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Hans-Werner Bierhoff

Person Perception and Attribution



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Person Perception And Attribution Springer Series In Social Psychology

Michael A Hogg, Joel Cooper



Person Perception And Attribution Springer Series In Social Psychology:

Person Perception and Attribution Hans-Werner Bierhoff, 2012-12-06 Person perception is of great importance in everyday life and human science Judgment of other people's characteristics and intentions is important for successfully planning actions within a social environment Questions about the formation of impressions and causal attributions are central to social psychology and the study of diagnostic judgment formation The field of person perception deals with questions of how impression formation proceeds what characteristics and intentions are attributed to other people and how preformed schemata and stereotypes influence people's first impressions Research on person perception developed rapidly after the Second World War In the 1950s the precision and accuracy of person perception received special interest but the problems concerning whether an individual's assessment of another personality is exact or not could not be solved Another approach which began in the 1940s and was derived from the Gestalt psychological tradition dealt with impression formation based on selected social cues This approach which proved to be very useful had considerable influence on both the research methods and the theoretical orientation of the research work On the one hand by using a combination of individual cues like physical characteristics researchers tried to ascertain how an impression of a person was formed On the other hand the Gestalt psychological orientation led to an interest in the process of person perception which in the last 10 years has concentrated on questions concerning information reception and processing *Creating the Russian Peril* Troy R. E. Paddock, 2010 German attitudes toward and stereotypes of Russia before the First World War and how they were inculcated in the public The causes of the First World War have been studied and debated for many decades yet cultural historians of Germany have largely neglected the German Russian aspect of the conflict for a focus on the clash of Germany and Great Britain When they have focused on Germany and Russia they have too often dismissed the anti Russian propaganda of the war's first months as a sudden and opportunistic campaign to justify the war This intellectual and cultural history gives German attitudes toward and stereotypes of Russia their due re-examining them through the lens of German national identity and revealing an evolving obsession with Russia during the quarter century leading up to the war when Germany came to consider itself a Western nation with Russia to use Edward Said's terminology as an Oriental other While historians have addressed the issue of an Oriental Russia this book extends the analysis beyond traditional intellectual history's focus on cultural elites by studying the construction of Russia in school textbooks newspapers and the writings of academics Drawing upon the work of Said Jürgen Habermas Sander Gilman and Pierre Bourdieu Troy Paddock demonstrates that public debate on Russia was based on common assumptions and contends that these assumptions which resulted in the ascendancy of a view of Russia as the Slavic peril in the last few years before the war were ingrained in the public through education Troy Paddock is Professor of History at Southern Connecticut State University *On-line Cognition in Person Perception* John N. Bassili, 2013-02-01 The contributors to this collection focus on the cognitive processes that take place

during the initial acquisition of information about others on line processes rather than later when memory processes begin playing a dominant role memory based processes Utilizing the methods and concepts of social cognition the book illustrates how the study of on line cognition can further our understanding of person perception On Line Cognition in Person Perception also examines the special cognitive dynamics that are associated with such processes within the domain of social perception

Reader's Guide to the Social Sciences Jonathan Michie,2014-02-03 This 2 volume work includes approximately 1 200 entries in A Z order critically reviewing the literature on specific topics from abortion to world systems theory In addition nine major entries cover each of the major disciplines political economy management and business human geography politics sociology law psychology organizational behavior and the history and development of the social sciences in a broader sense

Self and Identity Megan E. Birney,2023-06-12 Self and Identity The Basics is a jargon free and accessible introduction that draws on key theories and ideas in Social Psychology to explore the ways that other people affect our thoughts feelings and behaviours Highlighting selfhood as a function of identity the book shows that it is our relationships with others in our social world that largely determine who we are Who am I It s a question that most all humans have grappled with at some point or another This book seeks to answer this question through relatable examples that show how psychological theory can be applied to our own lives It considers the philosophical and psychological context in which ideas about selfhood have developed and reviews the ways that the people around us and the groups that we belong to affect who we are Finally these ideas are considered in the context of real world phenomena and behaviours for instance how we use language conflict between groups and social influence With a glossary of key terms suggestions for further reading and chapter summaries this book is an ideal introduction for students of social psychology and related fields It will be of interest to anyone who wants to gain social psychological insight into who they are and how others got them there

