

Self And Relationships Kathleen D Vohs

Time and Decision George Loewenstein 2003-02-27 How do people decide whether to sacrifice now for a future reward or to enjoy themselves in the present? Do the future gains of putting money in a pension fund outweigh going to Hawaii for New Year's Eve? Why does a person's self-discipline one day often give way to impulsive behavior the next? Time and Decision takes up these questions with a comprehensive collection of new research on intertemporal choice, examining how people face the problem of deciding over time. Economists approach intertemporal choice by means of a model in which people discount the value of future events at a constant rate. A vacation two years from now is worth less to most people than a vacation next week. Psychologists, on the other hand, have focused on the cognitive and emotional underpinnings of intertemporal choice. Time and Decision draws from both disciplinary approaches to provide a comprehensive picture of the various layers of choice involved. Shane Frederick, George Loewenstein, and Ted O'Donoghue introduce the volume with an overview of the research on time discounting and focus on how people actually discount the future compared to the standard economic model. Alex Kacelnik discusses the crucial role that the ability to delay gratification must have played in evolution. Walter Mischel and colleagues review classic research showing that four year olds who are able to delay gratification subsequently grow up to perform better in college than their counterparts who chose instant gratification. The book also delves into the neurobiology of patience, examining the brain structures involved in the ability to withstand an impulse. Turning to the issue of self-control, Klaus Wertenbroch examines the relationship between consumption and available resources, showing, for example, how a high credit limit can lead people to overspend. Ted O'Donoghue and Matthew Rabin show how people's awareness of their self-control problems affects their decision-making. The final section of the book examines intertemporal choice with regard to health, drug addiction, dieting, marketing, savings, and public policy. All of us make important decisions every day-many of which profoundly affect the quality of our lives. Time and Decision provides a fascinating look at the complex factors involved in how and why we make our choices, so many of them short-sighted, and helps us understand more precisely this crucial human frailty.

Affect in Social Thinking and Behavior Joseph P. Forgas 2012-12-06 The role of affect in how people think and behave in social situations has been a source of fascination to laymen and philosophers since time immemorial. Surprisingly, most of what we know about the role of feelings in social thinking and behavior has been discovered only during the last two decades. Affect in Social Thinking and Behavior reviews and integrates the most recent research and theories on this exciting topic, and features original contributions reviewing key areas of affect research from leading researchers active in the area. The book covers fundamental issues, such as the nature and relationship between affect and cognition, as well as chapters that deal with the cognitive antecedents of emotion, and the consequences of affect for social cognition and behavior. This volume offers a highly integrated and comprehensive coverage of this field, and is suitable as a core textbook in advanced courses dealing with the role of affect in social cognition and behavior.

Handbook of Self-Regulation, Second Edition Kathleen D. Vohs 2013-01-18 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. New to This Edition: * Incorporates significant scientific advances and many new topics. * Increased attention to the social basis of self-regulation. * Chapters on working memory, construal-level theory, temptation, executive functioning in children, self-regulation in older adults, self-harming goal pursuit, interpersonal relationships, religion, and impulsivity as a personality trait.

