to researchers in intergroup relations prejudice racism social identity group processes social comparison collective behavior and social movements The book will be of value to anyone with an interest in the topic and its practical application

*The Future of Scholarship on Diversity and Inclusion in Organizations* Eden B. King, Quinetta M. Roberson, Mikki R. Hebl, 2022-10-01 The current volume the fourth in the series provides a broad look at the meaning and understanding of diversity and inclusion in

organizations The contributors to this book look toward the future of D I in organizations and the scholarship of these phenomena This future focus references not only the content of the chapters which we hoped would offer new ideas emphasizes theories and predictions but also to the contributors emerging scholars who are the future of the field Indeed the chapters in this volume offer new perspectives on diversity in organizations problematize existing perceptions and practices and offer potential directions for change Together the questions and ideas offered these chapters generate a path forward for a thoughtful and nuanced view of D I in future organizational science In spite and because of their critiques of the status quo the scholars and scholarship highlighted here provide hope for positive change      *Prejudiced Communication* Janet B.

Ruscher,2001-04-01 Prejudiced communication is everywhere Sexist jokes are transmitted over the Internet coworkers tell outrageous stories about cross cultural interactions and children observe their parents disgusted facial expressions as a target of prejudice passes along the street What functions do these forms of communication serve for individuals groups and entire cultures How do they contribute to the perpetuation of discrimination and status differences based on race ethnicity gender sexual orientation or other stigmatized attributes And what can be done to reduce prejudiced communication and mitigate its harmful effects This volume provides a comprehensive examination of these and other questions of critical importance for today s society Bringing together current theory empirical research and real life examples it is essential reading for scholars and students in a range of disciplines The book first defines key terms and introduces several functions served by prejudiced communication including the protection of established social hierarchies and the maintenance of cognitive shortcuts It explores how language reflects categorizations of ingroups and outgroups and how shared stereotypes are encoded and transmitted Subsequent chapters address ways that prejudice is subtly or blatantly communicated in interpersonal interactions including patronizing and controlling speech discriminatory nonverbal behavior and disdain for nonstandard accents or dialects Next the book examines the larger cultural context discussing such topics as skewed portrayals in the news media entertainment and advertising hostile humor and continued legal tolerance of hate speech Featured throughout are thought provoking examples drawn from the classroom the workplace and other everyday situations A concluding chapter summarizes major themes of the book and points toward empirical and theoretical gaps that invite further investigation Grounded in a social psychological perspective the book also incorporates ideas and findings from communication sociology and related fields It is an informative resource for anyone interested in prejudice and stereotyping and an indispensable text for advanced undergraduate and graduate level courses      *Socially Extended Epistemology* J. Adam Carter,Andy Clark,Jesper Kallestrup,S. Orestis Palermos,Duncan Pritchard,2018-07-19 Socially Extended Epistemology explores the epistemological ramifications of one of the most important research programmes in contemporary cognitive science distributed cognition In certain conditions according to this programme groups of people can generate distributed cognitive systems that consist of all participating members This volume brings together a range of distinguished and early

career academics from a variety of different perspectives to investigate the very idea of socially extended epistemology They ask for example can distributed cognitive systems generate knowledge in a similar way to individuals And if so how if at all does this kind of knowledge differ from normal individual knowledge The first part of the volume examines foundational issues including from a critical perspective The second part of the volume turns to applications of this idea and the new theoretical directions that it might take us These include the ethical ramifications of socially extended epistemology its societal impact and its import for emerging digital technologies

#### **Self-Esteem Issues and Answers** Michael H.

Kernis,2013-04-15 Research and theory on self esteem have flourished in recent years This resurgence has produced multiple perspectives on fundamental issues surrounding the nature of self esteem and its role in psychological functioning and interpersonal processes Self Esteem Issues and Answers brings together these various perspectives in a unique format The book is divided into five sections Section I focuses on core issues pertaining to the conceptualization and assesment of self esteem and when self esteem is optimal Section II concentrates on the determinants development and modifiability of self esteem Section III examines the evolutionary significance of self esteem and its role in psychological processes and therapeutic settings Section IV explores the social relational and cultural significance of self esteem Finally Section V considers future directions for self esteem researchers practitioners parents and teachers This volume offers a wealth of perspectives from prominent researchers from different areas of psychology Each expert contributor was asked to focus his or her chapter on a central self esteem issue Three or four experts addressed each question The result is that Self Esteem Issues and Answers provides a comprehensive sourcebook of current perspectives on a wide range of central self esteem issues