Social Psychology Graham M Vaughan,Michael A Hogg,2013-10-16 The 7th edition of this best selling social psychology text by Graham Vaughan and Michael Hogg Social Psychology retains the structure and approach of the previous edition but has been revised to reflect the changes in the field with the material thoroughly updated throughout Social Psychology 7e continues to capture the scope and detail of contemporary social psychology as an international scientific enterprise and at the same time deals with the subject in a way that is relevant to university teaching and social psychology research in Australia and New Zealand

Theories in Social Psychology Derek Chadee,2022-03-01 THEORIES IN SOCIAL PSYCHOLOGY Theories in Social Psychology develops a deeper more robust understanding of the theoretical framework underlying the field Providing rich insights into the central theories and perspectives that continue to shape the discipline this edited volume brings together a panel of distinguished scholars to address thirteen social psychological theories relating to social cognition social comparison social reinforcement and self In depth critical discussions examine topics including cognitive dissonance reactance attribution social comparison relative deprivation equity interdependency social identity and

more The expanded second edition fills a substantial gap in current literature by articulating the important psychological theories rather than placing emphasis on applied research New and revised content helps students understand the construction and complexity of key theories while inspiring researchers of social behavior to reflect on their current work and consider future areas of investigation This comprehensive resource Identifies and discusses the theoretical perspectives and specific theories that form the foundation of the study of social psychology Features work from leading scholars including Bertram F Malle Paul R Nail Richard E Petty Thomas Mussweiler Faye J Crosby and Miles Hewstone Helps students move from introductory concepts to multifaceted theoretical frameworks Theories in Social Psychology Second Edition remains the perfect textbook for academics and students wanting to study and discuss important social psychological perspectives and theories and attain a deeper understanding of the theoretical framework This book will be a very valuable tool for students and professionals alike who wish to learn theories in social psychology and the role they have played in the development of the discipline It is comprehensive in its coverage and covers the theories in an objective and engaging way Robert J Sternberg Professor Department of Psychology College of Human Ecology Cornell University Honorary Professor of Psychology University of Heidelberg Germany In this wonderful new edition of compilation of theories at the core of modern social psychology presented to us by Derek Chadee we are given a special gift that enriches scholars teachers and students of psychology in social and general psychology We are treated to a clear exposition of these theories some of the research and controversy that each has generated and are given some guidelines to new paths for future exploration of their implications My research career has benefitted from working in the domains of dissonance attribution and social comparison theories but my teaching and textbook writing has relied on all of the theories and their concepts so elegantly orchestrated here Phillip G Zimbardo Ph D Professor Emeritus Stanford University **Bibliographic Guide to Psychology** New York Public Library. Research Libraries,1990 **The Social Psychology of Knowledge** Daniel Bar-Tal,Arie W. Kruglanski,1988-07-21 This collection brings a new perspective to research in social cognition It assembles 15 chapters aiming to provide an innovative and integrative analysis of the phenomenon of human knowledge *Convinced!* Jack Nasher,2018-11-13 Competence does not speak for itself You can t simply display it you have to draw people s attention to it World renowned negotiation and deception detection expert business professor and mentalist Jack Nasher offers effective proven techniques to convince others that we are talented trustworthy and yes even brilliant Nasher offers the example of Joshua Bell possibly the world s most famous violinist In January 2007 at rush hour he stepped into a Washington DC subway station dressed like any street busker and began to play a 4 000 000 Stradivarius It was part of an experiment staged by a journalist of the Washington Post who expected Bell s skill alone to attract an immense awed crowd But Bell was generally ignored and when he stopped nobody applauded He made 34 17 The good news is that you don t have to accept obscurity you can positively affect others perception of your talent Whether you re looking for work giving an important presentation

seeking clients or customers for your business or vying for a promotion Nasher explains how to use techniques such as expectation management verbal and nonverbal communication the Halo Effect competence framing and the power of nonconformity to gain control of how others perceive you Competence is the most highly valued professional trait But it s not enough to be competent you have to convey your competence With Nasher s help you can showcase your expertise receive the recognition you deserve and achieve lasting success

Multidisciplinary Perspectives in Social Cognition K.

