

# Resistance— and Persuasion



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Edited by  
Eric S. Knowles • Jay A. Linn

# Resistance And Persuasion

**Julia R. Zuwerink**



## **Resistance And Persuasion:**

**Resistance and Persuasion** Eric S. Knowles, Jay A. Linn, 2004-02-26 Resistance and Persuasion is the first book to analyze the nature of resistance and demonstrate how it can be reduced overcome or used to promote persuasion By examining resistance and providing strategies for overcoming it this new book generates insight into new facets of influence and persuasion With contributions from the leaders in the field this book presents original ideas and research that demonstrate how understanding resistance can improve persuasion compliance and social influence Many of the authors present their research for the first time Four faces of resistance are identified reactance distrust scrutiny and inertia The concluding chapter summarizes the book s theoretical contributions and establishes a resistance based research agenda for persuasion and attitude change This new book helps to establish resistance as a legitimate sub field of persuasion that is equal in force to influence Resistance and Persuasion offers many new revelations about persuasion Acknowledging resistance helps to reduce it Raising reactance makes a strong message more persuasive Putting arguments into a narrative increases their influence Identifying illegitimate sources of information strengthens the influence of legitimate sources Looking ahead reduces resistance to persuasive attempts This volume will appeal to researchers and students from a variety of disciplines including social cognitive and health psychology communication marketing political science journalism and education

**Resistance and Persuasion** Eric S. Knowles, **Overcoming Resistance to Persuasion Via Reinforcement and Dual Persuasive Techniques** Michael David Miller, 1974 *Constructing Social Psychology* William James McGuire, 1999-03-28 This collection of papers by William J McGuire reports research on the phenomenal self revealing how we selectively perceive ourselves and other complex stimuli in terms of distinctive or atypical features often noticing what is missing rather than what is there The content structure and processing of thought systems surrounding the self and other complex stimuli are shown to function by balancing logical consistency realistic coping and hedonic gratification Attitude change and social influence processes are described with particular attention given to the personality correlates of persuasability how beliefs can be immunized against persuasion how persuasive communications affect beliefs and how people can be persuaded by Socratic questioning that does not give them new information but rather directs their attention to information they already have Also reported are findings on language and thought psychology and history and techniques of creative thinking in psychology and other fields

**Persuasion** Daniel J. O'Keefe, 2015-02-18 Persuasion Theory and Research Third Edition is a comprehensive overview of social scientific theory and research on persuasion Written in a clear and accessible style that assumes no special technical background in research methods the Third Edition has been thoroughly revised to reflect developments in persuasion studies New discussions of subjects such as reactance and the use of narratives as vehicles for persuasion revised treatments of the theories of reasoned action and planned behavior and two new chapters on social judgment theory and stage models provide your students with the most current work on persuasion in

a clear straightforward manner In this edition author Daniel J O Keefe has given special attention to the importance of adapting tailoring messages to audiences to maximize persuasiveness Each chapter has a set of review questions to guide students through the chapter s material and quickly master the concepts being introduced Intervening Variables in Resistance to Persuasion Cheryl L. Brown,1971 **Public Opinion** Rosalee A. Clawson,Zoe M. Oxley,2020-07-21 In Public Opinion Democratic Ideals Democratic Practice Fourth Edition Clawson and Oxley link the enduring normative questions of democratic theory to existing empirical research on public opinion Organized around a series of questions In a democratic society what should be the relationship between citizens and their government Are citizens opinions pliable Are they knowledgeable attentive and informed the text explores the tension between ideals and their practice Each chapter focuses on exemplary studies explaining not only the conclusion of the research but how it was conducted so students gain a richer understanding of the research process and see methods applied in context **The Science of Social Influence** Anthony R. Pratkanis,2011-02-25 The contributions to this volume capture the thrill of current work on social influence as well as providing a tutorial on the scientific and technical aspects of this research The volume teaches the student to Learn how to conduct lab field and case research on social influence through example by leading researchers Find out about the latest discoveries including the status of research on social influence tactics dissonance theory conformity and resistance to influence Discover how seemingly complex issues such as power rumors group and minority influence and norms can be investigated using the scientific method Apply knowledge to current influence campaigns to find out what works and what does not The Science of Social Influence is the perfect core or complementary text for advanced undergraduate or graduate students in courses such as Attitudes and Attitude Change Communications Research Methods and of course Social Influence **Handbook of Innovations in Political Psychology** Ethan C. Busby,Christopher F. Karpowitz,Cara J. Wong,2025-03-12 In this interdisciplinary Handbook editors Ethan C Busby Christopher F Karpowitz and Cara J Wong explore not just what political psychology is but what it could be In so doing they and the chapter authors examine and expand political psychology s scope and relevance Bringing together a diverse array of authors to examine both core topics and emerging themes they combine foundational insights with fresh perspectives to consider what innovations exist and are needed in the field of political psychology *Adaptive Hot Cognition: How Emotion Drives Information Processing and Cognition Steers Affective Processing* Mariska E. Kret,Bruno R. Bocanegra,2017-05-02 Influential theories have argued that affective processing is fundamentally different from cognitive processing Others have suggested that theoretical boundaries between affective and cognitive processing are artificial and inherently problematic Over recent years different positions on these issues have fueled many empirical studies investigating the mechanisms underlying cognitive and affective processing Where and on what basis should we draw the line between cognition and emotion Are there fundamental distinctions to be made between the way emotion influences cognition and cognition influences emotion How does the reciprocal interaction between emotion