Envy Up, Scorn Down Susan T. Fiske 2011-04-21 An insightful examination of why we compare ourselves to those above and below us. The United States was founded on the principle of equal opportunity for all, and this ethos continues to inform the nation's collective identity. In reality, however, absolute equality is elusive. The gap between rich and poor has widened in recent decades, and the United States has the highest level of economic inequality of any developed country. Social class and other differences in status reverberate throughout American life, and prejudice based on another's perceived status persists among individuals and groups. In *Envy Up, Scorn Down*, noted social psychologist Susan Fiske examines the psychological underpinnings of interpersonal and intergroup comparisons, exploring why we compare ourselves to those both above and below us and analyzing the social consequences of such comparisons in day-to-day life. What motivates individuals, groups, and cultures to envy the status of some and scorn the status of others? Who experiences envy and scorn most? *Envy Up, Scorn Down* marshals a wealth of recent psychological studies as well as findings based on years of Fiske's own research to address such questions. She shows that both envy and scorn have distinctive biological, emotional, cognitive, and behavioral characteristics. And though we are all "wired" for comparison, some individuals are more vulnerable to these motives than others. Dominant personalities, for example, express envy toward high-status groups such as the wealthy and well-educated, and insecurity can lead others to scorn those perceived to have lower status, such as women, minorities, or the disabled. Fiske shows that one's race or ethnicity, gender, and education all correlate with perceived status. Regardless of whether one is accorded higher or lower status, however, all groups rank their members, and all societies rank the various groups within them. We rate each group as either friend or foe, able or unable, and accordingly assign them the traits of warmth or competence. The majority of groups in the United States are ranked either warm or competent but not both, with extreme exceptions: the homeless or the very poor are considered neither warm nor competent. Societies across the globe view older people as warm but incompetent. Conversely, the very rich are generally considered cold but highly competent. *Envy Up, Scorn Down* explores the nuances of status hierarchies and their consequences and shows that such prejudice in its most virulent form dehumanizes and can lead to devastating outcomes—from the scornful neglect of the homeless to the envious anger historically directed at Tutsis in Rwanda or Jews in Europe. Individuals, groups, and even cultures will always make comparisons between and among themselves. *Envy Up, Scorn Down* is an accessible and insightful examination of drives we all share and the prejudice that can accompany comparison. The book deftly shows that understanding envy and scorn—and seeking to mitigate their effects—can prove invaluable to our lives, our relationships, and our society.

Economic Psychology Rob Ranyard 2017-08-14 A comprehensive overview of contemporary economic psychology Economic Psychology presents an accessible overview of contemporary economic psychology. The science of economic mental life and behavior is increasingly relevant as people are expected to take more responsibility for their household and personal economic decisions. The text will, in addition to reviewing current knowledge on each topic presented, consider the practical and policy implications for supporting economic decision making. Economic Psychology examines the central aspects of adult decision making in everyday life and includes the theories of economic decision making based on risk, value and affect, and theories of intertemporal choice. The text reviews the nature and behavioral consequences of economic mental representations about such things as material possessions, money and the economy. The editor Robert Ranyard—a noted expert on economic psychology—presents a life-span developmental approach, from childhood to old age. He also reviews the important societal issues such as charitable giving and economic sustainability. This vital resource: Reviews the economic psychology in everyday life including financial behaviour such as saving and tax-paying and matters such as entrepreneurial activity Offers an introduction to the field and traces the emergence of the discipline, from Adam Smith to George Katona and Herbert Simon Includes information on societal issues such as charitable giving and pro-environmental behaviour Considers broader perspectives on economic psychology: life-span psychological development from childhood to old age Written for students of psychology, Economic Psychology reviews the most important information on contemporary economic psychology with a focus on individual and household economic decision making, ranging widely across financial matters such as borrowing and saving, and economic activities such as buying, trading, and working.

Psychology of Self-Regulation Joseph P. Forgas 2011-02-25 The ability to regulate and control our behaviors is a key accomplishment of the human species, yet the psychological mechanisms involved in self-regulation remain incompletely understood. This book presents contributions from leading international researchers who survey the most recent developments in this fascinating area. The chapters shed new light on the subtle and often subconscious ways that the people seek to regulate their thoughts, feelings and behaviors in everyday social life. The contributions seek answers to such intriguing questions as: How can we improve our ability to control our actions? How do people make decisions about which goals to pursue? How do we maintain and manage goal-oriented behavior? What happens when we run out of self-regulation resources? Can we match people and the regulatory demands of to specific tasks so as to optimize performance? What role does self-regulation play in sports performance, in maintaining successful relationships, and in managing work situations? The book offers a highly integrated and representative coverage of this important field, and is suitable as a core textbook in advanced courses dealing with social behavior and the applications of psychology to real-life problems.