Jayasankara Reddy,Bhasker Malu,2025-03-04 This book introduces social cognition from multidisciplinary perspectives exploring in detail how individuals perceive interpret and respond to social stimuli throughout different stages of life The book is organized into five parts and each chapter provides a concise introduction to a specific topic within social cognition followed by an in depth exploration of prominent areas of research the impact of technology and potential future questions The book covers core principles of social cognition alongside application in clinical interventions with topics including how social cognition evolves throughout the lifespan the impact of technology and social media on social cognition and how conditions like autism schizophrenia and dementia affect social processing It links social cognition with critical cognitive domains including attention memory and decision making highlighting how these processes interact in shaping social behaviour The book also combines cross cultural research with relevant studies to show the differences and similarities in social cognition across geographical distances Each part concludes with guided questions and answers for students to test their understanding knowledge and learning outcomes By synthesizing current research and identifying future directions this book offers valuable insights and potential solutions to the complex challenges in the field of social cognition Bringing together foundational concepts with advances in the field the book is ideal reading for students of social psychology cognitive psychology social neuroscience and neuropsychology It will also be of interest to students and researchers of clinical psychology providing a foundation for future research in applied settings

German Perceptions of Russia Before the First World War Troy R. E. Paddock,1994

Negotiation as a Social Process Roderick M. Kramer,David

Messick,1995-04-06 This is a valuable book It is a rare combination of appreciation and criticism it is an eloquent statement of conceptual advocacy Negotiation as a Social Process attempts the difficult task of the needed reform of a successful field and it does so by example as well as precept Kramer and Messick have done their research colleagues a great service let us hope that they make the most of it Robert L Kahn Professor Emeritus The University of Michigan Negotiation as a Social Process puts the social back in negotiation theory and research where it belongs Consisting of contributions by some of today s leading negotiation researchers this volume is a direct response to the undue emphasis placed in recent years on the role of cognition in negotiation Just as one needs two hands to clap unless you are a Zen Buddhist one needs two or more sides to negotiate This excellent collection explicitly addresses the social and relational context in which negotiations invariably occur and in doing so returns the discussion to its proper place Jeff Rubin Program on Negotiation Harvard Law School In the past

several years negotiation and conflict management research has emerged as one of the most active and productive areas of research in organizational behavior. Although most research has focused on the cognitive aspects of negotiation, few address the impact of social processes and contexts on the negotiation process. Because negotiations always occur in the context of some preexisting social relationship between the negotiating parties, this neglect is unfortunate. Editors Rod Kramer and Dave Messick have brought together original theory and research from many of the leading scholars in this important and emerging area of negotiation research. *Negotiation as a Social Process* covers a wide range of topics including the role of group identification and accountability on negotiator judgment and decision making, the importance of power dependence relations on negotiation, intergroup bargaining, coalitional dynamics in bargaining, social influence processes in negotiation, cross cultural perspectives on negotiation, and the impact of social relationships on negotiation. Scholars, students, and professionals in organization management and communication studies will find *Negotiation as a Social Process* an important and thought provoking volume.

Advances in Experimental Social Psychology, 2011-08-03 *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. This serial is part of the Social Sciences package on ScienceDirect. Visit info.sciencedirect.com for more information. *Advances in Experimental Social Psychology* is available online on ScienceDirect full text online of volume 32 onward. Elsevier book series on ScienceDirect gives multiple users throughout an institution simultaneous online access to an important complement to primary research. Digital delivery ensures users reliable 24 hour access to the latest peer reviewed content. The Elsevier book series are compiled and written by the most highly regarded authors in their fields and are selected from across the globe using Elsevier's extensive researcher network. For more information about the Elsevier Book Series on ScienceDirect Program, please visit info.sciencedirect.com/bookseries. One of the most sought after and most often cited series in this field contains contributions of major empirical and theoretical interest. This series represents the best and the brightest in new research theory and practice in social psychology.

