

A RADICAL DISSONANCE THEORY



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Radical Dissonance Theory

David Kirk



Radical Dissonance Theory:

A Radical Dissonance Theory Jean-Léon Beauvois, Robert Joule, 1996 This analysis of dissonance theory and reduction studies the evolution of cognitive dissonance theory It provides a review and a new interpretation of Festinger's original theory adding to the theory by emphasizing the importance of the status of behaviour *The Handbook of Attitudes, Volume 1: Basic Principles* Dolores Albarracín, Blair T. Johnson, 2018-10-10 Attitudes are evaluations of people places things and ideas They help us to navigate through a complex world They provide guidance for decisions about which products to buy how to travel to work or where to go on vacation They color our perceptions of others Carefully crafted interventions can change attitudes and behavior Yet attitudes beliefs and behavior are often formed and changed in casual social exchanges The mere perception that other people favor something say rich people may be sufficient to make another person favor it People's own actions also influence their attitudes such that they adjust to be more supportive of the actions People's belief systems even change to align with and support their preferences which at its extreme is a form of denial for which people lack awareness These two volumes provide authoritative critical surveys of theory and research about attitudes beliefs persuasion and behavior from key authors in these areas The first volume covers theoretical notions about attitudes the beliefs and behaviors to which they are linked and the degree to which they are held outside of awareness It also discusses motivational and cultural determinants of attitudes influences of attitudes on behavior and communication and persuasion The second volume covers applications to measurement behavior prediction and interventions in the areas of cancer HIV substance use diet and exercise as well as in politics intergroup relations aggression migrations advertising accounting education and the environment *Jesus, Gospel Tradition and Paul in the Context of Jewish and Greco-Roman Antiquity* David Edward Aune, 2013 Collection of texts published previously

Cognitive Motivation David Beswick, 2017-08-10 Motivation and cognition were treated as separate concepts throughout most of twentieth century psychology However in recent years researchers have begun viewing the two as inextricably intertwined not only does what we want affect how we think but how we think affects what we want In this innovative study Beswick presents a new general theory of cognitive motivation synthesizing decades of existing research in social cognitive and personality psychology New basic concepts are applied to a wide range of purposive behaviour Part I of the volume reviews different forms of cognitive motivation such as curiosity cognitive dissonance achievement motivation and the search for purpose and meaning while Part II examines the basic processes that underlie it such as working memory attention and emotion The central concept is the incomplete gestalt in which motivation is generated by a universal striving to integrate information and make sense at all levels of cognitive organization *Leadership, Organizational Change and Sensemaking* Ronald Skea, 2021-06-03 Organizational change literature often focuses on the leaders role in giving sense to others of the need for change and there is a plethora of models and recipes on how to influence employees thinking about change organizational design and performance Notwithstanding

this ready supply of advice research has shown that up to 90% of change programs fail to deliver their expected outcomes One of the reasons for this which has been neglected in the literature is that successful change in thinking starts with how leaders first make sense of the need for change and the challenges this poses to their own thinking This book surfaces the elements behind leader sensemaking that add to or detract from their ability to critically question their current thinking Leaders and interventionists have lacked practical and pragmatic advice on how to influence the process This book is the culmination of 10 years of research spent working with leaders in organizations as they interpreted the need for change and made choices about engaging or not with transformational change methodologies It reveals nine elements of sensemaking displayed by organizational leaders as they grapple with challenges to their current orthodoxies about how to lead and organize in times of change The book shows the latest state of knowledge on the topic and will be of interest to researchers academics practitioners and students in the fields of leadership change and organisational development

Motivational Analyses of Social Behavior Rex A. Wright, Jeff Greenberg, Sharon S. Brehm, 2004-04-12 This book honors Jack W Brehm's contributions to psychology all of which revolve around a central theme of motivation and social behavior It begins with two personal chapters and then presents a collection of cutting edge substantive chapters authored by researchers whose work Brehm has strongly influenced It concludes with a chapter by Jack Brehm that reflects on the field of psychology discusses a new theory of social influence and offers ideas about the direction in which our understanding of human behavior could move *Motivational Analyses of Social Behavior* will be of value to research scientists educators and practitioners interested in social motivational processes and those who developed major theories in this area Interested readers include individuals specializing in social clinical organizational personality health and motivational psychology and psychophysiology The book would also be ideal for advanced courses on social motivation and the history of psychology

