

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 covet (e.g., Taylor, Plana, Rivlin, & Armer, 1998). More specifically, Taylor's (1998, 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 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 at least 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

**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**

Recent Thought In Focus:

The American Ecclesiastical Review Herman Joseph Heuser, 1953 **Nautilus Magazine of New Thought** Elizabeth Jones Towne, 1905 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 *New World A-Coming* Judith Weisenfeld, 2017-02-07

Albert J Raboteau Prize Best Book in Africana Religions Impeccably researched paints a colorful picture of religious diversity among Black people Journal of Africana Religions When Joseph Nathaniel Beckles registered for the draft in 1942 he rejected the racial categories presented to him and persuaded the registrar to cross out the check mark she had placed next to Negro and substitute Ethiopian Hebrew God did not make us Negroes declared religious leaders in black communities of the early twentieth century urban North They insisted that so called Negroes are in reality Ethiopian Hebrews Asiatic Muslims or raceless children of God Rejecting conventional American racial classification many black southern migrants and immigrants from the Caribbean embraced these alternative visions of black history racial identity and collective future thereby reshaping the black religious and racial landscape Focusing on the Moorish Science Temple the Nation of Islam Father Divine's Peace Mission Movement and a number of congregations of Ethiopian Hebrews Judith Weisenfeld argues that the appeal of these groups lay not only in the new religious opportunities

membership provided but also in the novel ways they formulated a religious racial identity. Arguing that members of these groups understood their religious and racial identities as divinely ordained and inseparable, the book examines how this sense of self shaped their conceptions of their bodies, families, religious and social communities, space and place, and political sensibilities. Drawing on extensive archival research and incorporating a rich array of sources to highlight the experiences of average members, the book demonstrates that the efforts by members of these movements to contest conventional racial categorization contributed to broader discussions in black America about the nature of racial identity and the collective future of black people that still resonate today. A masterful work of religious history, a significant contribution to the study of religious narratives and their role in shaping African American identity and community in the past and the present. *Journal for the Scientific Study of Religion*

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, historians

The A to Z of New Age Movements Michael York, 2009-06-17. The decline of institutionalized religion in the increasingly secularized West has been offset by the contemporary spiritual development understood in the form of emerging New Age movements. This reference presents the potpourri of spiritual and psycho-physical therapeutic practices associated with this affirmation of the individual's spiritual freedom, the expectation of a future golden age, the emphasis on self-development, and the holistic pluralism that sets the dominant pulse for innovative spirituality in the twenty-first century. *The A to Z of New Age Movements* furnishes profiles and explanations of New Age spokespeople and leaders of a range of human potential and self-help practices of countercultural spiritual developments and of different groups and organizations that identify as New Age. The dictionary consists of over 240 individual entries along with an introduction that describes the historical foundations of the New Age orientation and its relation with contemporary Western paganism. It also presents the sociological dimension of New Age expression as well as the kinds of criticism with which the New Age identity must contend. There is both a New Age Chronology and a bibliography also included.

Sandinismo's Communism Donald C. Hodges, 2014-02-01. Drawing on previously unknown or unassimilated sources, Donald C. Hodges here presents an entirely new interpretation of the politics and philosophy of Augusto C. Sandino, the intellectual progenitor of Nicaragua's Sandinista revolution. The first part of the book investigates the political sources of Sandino's thought in the works of Babeuf, Buonarroti, Blanqui, Proudhon, Bakunin, Most, Malatesta, Kropotkin, Ricardo Flores Magón, and Lenin, a mixed legacy of pre-Marxist and non-Marxist authoritarian and libertarian communists. The second half of the study scrutinizes the philosophy of nature and history that Sandino made his own. Hodges delves deeply into this philosophy as the supreme and final expression of Sandino's communism and traces its sources in the Gnostic and millenarian occult undergrounds. This results in a rich study of the ways in which Sandino's revolutionary communism and communist spirituality intersect a spiritual politics that Hodges presents as more realistic than