Comparative Defamation and Privacy Law Andrew T. Kenyon 2016-04-21 Leading experts from common law jurisdictions examine defamation and privacy, two major and interrelated issues for law and media.

The Psychology of Desire Wilhelm Hofmann 2016-06-29 Providing a comprehensive perspective on human desire, this volume brings together leading experts from multiple psychological subdisciplines. It addresses such key questions as how desires of different kinds emerge, how they influence judgment and decision making, and how problematic desires can be effectively controlled. Current research on underlying brain mechanisms and regulatory processes is reviewed. Cutting-edge measurement tools are described, including practical recommendations for their use. The book also examines pathological forms of desire and the complex relationship between desire and happiness. The concluding section analyzes specific applied domains--eating, sex, aggression, substance use, shopping, and social media.

The Self Constantine Sedikides 2011-02-25 This volume provides a cutting-edge exposition to research on the self. Sixteen authoritative overviews highlight the role of the self around four themes. Throughout the volume, the exposition is both scholarly and accessible. It also offers critical assessments along with thoughtful discussions of challenges and problems ahead, as well as the generation of novel hypotheses. As such, the book aspires to influence the research agenda for several years to come.

Techniques of Social Influence Dariusz Dolinski 2015-07-03 Every day we are asked to fulfil others' requests, and we make regular requests of others too, seeking compliance with our desires, commands and suggestions. This accessible text provides a uniquely in-depth overview of the different social influence techniques people use in order to improve the chances of their requests being fulfilled. It both describes each of the techniques in question and explores the research behind them, considering questions such as: How do we know that they work? Under what conditions are they more or less likely to be effective? How might individuals successfully resist attempts by others to influence them? The book groups social influence techniques according to a common characteristic: for instance, early chapters describe "sequential" techniques, and techniques involving egotistic mechanisms, such as using the name of one's interlocutor. Later chapters present techniques based on gestures and facial movements, and others based on the use of specific words, re-examining on the way whether "please" really is a magic word. In every case, author Dariusz Dolinski discusses the existing experimental studies exploring their effectiveness, and how that effectiveness is enhanced or reduced under certain conditions. The book draws on historical material as well as the most up-to-date research, and unpicks the methodological and theoretical controversies involved. The ideal introduction for psychology graduates and undergraduates studying social influence and persuasion, Techniques of Social Influence will also appeal to scholars and students in neighbouring disciplines, as well as interested marketing professionals and practitioners in related fields.

Do Emotions Help or Hurt Decisionmaking? Kathleen D. Vohs 2007-11-26 Philosophers have long tussled over whether moral judgments are the products of logical reasoning or simply emotional reactions. From Jane Austen's Sense and Sensibility to the debates of modern psychologists, the question of whether feeling or sober rationality is the better guide to decision making has been a source of controversy. In Do Emotions Help or Hurt Decision Making? Kathleen Vohs, Roy Baumeister, and George Loewenstein lead a group of prominent psychologists and economists in exploring the empirical evidence on how emotions shape judgments and choices. Researchers on emotion and cognition have staked out many extreme positions: viewing emotions as either the driving force behind cognition or its side effect, either an impediment to sound judgment or a guide to wise decisions. The contributors to Do Emotions Help or Hurt Decision Making? provide a richer perspective, exploring the circumstances that shape whether emotions play a harmful or helpful role in decisions. Roy Baumeister, C. Nathan DeWall, and Liqing Zhang show that while an individual's current emotional state can lead to hasty decisions and self-destructive behavior, anticipating future emotional outcomes can be a helpful guide to making sensible decisions. Eduardo Andrade and Joel Cohen find that a positive mood can negatively affect people's willingness to act altruistically. Happy people, when made aware of risks associated with altruistic acts, become wary of jeopardizing their own well-being. Benoît Monin, David Pizarro, and Jennifer Beer find that whether emotion or reason matters more in moral evaluation depends on the specific issue in question. Individual characteristics often mediate the effect of emotions on decisions. Catherine Rawn, Nicole Mead, Peter Kerkhof, and Kathleen Vohs find that whether an individual makes a decision based on emotion depends both on the type of decision in question and the individual's level of self-esteem. And Quinn Kennedy and Mara Mather show that the elderly are better able to regulate their emotions, having learned from experience to anticipate the emotional consequences of their behavior. Do Emotions Help or Hurt Decision Making? represents a significant advance toward a comprehensive theory of emotions and cognition that accounts for the nuances of the mental processes involved. This landmark book will be a stimulus to scholarly debates as well as an informative guide to everyday decisions.