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

Handbook of Abductive Cognition Lorenzo Magnani,2023-03-31 This Handbook offers the first comprehensive reference guide to the interdisciplinary field of abductive cognition providing readers with extensive information on the process of reasoning to hypotheses in humans animals and in computational machines It highlights the role of abduction in both theory practice in generating and testing hypotheses and explanatory functions for various purposes and as an educational device It merges logical cognitive epistemological and philosophical perspectives with more practical needs relating to the application of abduction across various disciplines and practices such as in diagnosis creative reasoning scientific discovery diagrammatic and ignorance based cognition and adversarial strategies It also discusses the inferential role of models in hypothetical reasoning abduction and creativity including the process of development implementation and manipulation for different scientific and technological purposes Written by a group of internationally renowned experts in philosophy logic general epistemology mathematics cognitive and computer science as well as life sciences engineering architecture and economics the Handbook of Abductive Cognition offers a unique reference guide for readers approaching the process of reasoning to hypotheses from different perspectives and for various theoretical and practical purposes Numerous diagrams schemes and other visual representations are included to promote a better understanding of the relevant concepts and to make concepts highly accessible to an audience of scholars and students with different scientific backgrounds

Structuralist Knowledge Representation Wolfgang Balzer,Joseph D. Sneed,Carles Ulises Moulines,2000

Leadership in Science and Technology: A Reference Handbook William Sims Bainbridge,2011-10-20 Tackling 100 key topics and providing case studies in the area of science and technology leadership this reference handbook is an essential

resource for students in this area Why People Do the Things They Do Nicola Baumann, Miguel Kazén, Markus Quirin, Sander L. Koole, 2018-05-07 A unique and comprehensive book by leading researchers looking at motivation and volition How can we motivate students patients employees and athletes What helps us achieve our goals improve our well being and grow as human beings These issues which relate to motivation and volition are familiar to everyone who faces the challenges of everyday life This comprehensive book by leading international scholars provides integrative perspectives on motivation and volition that build on the work of German psychologist Julius Kuhl The first part of the book examines the historical trail of the European and American research traditions of motivation and volition and their integration in Kuhl s theory of personality systems interactions PSI The second part of the book considers what moves people to action how needs goals and motives lead people to choose a course of action motivation The third part of the book explores how people once they have committed themselves to a course of action convert their goals and intentions into action volition The fourth part shows what an important role personality plays in our motivation and actions Finally the fifth part of the book discusses how integrative theories of motivation and volition may be applied in coaching training psychotherapy and education This book is essential reading for everyone who is interested in the science of motivating people Handbook of Research on Social Marketing and Its Influence on Animal Origin Food Product Consumption Bogueva, Diana, Marinova, Dora, Raphaely, Talia, 2018-03-02 As marketing professionals look for more effective ways to promote their goods and services to customers a thorough understanding of customer needs and the ability to predict a target audience s reaction to advertising campaigns is essential The Handbook of Research on Social Marketing and Its Influence on Animal Origin Food Product Consumption is a critical scholarly resource that examines the role of social marketing in understanding and changing behavior regarding the negative impacts of consuming animal based foods Featuring coverage on a broad range of topics such as the psychology of meat consumption food waste and meat substitutes this publication is geared towards academicians students and professionals seeking current research on social marketing interventions and the demarketing of meat **Essays on Aesthetic Education for the 21st Century** ,2010-01-01 Essays on Aesthetic Education for the 21st Century co edited by Tracie Costantino and Boyd White brings together an international collection of authors representing diverse viewpoints to engage in dialogue about the ongoing critical relevance of aesthetics for contemporary art education Inspired by a conference symposium in which the four authors in the first section of the text titled Initiating a Dialogue explore a range of concepts including aesthetic experience beauty wonder and aesthetics this book enlarges the dialogue with eight additional chapters by authors from North America and Europe In addition to chapters that address issues of social awareness curriculum theory and research and applications to practice with pre service teachers there are several chapters that acknowledge historical influences on current notions of aesthetics as a basis on which to open the gate into the twenty first century This book will be a valuable resource for graduate students in art education and curriculum studies as well as

practicing art educators pre service teachers and anyone interested in the significance of aesthetics not only in contemporary art education but the wider field of general education as well Satisfaction: A Behavioral Perspective on the Consumer