the communism of Karl Marx While accepting the current wisdom that Sandino was a Nicaraguan liberal and social reformer Hodges also makes a persuasive case that Sandino was first and foremost a communist although neither of the Marxist nor anarchist variety He argues that Sandino's eclectic communist spirituality was more of an asset than a liability for understanding the human condition and that his spiritual politics promises to be more relevant than Marxism Leninism for the twenty first century Indeed Hodges believes that Sandino's holistic communism embraces both deep ecology and feminist spirituality a finding that is sure to generate lively and productive debate *Handbook of Religion and the Authority of Science* James R. Lewis, Olav Hammer, 2010-11-19 The present collection examines the many different ways in which religions appeal to the authority of science The result is a wide ranging and uniquely compelling study of how religions adapt their message to the challenges of the contemporary world *Clear Speech Student's Book with Audio CD* Judy B. Gilbert, 2005 Practice exercises to be used in conjunction with the accompanying audio cd [The Occult World](#) Christopher Partridge, 2014-12-05 This volume presents students and scholars with a comprehensive overview of the fascinating world of the occult It explores the history of Western occultism from ancient and medieval sources via the Renaissance right up to the nineteenth and twentieth centuries and contemporary occultism Written by a distinguished team of contributors the essays consider key figures beliefs and practices as well as popular culture **The Miracle Club** Mitch Horowitz, 2018-10-16 A guide to creating miracles in your own life through the power of thought 2019 Coalition of Visionary Resources Gold Award Offers a concise clear formula of focused exercises and concrete tools to lay out a specific path to manifest your deepest desires Presents the first serious reconsideration of New Thought philosophy since the death of William James in 1910 Draws on the work of New Thought pioneers such as Ralph Waldo Emerson Napoleon Hill Neville Goddard William James Andrew Jackson Davis Wallace D Wattles and many others Following in the footsteps of a little known group of esoteric seekers from the late nineteenth century who called themselves the Miracle Club Mitch Horowitz shows that the spiritual wish fulfillment practices known as the Law of Attraction Positive Thinking the Secret and the Science of Getting Rich actually work Weaving these ideas together into a concise clear formula with real life examples of success he reveals how your thoughts can impact reality and make things happen In this manual for miracles Horowitz explains how we each possess a creative agency to determine and reshape our lives He shows how thinking in a directed highly focused and emotively charged manner expands our capacity to perceive and transform events and allows us to surpass ordinary boundaries of time and physical space Building on Neville Goddard's view that the human imagination is God the Creator and Ralph Waldo Emerson's techniques for attaining personal power he explores the highest uses of mind power metaphysics and explains what works and what doesn't illuminating why and how events bend to our thoughts He encourages readers to experiment and find themselves at the helm of infinite possibilities Laying out a specific path to manifest your deepest desires from wealth and love to happiness and security Horowitz provides focused exercises and concrete tools for change and looks at ways to get more out of prayer

affirmation and visualization He also provides the first serious reconsideration of New Thought philosophy since the death of William James in 1910 He includes crucial insights and effective methods from the movement's leaders such as Ralph Waldo Emerson Napoleon Hill Neville Goddard William James Andrew Jackson Davis Wallace D Wattles and many others Defining a miracle as circumstances or events that surpass all conventional or natural expectation the author invites you to join him in pursuing miracles and achieve power over your own life The Dark Horsemen of the Teenager Kenneth

Samples,2019-09-03 In 2003 problems in a relationship with the mother of his three children Ken who was attending Denver college for a social work degree ended up on the streets again He returned back to a position in the government by the favor of God Next God blessed him with an apartment in Aurora Colorado Talk about God's timing within a month his children were sent to him by their mother who was emotionally unprepared at that time to handle them He thought often about the youth he had visited with his church one Christmas and asked God to help him to be a good father to his kids so they will not end up in a like manner While learning to depend on the Word for everything from paying bills to comfort during the nights his tears wet his pillow God did not disappoint and his faith in the Father grew Handbook of Self-Regulation, Third Edition Kathleen D. Vohs,Roy F. Baumeister,2017-10-13 This authoritative handbook reviews the breadth of current knowledge on the conscious and nonconscious processes by which people regulate their thoughts emotions attention behavior and impulses Individual differences in self regulatory capacities are explored as are developmental pathways The volume examines how self regulation shapes and is shaped by social relationships Failures of self regulation are also addressed in chapters on addictions overeating compulsive spending and attention deficit hyperactivity disorder Wherever possible contributors identify implications of the research for helping people enhance their self regulatory capacities and pursue desired goals American Religious History Gary Scott Smith,2020-12-07 A mix of thematic essays reference entries and primary source documents covering the role of religion in American history and life from the colonial era to the present Often controversial religion has been an important force in shaping American culture Religious convictions strongly influenced colonial and state governments as well as the United States as a new republic Religious teachings values and practices deeply affected political structures and policies economic ideology and practice educational institutions and instruction social norms and customs marriage and family life By analyzing religion's interaction with American culture and prominent religious leaders and ideologies this reference helps readers to better understand many fascinating often controversial religious leaders ideas events and topics The work is organized in three volumes devoted to particular periods Volume one includes a chronology highlighting key events related to religion in American history and an introduction that overviews religion in America during the period covered by the volume and roughly 10 essays that explore significant themes These essays are followed by approximately 120 alphabetically arranged reference entries providing objective fundamental information about topics related to religion in America Each volume presents nearly 50 primary source documents each