Encyclopedia of Social Psychology Roy F. Baumeister 2007-08-29 The Encyclopedia of Social Psychology is designed as a road map to this rapidly growing and important field and provides individuals with a simple, clear, jargon-free introduction. These two volumes include more than 600 entries chosen by a diverse team of experts to comprise an exhaustive list of the most important concepts. Entries provide brief, clear, and readable explanations to the vast number of ideas and concepts that make up the intellectual and scientific content in the area of social psychology.

Meanings of Life Roy F. Baumeister 1991-01-01 Who among us has not at some point asked, what is the meaning of life?' In this extraordinary book, an eminent social scientist looks at the big picture and explores what empirical studies from diverse fields tell us about the human condition. MEANINGS OF LIFE draws together evidence from psychology, history, anthropology, and sociology, integrating copious research findings into a clear and conclusive discussion of how people attempt to make sense of their lives. In a lively and accessible style, emphasizing facts over theories, Baumeister explores why people desire meaning in their lives, how these meanings function, what forms they take, and what happens when life loses meaning. It is the most comprehensive examination of the topic to date.

Financial Behavior Harold Kent Baker 2017 About the editors -- About the contributors -- Abbreviations -- Financial behavior and psychology -- Financial behavior : an overview / H. Kent Baker, Greg Filbeck, and Victor Ricciardi -- The financial psychology of players, services, and products / Victor Ricciardi -- The financial behavior of major players -- Individual investors / Henrik Cronqvist and Danling Jiang -- Institutional investors / Alexandre Skiba and Hilla Skiba -- Corporate executives, directors, and boards / John R. Nofsinger and Pattanaporn Chatjuthamard -- Financial planners and advisors / Benjamin F. Cummings -- Financial analysts / Susan M. Young -- Portfolio managers / Erik Devos, Andrew C. Spieler, and Joseph M. Tenaglia -- Financial psychopaths / Deborah W. Gregory -- Financial and investor psychology of specific players -- The psychology of high net worth individuals / Rebecca Li-Huang -- The psychology of traders / Duccio Martelli -- A closer look at frequent trader / Michal Strahivevitz -- The psychology of women investors / Marguerita M. Cheng, and Sameer S. Somal -- The financial psychology of millennials / April Rudin and Catherine McBreen -- The psychology of financial services -- Psychological aspect of financial planning / Dave Yeske and Elissa Buie -- Financial advisory services / Jeroen Nieboer, Paul Dolan, and Ivo Vlaev -- Insurance and risk management / James M. Moten Jr. and C.W. Copeland -- Psychological factors in estate planning / John Guerin and L. Paul Hood -- Individual biases in retirement planning and wealth management / James E. Brewer Jr., and Charles Self -- The behavioral aspects of investmnet products and markets -- Traditional asset allocation securities: stocks,

bonds, real estate, and cash / Christopher Milliken, Ehsan Nikbakht, and Andrew Spieler -- Behavioral aspects of mutual funds, exchange-traded funds, hedge funds, and pension funds / Nathan Mauck -- Current trends in successful international mergers and acquisitions / Nancy Hubbard -- Art and collectibles management / Peter J. May -- Market efficiency issues -- Behavioral finance market hypothesis / Alex Plastun -- Stock market anomalies / Steve Fan and Linda Yu -- The psychology of speculation in financial markets / Victor Ricciardi -- Can humans dance with machines? : institutional investors, high frequency trading, and modern markets dynamics / Irene Aldridge -- The application and future of behavioral finance -- Applications of client behavior : a practitioner's perspective / Harold Evensky -- Practical challenges of implementing behavioral finance : reflections from the field / Greg B. Davies and Peter Brooks -- The future of behavioral finance / Michael Dowling and Brian Lucey -- Discussion questions and answers -- Index

