

Persuasive Communication

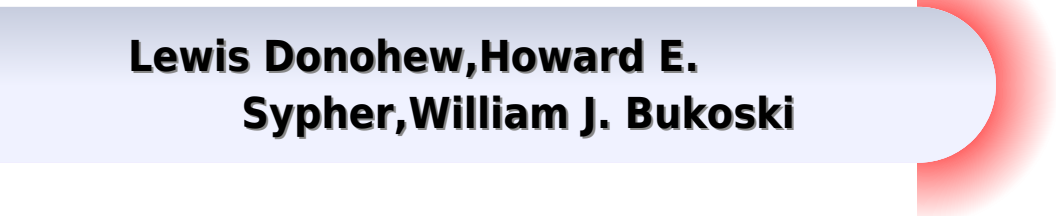
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Persuasive Communication

**Lewis Donohew, Howard E.
Sypher, William J. Bukoski**



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Persuasive Communication James Brian Stiff, Paul A. Mongeau, 2002-10-18 This popular text provides a comprehensive introduction to the study of persuasive messages and their effects Concepts and methods from communication and social psychology are seamlessly integrated to give students a solid grasp of foundational issues in persuasion research the core features of persuasive transactions and major models of persuasive communication Distinguished by its clear organization and wealth of concrete examples this is an ideal text for advanced undergraduate and graduate level courses for students with a basic understanding of quantitative research methods *The Art of Persuasive Communication* Richard Storey, 1997 Richard Storey's ground breaking book reveals the secrets of successful persuaders In it he sets out the principles governing the influencing process and looks at a range of situations in which we apply them He identifies four main personality types and shows which communication styles work best for each With examples exercises and checklists and separate chapters on writing telephoning and presentation his book provides a comprehensive guide to persuading people to do what you want them to *The Art of Persuasive Communication* is described by the author as a do it yourself influencing kit designed to help you find the techniques that work for you Persuasive Communication Skills S. Steinberg, 1999-10-31 This series covers topics in interpersonal small group organizational and mass communication Each chapter offers an overview a list of key terms and learning objectives while activities reinforce and expand learning through self evaluation **Strategies for Persuasive Communication** Ronald L. Applbaum, Karl W. E. Anatol, 1974 Persuasive Communication James B. Stiff, Paul A. Mongeau, 2016-08-26 Providing an accessible integration of theory and research methods this text prepares students to critically analyze persuasive appeals and to design effective messages and campaigns The book draws on key ideas from both communication and social psychology to explore the mutual influence of cognitive and affective processes and the characteristics and production of messages It gives the reader a solid grasp of foundational issues in persuasion research the core components of persuasive transactions and major theoretical models Instructive concrete examples illustrate applications of the concepts in such settings as health promotion political campaigns the courtroom and advertising New to This Edition Engaging topic boxes on college drinking attitudes about same sex marriage the birther movement and other timely issues New or expanded discussions of the integrative model of behavioral prediction the use of guilt appeals social media individualized tailoring of political messages and numerous other topics The latest data and theoretical perspectives Epilogue on current and future trends in the field **Persuasive Communication** James B. Stiff, 1993-12-10 A vast literature now exists on persuasive messages and their effects however most reviews of this literature reflect either the contributions of communication scholars or those from social psychologists Providing a cogent thoughtful integration of research from both fields James B Stiff's new text examines contemporary models of persuasion and connects them with classic approaches and theories of persuasion Adopting a broad definition of persuasion the book examines several original

avenues of persuasion research With rare insight the author reviews essential characteristics of persuasion and discusses how these characteristics are effectively used in persuasive transactions Each chapter describes a typical study in the research area summarizes the most important findings and draws substantive conclusions about the relevant literature Traditional theories are thoroughly reviewed at points where they inform the discussion of a particular substantive issue rather than being presented in rote fashion Ideally structured for course work the book defines several essential concepts and draws distinctions among types of persuasive activity reviews the research methods most common to persuasion investigations and considers the conditions under which attitudes predict behavior and behaviors affect attitudes Core features of persuasive transactions including the characteristics of persuasive messages the important characteristics of message receivers and persuasive settings are later explored The author then examines contemporary models of persuasive communication social cognitive models models of interpersonal influence and models that have been effectively applied in media influence campaigns Intended for students who have a basic understanding of quantitative research methods in the social sciences this volume is ideal as a primary text for upper level undergraduate as well as first year graduate courses in persuasion It illuminates the work of scholars in communication and social psychology and is useful for professionals in legal fields advertising marketing and politics as it provides specific examples from each of these areas and examines models that can be easily applied

Attitudes and Persuasive Communication Prof. Dr. Bilal Semih Bozdemir, Attitudes and Persuasive Communication Defining Attitudes Components and Functions Attitude Formation and Change Cognitive Dissonance Resolving Inconsistencies Persuasion Theories ELM and HSM Compliance Gaining Strategies Rhetorical Devices and Persuasive Tactics Ethical Considerations in Persuasive Communication Conclusion and Key Takeaways *Persuasive Communication Campaigns* Michael Pfau, Roxanne Parrott, 1992

Persuasive Communication and Drug Abuse Prevention Lewis Donohew, Howard E. Sypher, William J. Bukoski, 2012-12-06 The history of drug abuse prevention campaigns suggests limitations in producing measurable changes in behavior In the past there was concern over the possibility of such publicity actually encouraging interest in drug use rather than discouraging such behavior Although little or no scientifically sound empirical evidence has been found to support such a view several social science textbooks still refer to this as something of which to be wary Reviews of early research appear to indicate inadequate methods and a lack of rigor in theory testing In recent years however research in communication and its uses in drug abuse prevention has become considerably more sophisticated and communication is being used far more effectively In this book the editors bring together some of the most successful drug abuse prevention researchers in the country along with other experts in this field or in persuasive communication to address use and effects of both mass media and interpersonal strategies This collection illustrates just how far the study of public influence through mass media has come especially regarding such a vital relevant issue as drug abuse prevention