introduced by a contextualizing headnote A selected general bibliography closes volume three The American New Woman Revisited Martha H. Patterson, 2008 In North America between 1894 and 1930 the rise of the New Woman sparked controversy on both sides of the Atlantic and around the world As she demanded a public voice as well as private fulfillment through work education and politics American journalists debated and defined her Who was she and where did she come from Was she to be celebrated as the agent of progress or reviled as a traitor to the traditional family Over time the dominant version of the American New Woman became typified as white educated and middle class the suffragist progressive reformer and bloomer wearing bicyclist By the 1920s the jazz dancing flapper epitomized her Yet she also had many other faces Bringing together a diverse range of essays from the periodical press of the late nineteenth and early twentieth centuries Martha H Patterson shows how the New Woman differed according to region class politics race ethnicity and historical circumstance In addition to the New Woman s prevailing incarnations she appears here as a gun wielding heroine imperialist symbol assimilationist icon entrepreneur socialist anarchist thief vamp and eugenicist Together these readings redefine our understanding of the New Woman and her cultural impact Clear Speech Student's Book Judy B. Gilbert, 2012-07-27 Clear

Speech the world s favorite pronunciation series helps students master the most important features of spoken English The Clear Speech Fourth Edition Student s Book provides easy to follow presentations helpful rules and extensive practice in pronunciation This revised edition offers new and updated content additional visual support and is now in full color The full Student s Book audio program is available for download at www.cambridge.org/clearspeech **Postmodern**

Music/Postmodern Thought Judy Lochhead, Joseph Auner, 2013-10-08 What is postmodern music and how does it differ from earlier styles including modernist music What roles have electronic technologies and sound production played in defining postmodern music Has postmodern music blurred the lines between high and popular music Addressing these and other questions this ground breaking collection gathers together for the first time essays on postmodernism and music written primarily by musicologists covering a wide range of musical styles including concert music jazz film music and popular music Topics include the importance of technology and marketing in postmodern music the appropriation and reworking of Western music by non Western bands postmodern characteristics in the music of G recki Rochberg Zorn and Bolcom as well as Bj rk and Wu Tang Clan issues of music and race in such films as The Bridges of Madison County Batman Bullworth and He Got Game and comparisons of postmodern architecture to postmodern music Also includes 20 musical examples **Handbook of Language Analysis in Psychology** Morteza Dehghani, Ryan L. Boyd, 2022-01-05 Recent years

have seen an explosion of interest in the use of computerized text analysis methods to address basic psychological questions This comprehensive handbook brings together leading language analysis scholars to present foundational concepts and methods for investigating human thought feeling and behavior using language Contributors work toward integrating psychological science and theory with natural language processing NLP and machine learning Ethical issues in working with

natural language data sets are discussed in depth The volume showcases NLP driven techniques and applications in areas including interpersonal relationships personality morality deception social biases political psychology psychopathology and public health

Going Within to Get Out Anonymous Girl, 2013-12-04 the minute I picked this book up I was on an emotional rollercoaster It was the most amazing journey to find myself crying one minute and laughing the next with the authors infectious wit and undeniable honesty The diary entries are so raw and vulnerable and have been written in a way that I have never experienced before I identified with many things throughout the book and found myself recalling significant events from my own adolescent years that I believed I had blocked or forgotten about At times it felt like there was nowhere to hide the words I was reading were so confronting it felt as though they were written just for me Taking this journey with the author allowed me to deal with what was coming up for me personally and move past those feelings to a place that felt good for me With every page that I read I couldn't believe how I was not only totally enthralled in the authors personal life story but that I was actually also uncovering so much about who I am as a person at my very core It allowed me to discover the parts of myself that I didn't like or accept yet and also how to recognise this in my day to day life I have now learned to accurately identify my feelings in each moment of my day and with some conscious effort also remember to be much more kind and loving towards myself I thank the writer of this book for allowing me a glimpse into her own life through courageously sharing and exposing her soul What I have gained from reading it is without a doubt the best gift anyone could ever give

Jews and the American Soul Andrew R. Heinze, 2021-03-09 What do Joyce Brothers and Sigmund Freud Rabbi Harold Kushner and philosopher Martin Buber have in common They belong to a group of pivotal and highly influential Jewish thinkers who altered the face of modern America in ways few people recognize So argues Andrew Heinze who reveals in rich and unprecedented detail the extent to which Jewish values often in tense interaction with an established Christian consensus shaped the country's psychological and spiritual vocabulary Jews and the American Soul is the first book to recognize the central role Jews and Jewish values have played in shaping American ideas of the inner life It overturns the widely shared assumption that modern ideas of human nature derived simply from the nation's Protestant heritage Heinze marshals a rich array of evidence to show how individuals ranging from Erich Fromm to Ann Landers changed the way Americans think about mind and soul The book shows us the many ways that Jewish thinkers influenced everything from the human potential movement and pop psychology to secular spirituality It also provides fascinating new interpretations of Sigmund Freud Alfred Adler and Western views of the psyche the clash among Protestant Catholic and Jewish moral sensibilities in America the origins and evolution of America's psychological and therapeutic culture the role of Jewish women as American public moralists and more A must read for anyone interested in the contribution of Jews and Jewish culture to modern America

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