

Process Versus Outcome Thought Focus and Advertising

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Recent social psychological research demonstrates that certain types of mental simulations are particularly useful for helping individuals reach the things they envision (e.g., Taylor, Plana, Rivlin, & Armer, 1998). More specifically, Taylor's (1998, Taylor, 1999; Taylor et al., 1998) recent research indicates that the most successful simulation focus on the process of achieving a goal rather than on the resources or outcomes of the goal. In this article, we extend simulations of persuasive versus outcome-focus and thought in advertising. In studies manipulating the focus of participants' thoughts while viewing a print advertisement, we find that process-focused thought results in significantly higher behavioral intentions than an outcome-focused thought when advertisement arguments are strong. However, in the case of weak advertisement arguments, process-focused thought actually lowers behavioral intentions compared to thoughts focusing on the end result or outcome of product usage. Thus, in addition to increasing the persuasive power of strong advertising claims, process-focused thinking appears to make individuals better or more discerning consumers who do not form behavioral intentions when it is inappropriate to do so.

In the popular press, self-help writers commonly advise people to simulate favorable outcomes and consequences to motivate successful achievement of individual goals (e.g., Penning, 1991; Potts, 1992). Some examples include visualizing one's self enjoying the benefits of losing or attaining one's financial goals or simulating one's self making the free throw shot that wins the basketball game (as opposed to imagining practicing free throw shots). Advertising also encourages consumers to simulate favorable outcomes of using products. A recent television advertisement for a luxury automobile was filmed from the driver's seat. The car is stopped at an intersection with a car next to it. The announcer says, "Imagine this is your only chance to make an impression. What type of impression would you like to leave?" In another advertising campaign, the California lottery encourages consumers to "Watch a little

dream" of how they would spend their millions, were they to win. In these advertisements and many others, marketers encourage viewers to imagine positive outcomes of product usage.

Thus, in both the self-help domain and advertising, most instructions to simulate appear to focus on the enjoyment of achieved positive outcomes—on "eyes on the prize" focus. Recent research in social psychology, however, indicates that by focusing on the processes involved in goal-directed activities rather than on favorable outcomes, people are better able to achieve their goals (see the discussion of process-focused thoughts and its implications for the self-help literature provided in Taylor, Plana, Rivlin, & Armer, 1998). The purpose of this article is to explore the distinction between outcome- and process-focused mental simulations as a possible tool for designing persuasive advertisements. In applying this research to the advertising domain, we extend current literature on process-focused mental simulation by demonstrating that the strength of a persuasive communication moderates the effect of simulation type (process vs. outcome) on behavioral intentions.

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Recent Thought In Focus

Adam M. Volungis



Recent Thought In Focus:

The New Thought Movement in Healthcare Gabriel Andrade, 2025-05-17 This book delves into the evolution of the New Thought Movement and its pervasive influence on modern healthcare The book begins by tracing the roots of the New Thought Movement originating in the 19th century emphasizing the power of the mind in healing and personal development Over time this philosophy morphed into the contemporary positive thinking industry becoming a significant component of Western self help culture The book explores how these ideas have become a contentious point in today's culture wars polarized between supporters who credit it for personal empowerment and critics who highlight its limitations and potential harm Central to the discussion is an in depth analysis of the New Thought philosophy's impact on the healthcare industry While acknowledging the potential benefits such as motivating patients to adopt healthier lifestyles and fostering a sense of personal agency the book critically examines how this philosophy's emphasis on mental positivity can lead to victim blaming It argues that oversimplifying health issues by attributing them solely to personal mindset obscures the multifaceted reality of health particularly the significant role of social determinants of health and systemic inequities This critique underscores how attributing illness to insufficient positive thinking can perpetuate stigma and neglect the socio economic and environmental factors critical for understanding and addressing health challenges By offering a nuanced perspective the book aims to catalyze discussions on integrating mindful optimism with a holistic acknowledgment of the complexities inherent in healthcare striving for a more balanced and equitable approach

The American Ecclesiastical Review Herman Joseph Heuser, 1953

New Economics and Its History John Bryan Davis, 1997 The HOPE Supplement contains the proceedings of the History of Political Economy Conference held at Duke in April 1996 The conference and the volume are devoted to the history of economic thought of recent on going economics Traditionally historian