The Dynamics of Persuasion Richard M. Perloff, 2016-12-19 The Dynamics of

Persuasion has been a staple resource for teaching persuasion for nearly two decades Author Richard M Perloff speaks to students in a style that is engaging and informational explaining key theories and research as well as providing timely and relevant examples The companion website includes materials for both students and instructors and expanding the pedagogical utilities The sixth edition includes updated theoretical and applied research in a variety of areas including framing inoculation and self affirmation new studies of health campaigns expanded coverage of social media marketing enhanced discussion of the Elaboration Likelihood Model in light of continued research and new applications to everyday persuasion The fundamentals of the book emphasis on theory clear cut explanation of findings in depth discussion of persuasion processes and effects and easy to follow real world applications continue in the sixth edition

The Dynamics of Persuasion Richard M. Perloff, 2023-06-30 The eighth edition of The Dynamics of Persuasion again guides readers in understanding the power and limits of persuasion in contemporary society This edition continues its accessible and detailed illustration of the theoretical underpinnings of persuasive communication through contemporary and relevant examples of persuasion in action It features coverage of new scholarship on misinformation health communication and persuasion effects including careful attention to persuasion s role in the Covid 19 pandemic Important issues such as racial injustice climate change and barriers to persuading the politically and psychologically polarized also receive a fresh examination The book brings together classic terms and approaches from earlier editions with new global developments to help readers adopt a more thoughtful perspective on persuasion The eighth edition is an essential resource for courses in persuasion at the undergraduate and graduate levels within communication studies psychology and business programs Online resources also accompany the text an Instructor Manual that contains sample syllabi key terms chapter outlines sample discussion questions and links to relevant news articles and other online resources such as videos Lecture Slides and a Testbank Please visit www.routledge.com/9781032268187

Techniques of Visual Persuasion Larry Jordan, 2020-07-13 In today s remote oriented work from home world clear persuasive communication is more important than ever People don t read they skim Persuasive images that attract hold and motivate an audience is essential Techniques of Visual Persuasion shows how to use images to grab the viewer s attention long enough to powerfully share a message and move them to action These techniques help you improve Persuasive techniques Communication skills Business presentations Photos and images Videos and motion graphics To communicate clearly and effectively today you need to consider how a message looks as well as what a message says This book is essential reading for anyone who wants to create change

Propaganda and Persuasion Garth Jowett, Victoria O'Donnell, 2006 Propaganda and Persuasion Fourth Edition is the only book of its kind to cover a comprehensive history of propaganda and offer insightful definitions and methods to analyze it Building on the excellence of the three previous editions the Fourth Edition has been revised updated and expanded Authors Garth S Jowett and Victoria O'Donnell provide a remarkable and cogent understanding of persuasion and propaganda including rhetorical background

cultural studies and collective memory **Attitudes and Persuasion** Phil Erwin, 2001 Philip Erwin provides an accessible up to date overview of the crucial role that attitudes play in our everyday lives and how they influence our thoughts and behaviour **Exploring Management** John R. Schermerhorn, Jr, 2009-12-30 Exploring Management Second Edition by John Schermerhorn presents a new and exciting approach in teaching and learning the principles of management This text is organized within a unique learning system tailored to students reading and study styles It offers a clean engaging and innovative approach that motivates students and helps them understand and master management principles **Marketing Communications** Ludi Koekemoer, 2004 Six marketing communication tools advertising personal selling sales promotion direct marketing public relations and sponsorship are reviewed in this text for South African learners and practitioners This fully updated edition focuses on recent developments in marketing communications highlighting the use of the World Wide Web e mail and instant messaging in marketing The user friendly and interactive presentation for self assessment makes this an outcome based learning tool **FCS marketing communication L2**, 2007 *Becoming a Public Relations Writer Instructor's Manual* Ronald D. Smith, 2003-06 Using no nonsense language realistic examples easy to follow steps and practical exercises this book guides students through various types of public relations writing A focus on ethical and legal issues is woven throughout with examples and exercises that deal with public relations as practiced by corporations non profit agencies and other types of organizations large and small In addition the book addresses the most comprehensive list of public relations writing formats to be found anywhere from old standbys like news releases to electronic mail and other opportunities in new technologies Laying the foundation for an integrated approach that touches on public relations advertising and direct mail this second edition is divided into four parts Part I deals with principles of effective writing useful in all disciplines Part II focuses on news as the bridge an organization can build to its various publics Part III takes you through a variety of writing formats and environments that provide an internal or controlled approach Part IV is the wrap up that pulls together the various writing styles presented in this book as part of an integrated communication package *Becoming a Public Relations Writer* is a different kind of textbook for college and university students It provides writing instruction for people preparing to enter the profession and guides students with models and step by step patterns designed to increase competence and build confidence in students on their way to becoming public relations writers **Persuasive Communication**, 2017 Thinking Constructively About Science, Technology, and Society Education Dennis W. Cheek, 1992-01-01 This book defines STS science technology and society education and discusses current thinking about its conceptual evolution It synthesizes a broad range of research and thought in the history and philosophy of science and technology STS studies and education as they are informed by the the dual perspectives of cognitive and social psychology A model for STS curriculum development in science social studies or technology education is presented with well chosen examples The book includes an extensive and invaluable bibliography that will enable students teachers and researchers to

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