Richard L. Oliver, 2014-12-18 Designed for advanced MBA and doctoral courses in Consumer Behavior and Customer Satisfaction this is the definitive text on the meaning causes and consequences of customer satisfaction It covers every psychological aspect of satisfaction formation and the contents are applicable to all consumables product or service Author Richard L Oliver traces the history of consumer satisfaction from its earliest roots and brings together the very latest thinking on the consequences of satisfying or not satisfying a firm s customers He describes today s best practices in business and broadens the determinants of satisfaction to include needs quality fairness and regret what might have been The book culminates in Oliver s detailed model of consumption processing and his satisfaction measurement scale The text concludes with a section on the long term effects of satisfaction and why an understanding of satisfaction psychology is vitally important to top management Whistleblowing, Communication and Consequences Peer Jacob

Svenkerud, Jan-Oddvar Sørnes, Larry Browning, 2021-03-25 Whistleblowing Communication and Consequences offers the first in depth analysis of the most publicized and morally complex case of whistleblowing in recent European history the Norwegian national lottery Norsk Tipping With contributions from the whistleblower himself as well as from key voices in the field this book offers unique perspectives and insights into not only this fascinating case but into whistleblowing and wrongdoing in organizations more broadly An international team of scholars use fourteen different theoretical lenses to show the complex and multi faceted nature of whistleblowing The book begins with an ethnographic account by the whistleblower story and proceeds into an analysis of the literature and conceptual topics related to that whistleblowing incident to present the lessons that can be learnt from this extreme example of institutional failure This fascinating complex and multi theoretical book will be of great interest to scholars students and industry leaders in the areas of public relations corporate communication leadership corporate social responsibility whistleblowing and organizational resistance The Open Access version of this book available at <http://www.tandfebooks.com> has been made available under a Creative Commons Attribution Non Commercial No Derivatives 4.0 license **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 The Handbook of Attitudes Dolores Albarracín, Blair T. Johnson, Mark P.

Zanna,2014-04-04 This new handbook presents synthesizes and integrates the existing knowledge of methods theories and data in attitudes The editors goal is to promote an understanding of the broader principles underlying attitudes across several disciplines Divided into three parts one on definitions and methods another on the relations of attitudes with beliefs behavior and affect and a final one that integrates these relations into the broader areas of cognitive processes communication and persuasion social influence and applications the handbook also features an innovative chapter on implicit versus explicit attitudes With contributions from the top specialists this handbook features unique collaborations between researchers some who have never before worked together Every writer was encouraged to work from as unbiased a perspective as possible A must have for researchers in the areas of social political health clinical counseling and consumer psychology marketing and communication the handbook will also serve as an excellent reference for advanced courses on attitudes in a variety of departments **Brand Culture and Identity: Concepts, Methodologies, Tools, and Applications**

Management Association, Information Resources,2018-10-05 The world of brands is undergoing a sea change in the domain of consumer culture and it has become a challenge to cater to the taste and needs of audiences The process of creating iconic brands varies from product to product and market to market Effective branding strategies are imperative for success in a competitive marketplace Brand Culture and Identity Concepts Methodologies Tools and Applications is a vital reference source for the latest research findings on the use of theoretical and applied frameworks of brand awareness and culture Highlighting a range of topics such as consumer behavior advertising and emotional branding this multi volume book is ideally designed for business executives marketing professionals business managers academicians and researchers actively involved in the marketing industry Portraits of Pioneers in Psychology Gregory A. Kimble,Michael

Wertheimer,2014-04-08 This third volume in a series devoted to luminaries in the history of psychology features chapter authors who are themselves highly visible and eminent scholars They provide glimpses of the giants who shaped modern cognitive and behavioral science and shed new light on their contributions and personalities often with a touch of humor or whimsy and with fresh personal insights The animated style carefully selected details and lively perspective make the people ideas and controversies in the history of psychology come alive The fields touched on in this and other volumes cover all of the subfields of psychology As such all volumes of Portraits of Pioneers in Psychology will be of interest to psychologists as well as scholars in related fields The resourceful teacher could use a selection of chapters as supplementary readings to enhance almost any course in the discipline The major purpose of these books is to provide source materials for students and their teachers in undergraduate and graduate courses in the history of psychology Each of the five volumes in this series contains different profiles thereby bringing more than 100 of the pioneers in psychology more vividly to life Emotions and Beliefs Nico H. Frijda,Antony S. R. Manstead,Sacha Bem,2000-10-12 Looks at the different ways in which emotions influence beliefs

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