and cognition lead to adaptive behavior This Research Topic explores the nature of the reciprocal interaction between emotion and cognition from a functional perspective **Advances in Experimental Social Psychology**, 1964-01-01

**Advances in Experimental Social Psychology** **Instilling a Generalized Resistance to Persuasion** Jaroth

Lanzalotta, 2017 **The Science of Attitudes** Joel Cooper, Shane Blackman, Kyle Keller, 2015-09-16 The Science of Attitudes is the first book to integrate classic and modern research in the field of attitudes at a scholarly level Designed primarily for advanced undergraduates and graduate students the presentation of research will also be useful for current scholars in all disciplines who are interested in how attitudes are formed and changed The treatment of attitudes is both thorough and unique taking a historical approach while simultaneously highlighting contemporary views and controversies The book traces attitudes research from the inception of scientific study following World War II to the issues and methods of research that are prominent features of today's research Researchers in the field of attitudes will be particularly interested in classic and modern research on the organization structure strength and function of attitudes Researchers in the field of persuasion will be particularly interested in work on attitude change focusing on propositional and associative learning metacognition and dynamic theories of dissonance balance and reactance The book is designed to present the integration of the properties of the attitude with the dynamic considerations of attitude change The Science of Attitudes is also the first book on attitudes to devote entire chapters to work on implicit measurements resistance to persuasion and social neuroscience **Attitude**

**Importance and Resistance to Persuasion** Julia R. Zuwerink, 1995 The Oxford Handbook of Social Influence Stephen G. Harkins, Kipling D. Williams, Jerry M. Burger, 2017-07-07 The study of social influence has been central to social psychology since its inception In fact research on social influence predated the coining of the term social psychology Its influence continued through the 1960s when it made seminal contributions to the beginning of social psychology's golden age However by the mid 1980s interest in this area waned while at the same time and perhaps not coincidentally interest in social cognition waxed Now the pendulum is swinging back as seen in growing interest in non cognitive motivational accounts The Oxford Handbook of Social Influence will contribute to a resurgence of interest in social influence that will restore it to its once preeminent position Written by leading scholars the chapters cover a variety of topics related to social influence incorporating a range of levels of analysis intrapersonal interpersonal and intragroup and both source the influencers and target the influenced effects The volume also examines theories that are most relevant to social influence as well as social influence in applied settings The chapters contribute to the renaissance of interest in social influence by showing that it is time to reexamine classic topics in social influence by illustrating how integrations elaborations that advance our understanding of social influence processes are now possible by revealing gaps in the social influence literature and by suggesting future lines of research Perhaps the most important of these lines of work will take into account the change from traditional social influence that occurs face to face to social media mediated influence that is likely to characterize many of

our interactions in the future      *Argumentation and Appropriate Resistance to Persuasion* Barbara Jean Leclerc, 1997

**Powerful Influence: The Secret To Shaping Consumer Behavior** Juanita Blankenship, Dive into a profound exploration of how we can shape and impact consumer decisions and actions With extensive research and insightful analysis it reveals the strategies and techniques that hold immense power in influencing buying habits Learn how to tap into this influential force deepening your understanding of consumer behaviors and embarking on a journey towards success in the ever evolving market Discover the hidden tactics that can give you an edge empowering you to achieve a strong and lasting impact on consumer behavior      **Resources in Women's Educational Equity** ,1979-05      [Communication Yearbook 29](#)

Pamela J. Kalbfleisch, 2005      *Marketing at the Confluence between Entertainment and Analytics* Patricia Rossi, 2017-04-29  
This volume presents the full proceedings of the 2016 Academy of Marketing Science AMS World Marketing Congress held in Paris France It contains current research in marketing from academics scholars and practitioners from around the world Focusing on advancing marketing theory and practice this volume will help marketers to move forward in providing value for companies consumers and society Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complementing the Academy's flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science

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