The SAGE Handbook of Social Psychology Michael A. Hogg, Joel Cooper, 2007-04-13 This volume is everything one would want from a one volume handbook. *Choice Magazine* in response to market demand, *The SAGE Handbook of Social Psychology Concise Student Edition* has been published and represents a slimmer 16 chapters in total, more course focused and student friendly volume. The editors and authors have also updated all references, provided chapter introductions and summaries, and a new Preface outlining the benefits of using the Handbook as an upper level teaching resource. It will prove indispensable reading for all upper level and graduate students studying social psychology.

Handbook of Motivation Science James Y. Shah, Wendi L. Gardner, 2013-12-09 Integrating significant advances in motivation science that have occurred over the last two decades, this volume thoroughly examines the ways in which motivation interacts with social, developmental, and emotional processes as

well as personality more generally The Handbook comprises 39 clearly written chapters from leaders in the field Cutting edge theory and research is presented on core psychological motives such as the need for esteem security consistency and achievement motivational systems that arise to address these fundamental needs the process and consequences of goal pursuit including the role of individual differences and contextual moderators and implications for personal well being and interpersonal and intergroup relations *Handbook of Personality Psychology* Robert Hogan, John A. Johnson, Stephen R. Briggs, 1997 The most comprehensive single volume ever published on the subject the Handbook of Personality Psychology is the end all must have reference work for personality psychologists This handbook discusses the development and measurement of personality as well as biological and social determinants dynamic personality processes the personality's relation to the self and personality in relation to applied psychology Authored by the field's most respected researchers each chapter provides a concise summary of the subject to date Topics include such areas as individual differences stability of personality evolutionary foundations of personality cross cultural perspectives emotion psychological defenses and the connection between personality and health Intended for an advanced audience the Handbook of Personality Psychology will be your foremost resource in this diverse field Chapter topics include Nature of personality psychology Conceptual and measurement issues in personality Developmental issues Biological determinants of personality Social determinants of personality Dynamic personality processes Personality and the self The Five Factor Model Applied psychology

Responsibility Ann Elisabeth Auhagen, Hans-Werner Bierhoff, 2002-09-26 First Published in 2004 The importance of responsibility in the third millennium is increasing The rise of new technologies and related environmental hazards the problem of the neglect of poor and old people and the increase in violence and aggression in general indicate that responsibility is the characteristic which is of critical importance for the survival of modern democratic structures This volume integrates the many facets of responsibility and reviews the research on a scientific basis Responsibility is examined from different as well as interdisciplinary perspectives together with the applied aspects of responsibility solidarity volunteerism moral development Responsibility is made up of four parts introduction basic issues and domains of responsibility applications of responsibility and perspectives Responsibility brings together international researchers who emphasise empirical analysis but also examine the theoretical aspects of the topic Managing Organizations Stewart R Clegg, Cynthia Hardy, Walter R Nord, 1999-06-22 In *Managing Organizations* Stewart Clegg Cynthia Hardy and Walter Nord explore the major issues and debates in management and organization The textbook addresses key topics such as leadership decision making and innovation in organizations alongside such themes as diversity globalization and ecology Students and teachers of management will find this a comprehensive and wide ranging resource on the core issues for contemporary managers and organizations *Handbook of Competence and Motivation* Andrew J. Elliot, Carol S. Dweck, David S. Yeager, 2017-03-24 Now completely revised over 90% new this handbook established the concept of competence as an

organizing framework for the field of achievement motivation With an increased focus on connecting theory to application the second edition incorporates diverse perspectives on why and how individuals are motivated to work toward competence in school work sports and other settings Leading authorities present cutting edge findings on the psychological sociocultural and biological processes that shape competence motivation across development analyzing the role of intelligence self regulated learning emotions creativity gender and racial stereotypes self perceptions achievement values parenting practices teacher behaviors workplace environments and many other factors As a special bonus purchasers of the second edition can download a supplemental e book featuring several notable highly cited chapters from the first edition New to This Edition Most chapters are new reflecting over a decade of theoretical and methodological developments Each chapter now has an applied as well as conceptual focus showcasing advances in intervention research Additional topics self regulation in early childhood self determination theory challenge and threat appraisals performance incentives achievement emotions job burnout gene environment interactions class based models of competence and the impact of social group membership Supplemental e book featuring selected chapters from the prior edition

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