Self and Relationships Kathleen D. Vohs 2006-03-16 This volume brings together leading investigators who integrate two distinct research domains in social psychology--people's internal worlds and their close relationships. Contributors present compelling findings on the bidirectional interplay between internal processes, such as self-esteem and self-regulation, and relationship processes, such as how positively partners view each other, whether they are dependent on each other, and the level of excitement in the relationship. Methodological challenges inherent in studying these complex issues are described in depth, as are implications for understanding broader aspects of psychological functioning and well-being.

Encyclopedia of Social Psychology Roy F. Baumeister 2007-08-29 Collects over six hundred entries on topics and concepts within the discipline, including antisocial behaviors, attitude, culture, and social cognition.

Handbook of Self-Regulation, Second Edition Kathleen D. Vohs 2011-03-29 This authoritative handbook comprehensively examines 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 reviews 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.

Volition and Personality Julius Kuhl 1994 This is an impressive book, which presents a profoundly new approach to analyzing human behavior. The fundamental concept is to focus on how people link motivation with action and why they do or do not stick with their original intentions. The fascinating studies reported here attempt to separate people into two groups: (1) State-oriented individuals who focus under stress on past, present, or future states, rather than on options available for action; versus (2) Action-oriented individuals who focus under stress on action alternatives. This book will be of great interest to both behavioral and cognitive psychologists, psychophysicists, and specialists in sport as well as aviation psychology.

Blackwell Handbook of Social Psychology Garth J. O. Fletcher 2008-05-12 This authoritative handbook provides a cutting-edge overview of classic and current research as well as an assessment of future trends in the field of interpersonal processes. Ensures thorough and up-to-date coverage of all aspects of interpersonal processes Includes contributions by academics and other experts from around the world to ensure a truly international perspective Provides a comprehensive overview of classic and current research and likely future trends Fully referenced chapters and annotated bibliographies allow easy access to further study Now available in full text online via xreferplus, the award-winning reference library on the web from xrefer. For more information, visit www.xreferplus.com

Brand Personalities and Consumer-brand Relationships as Elements of Successful Brand Management Katharina S. Güse 2011

Handbook of Self and Identity Mark R. Leary 2012-01-01 Widely regarded as the authoritative reference in the field, this volume comprehensively reviews theory and research on the self. Leading investigators address this essential construct at multiple levels of analysis, from neural pathways to complex social and cultural dynamics. Coverage includes how individuals gain self-awareness, agency, and a sense of identity; self-related motivation and emotion; the role of the self in interpersonal behavior; and self-development across evolutionary time and the lifespan. Connections between self-processes and psychological problems are also addressed. New to This Edition *Incorporates significant theoretical and empirical advances. *Nine entirely new chapters. *Coverage of the social and cognitive neuroscience of self-processes; self-regulation and health; self and emotion; and hypoegeic states, such as mindfulness.