Progressive, Positive, and Practical: New Thought Reflections Rev. Durrell Watkins, 2010-05-09 Consistently throughout this small book you will be affirmed as a person of sacred value and you will be encouraged to affirm yourself as a gifted member of the human family possessed of great potential You will also be encouraged to see the Light of divinity within you AND within all people

The Unforgettables Charles C. Eldredge, 2022-11 In the past histories of American art have traditionally highlighted the work of a familiar roster of artists often white and male Over time the achievements of others worthy of attention including numerous women and artists of color as well as white men have gone uncelebrated and fallen into obscurity In this collection of essays sixty three scholars from various institutions specialties and locales respond to the challenge to nominate one maker deserving remembrance and detail the reasons for their choice The collection is headed by a preface from editor Charles C Eldredge explaining the genesis of the anthology and an introduction by Dr Kirsten Pai Buick promoting the value of recovered reputations and oeuvres in the training of future art experts and audiences

Nautilus Magazine of New Thought Elizabeth Jones Towne, 1905

A Comparison of World Religions Mary M. Saurer, 2005-11-22 Human beings have inhabited

the world for millions of years and the oldest religious art found in caves and on bones dates as far back as 30 000 years From earliest times and still today people share their ideas and form a group with others who have drawn similar conclusions about the meaning of life and the ultimate reality They might call their group a religion others might call it a cult But the name they give to their concept of God does not mean that they worship a different god only that they hold a different concept of the Source and Power of that which was is and always will be Every religion serves as a way of life an opportunity to practice ones accepted beliefs and a way to socialize with those who hold similar views Religions can be dictated but beliefs cannot They are private and unique to the individual It is ones own experience with that which he or she perceives as God that prompts the acceptance of a belief system quiet endurance when there seems to be no choice or the withdrawal from religion altogether Public and personal wars have been fought in the name of righteous indignation in support of different belief systems that came from efforts to answer the questions of life Many individuals have lived lives of frustration and confusion as a result of the commonly accepted belief system of the culture into which they were born In this study we look briefly at the historical and geographical conditions related to the emergence of specific religious views and the situation of the people whose lives are influenced by them Our intent is not to determine which religion is right or wrong Using a comparison point chart we examine the basic premises of each belief system and how the holding of a premise impacts the lives of those who live it as if it were true

Time-Limited Adolescent Psychodynamic Psychotherapy Stephen Briggs, 2019-04-30 Time Limited Adolescent Psychodynamic Psychotherapy A Developmentally Focussed Psychotherapy for Young People will be an indispensable clinician s guide to the practice of Time Limited Adolescent Psychodynamic Psychotherapy TAPP providing comprehensive instruction on the theory and delivery of this distinctive model of psychotherapy TAPP is a manualised brief psychodynamic psychotherapy of 20 sessions for young people between approximately 14 and 25 years combining psychodynamic psychotherapy with psychosocial understanding of adolescent difficulties It places emphasis on the therapeutic engagement of young people and works with a developmental focus to effect change and growth Divided into two parts Conceptual Framework and Practice this book combines digestible scholarly analysis with case studies to effect a one stop practitioner s guide to TAPP Time Limited Adolescent Psychodynamic Psychotherapy A Developmentally Focussed Psychotherapy for Young People will be of immense value to clinicians working with young people researchers engaging with evaluating TAPP and students of psychotherapy

Evangelicalism Richard Kyle, 2017-09-20 Most forms of religion are best understood in the con text of their relationship with the surrounding culture This may be particularly true in the United States Certainly immigrant Catholicism became Americanized mainstream Protestantism accommodated itself to the modern world and Reform Judaism is at home in American society In Evangelicalism Richard Kyle explores paradoxical adjustments and transformations in the relationship between conservative Protestant Evangelicalism and contemporary American culture Evangelicals have resisted many aspects of the modern world