#### **Adaptive Mentalization-Based Integrative Treatment (AMBIT) For People With Multiple Needs** Peter

Fuggle,Laura Talbot,Chloe Campbell,Peter Fonagy,Dickon Bevington,2023-02-20 Meeting the complex needs of some of the most vulnerable populations in our society often involves the need for connected networks of care providing health social care educational and voluntary sector services This presents major challenges for both clients and practitioners for this to work well Adaptive mentalization based integrative treatment AMBIT has been developed over the last 15 years to address the needs of both clients and practitioners in trying to make this work well The basic framework for AMBIT was set out by the authors in AMBIT A Guide for Teams to Develop Systems of Care in 2017 but continues to evolve through collaboration with practitioners across the world who work with people both young people and adults for whom many current services are not experienced as helpful AMBIT for People with Multiple Needs Applications in Practice describes the progress of this collaboration and shows how AMBIT has been applied in health social care and education settings across the world Contributors convey the detail of what it is like to apply AMBIT to their work by combining case illustrations with detailed descriptions of therapeutic practice and technique along with inspiring and remarkable stories of therapeutic change The chapters examine therapeutic casework in very different services providing community and residential based care with adults

and young people across Europe and the UK With AMBIT constantly evolving the book explores recent developments in the AMBIT model and provides rich new thinking about how helping services can be supported to provide meaningful help and change

*Bases of Adult Attachment* Vivian Zayas, Cindy Hazan, 2015-01-08 A great deal is known about how infants form attachments and how these processes carry over into adolescence But after that the trail grows cold the study of adult attachment emphasizes individual variations paying little attention to the normative mechanisms of adult bonding A much needed corrective Bases of Adult Attachment examines this under investigated topic with an eye toward creating a robust theoretical model The first volume of its kind its multilevel approach integrates current findings from neuroscience and psychology to analyze the processes by which adult relationships develop mature function and dissolve Here in relevant detail are factors contributing to initial attraction possible scenarios in the evolution from friendship to attachment and the changes that occur on both sides of a relationship as partners mutually influence each other's behavior emotions cognition and even physiology And expert contributors address long neglected questions in the field with stimulating topics such as The distress relief dynamic in attachment bonding An expectancy value approach to attachment The biobehavioral legacy of early attachment relationships for adult emotional and interpersonal functioning How early experiences shape attraction partner preferences and attachment dynamics How mental representations change as attachments form Insights into the formation of attachment bonds from a social network perspective Bases of Adult Attachment will interest scholars approaching adult attachment at multiple levels of analysis neural physiological affective cognitive and behavioral and from multiple perspectives This wide audience includes developmental social and cognitive psychologists as well as neuroscientists neuropsychologists clinicians sociologists family researchers and professionals in public health and medicine

*Stereotypes as Explanations* Craig McGarty, Vincent Y. Yzerbyt, Russell Spears, 2002-08-08 Stereotyping is one of the biggest single issues in social psychology but relatively little is known about how and why stereotypes form This is the first book to explore the process of stereotype formation the way that people develop impressions and views of social groups Conventional approaches to stereotyping assume that stereotypes are based on erroneous and distorted processes but the authors of this book take a very different view namely that stereotypes form in order to explain aspects of social groups and in particular to explain relationships between groups

Handbook of Motivation and Cognition: The interpersonal context Edward Tory Higgins, Richard M. Sorrentino, 1986 Volume 1 challenges the prevailing hot cold either or dichotomy and proposes instead the warm look a synergistic approach to the roles of hot motivations and cold cognitions in the production of behavior Highly acclaimed as a groundbreaking work Contemporary Psychology called it an extremely valuable contribution to the field Unique as a handbook rather than summarizing an existing body of knowledge it attempts to define and shape an emerging field Volume 2 continues to emphasize both theory and research on the motivation cognition interface However the range of approaches has been widened to include clinical developmental political and cognitive

psychological as well as the social and personality perspectives prominent in the first volume Volume 3 like its acclaimed predecessors presents timely original work on the interface of motivation and cognition Rather than looking at the self affect and goals as primarily intrapersonal variables however Volume 3 shifts its concern to the role of motivation and cognition in interpersonal and intergroup behavior Reflecting an increasing awareness of the impact of intergroup strife in contemporary life leading researchers and theorists of social relations discuss topics including how we use others to further evaluate the self how the self affects our judgment of others the role of stereotyping and prejudices and how we evaluate and interact with ingroups and outgroups from book description Amazon com