The Narcissism Epidemic Jean M. Twenge 2010-04-13 Narcissism—an inflated view of the self—is everywhere. Public figures say it's what makes them stray from their wives. Parents teach it by dressing children in T-shirts that say "Princess." Teenagers and young adults hone it on Facebook, and celebrity newsmakers have elevated it to an art form. And it's what's making people depressed, lonely, and buried under piles of debt. Jean Twenge's influential first book, *Generation Me*, spurred a national debate with its depiction of the challenges twenty- and thirty-somethings face in today's world—and the fallout these issues create for educators and employers. Now, Dr. Twenge turns her focus to the pernicious spread of narcissism in today's culture, which has repercussions for every age group and class. Dr. Twenge joins forces with W. Keith Campbell, Ph.D., a nationally recognized expert on narcissism, to explore this new plague in *The Narcissism Epidemic*, their eye-opening exposition of the alarming rise of narcissism and its catastrophic effects at every level of society. Even the world economy has been damaged by risky, unrealistic overconfidence. Drawing on their own extensive research as well as decades of other experts' studies, Drs. Twenge and Campbell show us how to identify narcissism, minimize the forces that sustain and transmit it, and treat it or manage it where we find it. Filled with arresting, alarming, and even amusing stories of vanity gone off the tracks (would you like to hire your own personal paparazzi?), *The Narcissism Epidemic* is at once a riveting window into the consequences of narcissism, a prescription to combat the widespread problems it causes, and a probing analysis of the culture at large.

Handbook of Self-Regulation, Third Edition Kathleen D. Vohs 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"...

Losing Control Roy F. Baumeister 1994-11-07 Self-regulation refers to the self's ability to control its own thoughts, emotions, and actions. Through self-regulation, we consciously control how much we eat, whether we give in to impulse, task performance, obsessive thoughts, and even the extent to which we allow ourselves recognition of our emotions. This work provides a synthesis and overview of recent and long-standing research findings of what is known of the successes and failures of self-regulation. People the world over suffer from the inability to control their finances, their weight, their emotions, their craving for drugs, their sexual impulses, and more. The United States in particular is regarded by some observers as a society addicted to addiction. Therapy and support groups have proliferated not only for alcoholics and drug abusers but for all kinds of impulse control, from gambling to eating chocolate. Common to all of these disorders is a failure of self-regulation, otherwise known as "self-control." The consequences of these self-control problems go beyond individuals to affect family members and society at large. In *Losing Control*, the authors provide a single reference source with comprehensive information on general patterns of self-regulation failure across contexts, research findings on specific self-control disorders, and commentary on the clinical and social aspects of self-regulation failure. Self-control is discussed in relation to what the "self" is, and the cognitive, motivational, and emotional factors that impinge on one's ability to control one's "self." Discusses the importance of the concept of self-regulation to general issues of autonomy and identity Encompasses self-control of thoughts, feelings, and actions Contains a special section on the control of impulses and appetites First book to integrate recent research into a broad overview of the area

Handbook of Closeness and Intimacy Debra J. Mashek 2004-04-13 This handbook brings together the latest thinking on the scientific study of closeness and intimacy from some of the most active and widely

recognized relationship scholars in social and clinical psychology, communication studies, and related disciplines. Each contributing author defines their understanding of the meaning of closeness and intimacy; summarizes existing research and provides an overview of a theoretical framework; presents new ideas, applications, and previously unstated theoretical connections; and provides cross-references to other chapters to further integrate the material. The Handbook of Closeness and Intimacy will be of interest to researchers, practitioners, and students from social, clinical, and developmental psychology; family studies; counseling; and communication.

The Routledge Companion to Identity and Consumption Ayalla A. Ruvio 2013-01-04 "Tell me what you eat, I'll tell you who you are," said Anthelme Brillat-Savarin. Today, "You are what you consume" is more apt. Barbara Krueger's ironic twist of Descartes - "I shop therefore I am" - has lost its irony. Such phrases have become commonplace descriptions of our identity in the contemporary world. In our materialistic world it seems as if there is no debate that our consumption behaviour is fused with our self-identity - shaping it, changing it and often challenging it. The Routledge Companion to Identity and Consumption introduces the reader to state-of-the-art research, written by the world's leading scholars regarding the interplay between identity and consumption. The book addresses the diverse issues regarding the ways identity affects our consumption behaviour and vice-versa and in doing so, presents a broad perspective on the dynamics of self-identity and consumption. With chapters discussing the theory, research and practical implications of these dynamics, including the way they change across our life span and their expression within different social, cultural and religious contexts, this book will be a valuable reference source for students and academics from a variety of disciplines.