but Kyle focuses on what he considers their romance with popular culture Kyle sees this as an Americanized Christianity rather than a Christian America but the two are so intertwined that it is difficult to discern the difference between them Instead in what has become a vicious self serving cycle Evangelicals have baptized and sanctified secular culture in order to be considered culturally relevant thus increasing their numbers and success within abundantly populous and populist driven American society In doing so Evangelicalism has become a middle class movement one that dominates America s culture and unabashedly populist Many Evangelicals view America as God s chosen nation thus sanctifying American culture consumerism and middle class values Kyle believes Evangelicals have served themselves well in consciously and deliberately adjusting their faith to popular culture Yet he also thinks Evangelicals may have compromised themselves and their future in the process so heavily borrowing from the popular culture that in many respects the Evangelical subculture has become secularism with a light gilding of Christianity If so he asks can Evangelicalism survive its own popularity and reaffirm its religious origins or will it assimilate and be absorbed into what was once known as the Great American Melting Pot of religions and cultures Will the Gospel of the American dream ultimately engulf and destroy the Gospel of Evangelical success in America This thoughtful and thought provoking volume will interest anyone concerned with the modern day success of the Evangelical movement in America and the aspirations and fate of its faithful

20+ New Thought. Classic collection

Napoleon Hill,Wallace D. Wattles,Charles F. Haanel,Ralph Waldo Trine,Florence Scovel Shinn,James Allen,William Walker Atkinson,Theron Q. Dumont,Neville Goddard,Ernest Shurtleff Holmes,William Clement Stone,Prentice Mulford,Catherine Ponder,Robert Collier,2024-10-15 The New Thought movement also Higher Thought is a spiritual movement that coalesced in the United States in the early 19th century New Thought was seen by its adherents as succeeding ancient thought accumulated wisdom and philosophy from a variety of origins such as Ancient Greek Roman Egyptian Chinese Taoist Vedic Hindu and Buddhist cultures and their related belief systems primarily regarding the interaction between thought belief consciousness in the human mind and the effects of these within and beyond the human mind Though no direct line of transmission is traceable many adherents to New Thought in the 19th and 20th centuries claimed to be direct descendants from those systems Contents Napoleon Hill Think and Grow Rich Napoleon Hill The Law of Success In Sixteen Lessons Wallace D Wattles The Science Of Getting Rich Wallace D Wattles The Science of Being Great Wallace D Wattles The Science Of Being Well Charles F Haanel The Master Key System Ralph Waldo Trine The Master Key To This Mystical Life Of Ours Ralph Waldo Trine In Tune With The Infinite Florence Scovel Shinn The Game of Life and How To Play It Florence Scovel Shinn Your Word Is Your Wand James Allen As A Man Thinketh James Allen Out from the Heart James Allen Foundation Stones to Happiness and Success William Walker Atkinson Thought Vibration or the Law of Attraction in the Thought World William Walker Atkinson The Secret of Mental Magic Theron Q Dumont The Power of Concentration Neville Goddard The Law And Other Essays on Manifestation Neville Goddard The Power of Awareness Ernest Shurtleff Holmes Creative Mind

and Success William Clement Stone The Success System That Never Fails Prentice Mulford Thoughts are Things Catherine Ponder Dynamic Laws of Prosperity Robert Collier The Secret of the Ages **Revolution and Its Narratives** Xiang Cai, 2016-02-04 Published in China in 2010 Revolution and Its Narratives is a historical literary and critical account of the cultural production of the narratives of China's socialist revolution Through theoretical empirical and textual analysis of major and minor novels dramas short stories and cinema Cai Xiang offers a complex study that exceeds the narrow confines of existing views of socialist aesthetics By engaging with the relationship among culture history and politics in the context of the revolutionary transformation of Chinese society and arts Cai illuminates the utopian promise as well as the ultimate impossibility of socialist cultural production Translated annotated and edited by Rebecca E Karl and Xueping Zhong this translation presents Cai's influential work to English language readers for the first time The Cambridge Companion to Reformation Theology David Bagchi, David C. Steinmetz, 2004-11-18 The European Reformation of the sixteenth century was one of the most formative periods in the history of Christian thought and remains one of the most fascinating events in Western history The Cambridge Companion to Reformation Theology provides a comprehensive guide to the theology and theologians of the Reformation period Each of the eighteen chapters is written by a leading authority in the field and provides an up to date account and analysis of the thought associated with a particular figure or movement There are chapters focusing on lesser reformers such as Martin Bucer and on the Catholic and Radical Reformations as well as the major Protestant reformers A detailed bibliography and comprehensive index allows comparison of the treatment of specific themes by different figures This authoritative and accessible guide will appeal to students of history and literature as well as specialist theologians *Dr. Bob of Alcoholics Anonymous* Dick B., Ken B., 2008 A A Co founder Dr Bob stated he had had excellent training in the Bible as a youngster in St Johnsbury Vermont This title is a guide to that training and to the multi volume resource compendium that describes the major influences on his training They include the Town of St Johnsbury the Congregational Churches his own church the North Congregational Church Sunday School Christian Endeavor Society the enormous impact of the Fairbanks family on the community and church and educational system Dr Bob's own deep family involvement in the church and town activities the St Johnsbury Academy the town library Athenaeum and Fairbanks Museum the YMCA and the Great Awakening of 1875 that brought revivals Gospel meetings conversions prayer and Bible study to the fore **Christian Focus** Francis John McConnell, 1911 Clear Speech Teacher's Resource Book Judy B. Gilbert, 2005-05-23 3 class audio CD's teacher's resource manual with accompanying audio CD student's book with accompanying audio CD *Cognitive-Behavioral Therapy* Adam M. Volungis, 2018-08-10 Cognitive Behavioral Therapy Theory into Practice provides a formal translation of CBT theory in practice by addressing how to apply core competencies for therapists psychologists serving mental health clients This book is designed for graduate students in training and mental health professionals who want to learn the basic foundations of applied CBT but it is also an invaluable resource for