**Indian Families** Vinod Chandra, Sampson Lee Blair, 2024-06-21 Demonstrating the tremendous diversity of families in India as well as their ongoing evolution this volume answers a clear call to dive deeper into the intimacy of the domestic sphere in one of the world's largest and fastest growing societies

**Everyday Thinking** Stanley Woll, 2001-07 This comprehensive yet accessible text brings together key research and theory in a social cognitive and applied cognitive psychology to provide a thorough grounding in these increasingly popular areas Suitable text for upper level undergrads and a reference for graduate level readers alike

**Foundations of Affective Social Learning** Daniel Dukes, Fabrice Clément, 2019-08-29 Written by experts in comparative developmental social cognitive and cultural psychology this book introduces the novel concept of affective social learning to help explain why what matters to us matters to us In the same way that social learning describes how we observe other people's behaviour to learn how to use a particular object affective social learning describes how we observe other people's emotions to learn how to value a particular object person or event As such affective social learning conceptualises the transmission of value from a given culture to a given person and reveals why the things that are so important to us can be of no consequence at all to others

**From Prejudice to Intergroup Emotions** Diane M. Mackie, Eliot R. Smith, 2016-01-28 The theories or programs of research described in the chapters of this book move beyond the traditional evaluation model of prejudice drawing on a broad range of theoretical ancestry to develop models of why when and how differentiated reactions to groups arise and what their consequences might be The chapters have in common a re-focusing of interest on emotion as a theoretical base for understanding differentiated reactions to and differentiated behaviors toward social groups The contributions also share a focus on specific interactional and structural relations among groups as a source of these differentiated emotional reactions The chapters in the volume thus reflect a theoretical shift from an earlier emphasis on knowledge about ingroups and outgroups to a new perspective on prejudice in which socially grounded emotional differentiation becomes a basis for social regulation

**Social Psychology and Politics** Joseph P. Forgas, Klaus Fiedler, William D. Crano, 2015-04-17 Social psychology and politics are intricately related and understanding how humans manage power and govern themselves is one of the key issues in psychology This volume surveys the latest theoretical and empirical work on the social psychology of politics featuring cutting edge research from a stellar group of international researchers It is organized into four main sections that deal with political attitudes and

values political communication and perceptions social cognitive processes in political decisions and the politics of intergroup behavior and social identity The contributions address such exciting questions as how do political attitudes and values develop and change What role do emotions and moral values play in political behavior How do political messages and the media influence political perceptions What are the psychological requirements of effective democratic decision making and why do democracies sometimes fail How can intergroup harmony be developed and what is the role of social identity in political processes As such this volume integrates the role of cognitive affective social and cultural influences on political perception and behavior offering an overview of the psychological mechanisms underlying political processes It provides essential reading for teachers students researchers and practitioners in areas related to power social influence and political behavior

*Social Mentality in Contemporary China* Yiyin Yang, 2019-11-27 This book not only seeks to theoretically analyze the concept chief characteristics and framework of social mentality but also explores the influence of social mentality on such elements of social functioning as individuals groups societies markets and countries and the influence of such elements as cultural social economic political and mental factors on social mentality Besides this book discusses the structure of social mentality tools for measuring it and an indicator system What's more it explores the role of the social mentality mechanism in the construction of harmonious societies

**Constructing Self-Discovery Learning Spaces Online: Scaffolding and Decision Making Technologies** Hai-Jew, Shalin, 2011-11-30 As an increasing amount of information is made available online the assumption is that people who visit Web sites will be able to strategize their learning to optimize access to this information Constructing Self Discovery Learning Spaces Online Scaffolding and Decision Making Technologies raises awareness of the strategies supporting self driven learner efficacy on a number of site types This book reflects on existing literature about self discovery learning and what learners need in terms of scaffolding to help them make the right decisions assess their own level of learning vet information strategically collaborate with other learners and build their own skill sets

*Close Relationships* Harry T. Reis, Caryl E. Rusbult, 2004-08-02 Each of the chapters in this reader is written by leading scholars in the area of relationships reflecting the diversity of the field and including both contemporary and key historical papers for comprehensive coverage of research



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