Choice 2009

American Book Publishing Record 2006

The Blackwell Encyclopedia of Social Psychology Tony Manstead 1996-09-30 This encyclopedia, now available in paperback, is the definitive resource for all students, teachers and researchers of social psychology eager to know more about a particular phenomenon, concept, or theory. Each key topic is addressed by internationally recognized authorities, making the encyclopedia both comprehensive and authoritative.

Happiness and Well-Being in Chinese Societies Chau-kiu Cheung 2021-03-22 This book addresses the sustainability of happiness and well-being in Chinese societies. It starts by introducing the various conceptions of well-being, particularly in the Chinese sociocultural context. The book then proceeds with the examination of the sustainability of well-being by scrutinizing the effects of sociocultural, contextual, and personal factors on well-being. The contextual factors are the aggregates or averages of personal factors at the contextual levels of the regions and colleges in Mainland China, its special administrative region, and Taiwan. These factors cover personality traits, strengths, orientations, beliefs, values, and idolizing. By bringing together empirical studies and theoretical perspectives applied to Chinese societies, this book offers researchers in social science and humanities a valuable reference work on happiness and well-being in Chinese societies.

New Directions in Social Psychology Roy F Baumeister 2011-12-06 Social psychology is the study of how normal people think, feel, and behave as influenced by (real or imagined) others. This collection picks up from Michael Hogg's influential set, *Social Psychology*, published in 2002 to set out and explain the several changes the field has gone through since the mid-nineties. Social psychology now places more emphasis on studying the brain, cognitive-to-bodily effects, and goal pursuit. To be sure, classic topics such as prejudice, motivation, emotion, and interpersonal relationships are prominent still as this collection also illustrates. The articles selected include influential theories and conceptual reviews, feature empirical articles on edgy new theories, showcase state-of-the-art methodological advances, and cover topics of perennial interest in the field.

The Interpersonal Communication Playbook Teri Kwal Gamble 2019-01-02 Practical skills for developing successful relationships—both face-to-face and online Written in a conversational style and presented in an innovative handbook format, *The Interpersonal Communication Playbook* empowers you to take an active role in the development of your communication skills. Best-selling authors Teri Kwal Gamble and Michael Gamble provide you with abundant opportunities to make personal observations, analyze personal experiences, and assess personal growth across interpersonal contexts. Offering an array of communication settings for you to practice your skills, this text makes it easy for you to see how relevant theory can be applied to develop and maintain healthy relationships with family, friends, romantic partners, and coworkers. Key Features Insightful, relatable examples and real-world scenarios engage you and encourage you to critically reflect on your own communication dynamics. "Learning objectives at the beginning of each chapter outline key objectives and help you master important concepts and prepare for exams. Opening vignettes introduce the relevance of chapter content through a contemporary example of communication in action, exemplifying chapter themes with engaging and relevant stories. "What Do You Know?" features promotes self-assessment of knowledge and encourages you to address any misconceptions you discover. "Try This" boxes promote active learning and provide you with opportunities to put your skills into practice. "Reflect On This" boxes connect theory with practice—bringing key concepts and ideas to life. "Analyze This" boxes encourage you to apply critical thinking to examples of interpersonal encounters from literature and popular culture. "Connect the Case" features includes chapter-ending cases designed to help you assess interpersonal communication outcomes to help solidify and further develop the skills learned.

Motivational Science Edward Tory Higgins 2000 A current collection of articles that define the field of motivational science.

The Prudence of Love Eric J. Silverman 2010 *The Prudence of Love: How Possessing the Virtue of Love Benefits the Lover* focuses upon the intersection of philosophical, theological, and psychological issues concerning love. Eric J. Silverman advocates an account of the virtue of love derived from Thomas Aquinas's account of charity and makes three claims concerning love's effect on a person's happiness. First, he argues that there are at least five distinct ways that possessing the virtue of love contributes to the lover's happiness. Surprisingly, only one of these benefits is primarily relational, while the other benefits are largely psychological. Second, Silverman argues that the combination of love's benefits typically increases the lover's overall level of happiness. Finally, he argues than possessing a loving disposition is a more reliable strategy for increasing one's overall happiness than possessing an unloving disposition. Throughout *The Prudence of Love*, Silverman demonstrates that love's benefits are identifiable according to all four major views of happiness. Book jacket.