experienced practitioners looking to improve their skills Adam M Volungis reviews the most common and pertinent CBT skills necessary for most clients encountered in practice from establishing a sound therapeutic alliance and structuring sessions to modifying negative automatic thoughts and behavioral exposure Each skill is first presented with a sound evidence based rationale and then followed by specific steps Most of the CBT skills covered are accompanied by therapist client therapy dialogue vignettes and many hours of supplemental videos worksheets for clinical use and PowerPoints which can be accessed on the companion website Each chapter also includes discussion questions and activities that provide the opportunity for students to practice each CBT skill individually or with peers while tables and figures conceptualize and summarize key themes and skills

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Have you ever wondered why some people seem to effortlessly attract wealth success and happiness while others struggle no matter how hard they work What if the key to unlocking your dreams wasn t about working harder but thinking differently What if you could align your thoughts emotions and actions to naturally draw abundance into your life This book *Rich Mind Rich Life The Law of Attraction Guide to Unlimited Prosperity* is your roadmap to understanding and applying the Law of Attraction to transform your mindset unlock your potential and create a life of unlimited success and fulfillment What This Book Is About The Law of Attraction is a powerful universal principle that states like attracts like Your thoughts emotions and energy create your reality When you focus on abundance success and positivity you attract those things into your life But when your mind is filled with doubt fear or limiting beliefs you unintentionally block yourself from achieving your goals This book isn t about magic or shortcuts it s about learning how to align your inner world with the outer results you desire Through practical strategies real life examples and actionable exercises you ll discover how to reprogram your mind raise your emotional frequency and take inspired action to attract the life you deserve Why You re Holding This Book If you re reading this it s no coincidence Something inside you knows you re capable of more Maybe you re tired of living paycheck to paycheck or feeling stuck in a career that doesn t excite you Maybe you have big dreams but don t know how to make them a reality This book is here to show you that prosperity isn t reserved for a lucky few it s available to everyone including you By shifting your mindset and embracing the principles of the Law of Attraction you can break free from limiting beliefs overcome fear and create a life that feels rich in every way financially emotionally and spiritually What You ll Learn This book is divided into 20 chapters each designed to guide you step by step on your journey to abundance You ll learn How to identify and release limiting beliefs that hold you

back The power of gratitude visualization and emotional alignment Practical ways to attract wealth success and opportunities How to build habits that sustain long term prosperity The importance of trusting the process overcoming fear and living a balanced purpose driven life Each chapter includes relatable examples simple language and actionable exercises to help you apply what you ve learned By the end of this book you ll have the tools and confidence to create the life you ve always dreamed of

The New Pentecostal Message? Lewis Brogdon,2015-06-22 The prosperity movement has influenced millions of people in North America Asia Europe South America and Africa through Pentecostal Charismatic and nondenominational preachers in some of the largest churches in the world CNN ABC and Time magazine have examined the preachers and churches in this popular and controversial movement Scholars and church leaders have studied it for more than two decades producing dozens of books and articles on it Considering the widespread popularity of the prosperity movement and the attention it is given by its critics Brogdon asks Is prosperity preaching the new Pentecostal message In order to answer this question one has to examine the prosperity movement as a Pentecostal movement instead of a Word of Faith movement that is a revised form of New Thought metaphysics and Science of Mind Brogdon provides an introduction to the prosperity movement as a Pentecostal movement He asks important questions in the study of the prosperity movement such as who popularized prosperity teaching Oral Roberts or Ken Hagin Do all Pentecostals agree with the prosperity doctrine Is prosperity teaching good news to the poor Has prosperity replaced the emphasis on the Holy Spirit The answers may surprise you

Life's Secret, the Gift Dale C. Leo,2011-10-27 The true nature of your being is the Gift from within your good soul your good spirit connecting with your good thoughts You will find that with this connection it will deny you nothing and gives you everything When the Gift within you that rests at the center of your being and connects with the Light from the Infinite Power of the universe little else matters When you discover to know of the true power that lies within nothing is impossible When the Gift of Light your spirit and soul connects with the Light of the Universe you will hear to believe there are no limits There is no obstacle too strong for you to overcome no disease your thought cannot delete no situation that cannot be changed no connecting relationship that cannot be found no desire that cannot be made to manifest and come true Know that the connecting powers are within you All things are possible when you see with the inner vision Wisdom is shared in the voice of vision The belief of knowing all is true awaits the eyes that see It teaches that while physically being bound to earth there is within us a spiritual power a power of self though which we are one connecting with the universe it teaches to have focus listen to the mind and we will find our happiness Making a connection the vision will come with the narration sharing the wisdom to perfection Every person on our earth has the gift Combined with knowledge and understanding the Whispered Words of Wisdom will lead you to more wisdom and you will then see what you could not see before From our Ancient Past certain words in phrases were written in code we say and use these phrases without knowing the true meaning behind them You Will find out When You open up your gift It Came To You just out of the blue You

Were walking tall with your head up in the sky You Said it s right on the money Remember what comes to you in the Whispering Words of Wisdom you will hear the answers It is then to recognize the opportunities that become present

Find Your Focus Zone Lucy Jo Palladino,2007-06-26 Where did my day go How did it get so late I feel like I m being pulled in too many directions at once If only there were two of me I could get it all done If this is you at the end of the day you are not alone Millions of people deal with these same frustrations in today s world of endless distraction Let s face it We all live on the edge of being overwhelmed and old ways of paying attention just don t work anymore When you get more than three thousand advertising messages and hundreds of emails every day it s no wonder you feel like you re constantly fighting distraction What is the secret known to a select group of high achievers including Olympic athletes to finding your focus zone The key is managing adrenaline Too much and you re overstimulated too little and you re not stimulated enough Now you too can learn the same methods that high performers use In Find Your Focus Zone psychologist Lucy Jo Palladino PhD gives you eight sets of keys to unlock your best attention so that you can concentrate in every situation even when you re under pressure or facing dull tasks that must be done You ll choose which key solutions and strategies work best for you and use them to create your own personal keychain for daily achievement and success The skills you learn in Find Your Focus Zone will help you to Beat procrastination and face boring jobs Overcome obstacles and finish what you start Prevent yourself from getting overwhelmed and burned out Build balance and trust in your work and family relationships Enhance your self confidence Use interruptions to your advantage Tune out distractions to increase your efficiency and effectiveness Dr Palladino is the first to explain the science of attention in plain language As she teaches you cutting edge concepts and methods to win the fight against distraction and overload she highlights them with engaging stories easy exercises and useful tips With the individualized program that Dr Palladino prescribes for your particular needs you ll learn not only how to find your focus zone but also how to boost your personal productivity by applying these attention skills self encouragement practices and strengths And by learning to flex your attention muscle you ll avoid the dangers of distraction and boredom like missing deadlines disappointing your family and feeling scattered and ineffective A book for anyone who struggles to cut through the noise of everyday life Find Your Focus Zone gives you the tools you need to succeed in today s digital world of distraction Warm practical and user friendly with innovative techniques and a powerful message it s just what the doctor ordered

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