The Relationship Between Parent-child Emotion Communication and Child Psychopathology Yoon Kyung Jung 2007

Handbook of Brand Relationships Deborah J. MacInnis 2014-12-18 Brand relationships are critical because they can enhance company profitability by lowering customer acquisition and retention costs. This is the first serious academic book to offer a psychological perspective on the meaning of and basis for brand relationships, as well as their effects. "The Handbook of Brand Relationships" includes chapters by well-known marketing and psychology scholars on topics related to the meaning, significance, and measurement of brand relationships; the critical connections between consumers and the brand; how brand relationships are formed through both thoughtful and non-thoughtful processes; and how they are built, repaired, and leveraged through brand extensions. An integrative framework introduces the book and summarizes the chapters' key ideas. The handbook also identifies several novel metrics for measuring various aspects of brand relationships, and it includes recommendations for further research.

Willpower Roy F. Baumeister 2012 Can you resist everything except temptation? In a hedonistic age full of distractions, it's hard to possess willpower - or in fact even understand why we should need it. Yet it's actually the most important factor in achieving success and a happy life, shown to be more significant than money, looks, background or intelligence. This book reveals the secrets of self-control. For years the old-fashioned, even Victorian, value of willpower has been disparaged by psychologists who argued that we're largely driven by unconscious forces beyond our control. Here Roy Baumeister, one of the world's most esteemed and influential psychologists, and journalist John Tierney, turn this notion on its head. They show us that willpower is like a muscle that can be strengthened with practice. The latest laboratory work reveals that self-control

has a physical basis and so is dramatically affected by simple things such as eating and sleeping - to the extent that a life-changing decision may go in different directions depending on whether it's made before or after lunch. You will discover how babies can be taught willpower, the joys of the to-do list, the success of Alcoholics Anonymous, the pointlessness of diets and the secrets to David Blaine's stunts. There are also fascinating personal stories, from explorers, students, soldiers, ex-addicts and parents. Based on years of psychological research and filled with practical advice, this book will teach you how to gain from self-control without pain, and discover the very real power in willpower. The results are nothing short of life-changing.

Encyclopedia of Sociology Edgar F. Borgatta 2000 Online version of the 5 v. encyclopedia published in 2000.

Free Will and Consciousness Roy Baumeister 2010-07-09 This volume is aimed at readers who wish to move beyond debates about the existence of free will and the efficacy of consciousness and closer to appreciating how free will and consciousness might operate. It draws from philosophy and psychology, the two fields that have grappled most fundamentally with these issues. In this wide-ranging volume, the contributors explore such issues as how free will is connected to rational choice, planning, and self-control; roles for consciousness in decision making; the nature and power of conscious deciding; connections among free will, consciousness, and quantum mechanics; why free will and consciousness might have evolved; how consciousness develops in individuals; the experience of free will; effects on behavior of the belief that free will is an illusion; and connections between free will and moral responsibility in lay thinking. Collectively, these state-of-the-art chapters by accomplished psychologists and philosophers provide a glimpse into the future of research on free will and consciousness.

Self and Identity Kathleen Vohs 2011-12-06 Self and Identity includes classic, groundbreaking articles and recent, cutting-edge advances in articles that range from original, empirical investigations to conceptual pieces that build theory based on integrative reviews of the research literature. The intention is to provide a broad resource that can be used by both beginners and experts worldwide who wish to have strong, useful access to the classic contributions to this area of study in one place. Kathleen D. Vohs and Roy F. Baumeister are both well versed in the study of 'Self' and thus well qualified to provide a map of articles that have lasting importance and influence.

Self And Relationships Kathleen D Vohs

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