

SOCIAL PSYCHOPHYSIOLOGY

A SOURCEBOOK



**Edited by John T. Cacioppo
and Richard E. Petty**

Social Psychophysiology A Sourcebook

John T. Cacioppo



Social Psychophysiology A Sourcebook:

Social Psychophysiology John T. Cacioppo, 1983

Social Psychophysiology John T. Cacioppo, Richard E. Petty,

Connections Between Sexuality and Aggression Dolf Zillmann, 2021-02-25 This is the only available comprehensive monograph on interrelations and interdependencies between agonistic and sexual behaviors Integrating theory and research from biology anthropology neurophysiology endocrinology psychophysiology and psychology this book focuses on the mechanisms that govern the mutual influences between sexuality and aggression in behavior sequences and especially in admixtures of aggressive sexual behaviors This book places human agonistic and sexual behaviors into an evolutionary context It offers a Weltbild of human aggressive sexual behaviors by tracing their biological and developmental origins and examines the plasticity and manipulability of connections between agonistic and sexual behaviors Strategies for the maximization of sexual pleasures are elaborated and intervention treatments aiming at the control of violent behaviors are considered Coercive sexuality is given special attention Prevalent motive ascriptions to rape are called into question and the motivation that dominates rape is reinterpreted in the context of pleasure maximization This second edition brings the coverage of pertinent research up to date It advances the exploration of aggressive sexual behaviors by further integrating the research contributions from various disciplines and by refining and unifying theory capable of explaining the behavioral phenomena under consideration COPY FOR ZILLMANN MAILER Zillmann examines issues such as sexual access through aggression the involvement of agonistic behavior within sexuality sex aggression fusion the consequences of anticipatory imagination concerning sexuality and aspects of libido loss due to excitatory habituation This book also traces connection between sexuality and aggression in nonhuman species especially in nonhuman primates subjects human behavior to comparative and evolutionary analysis examines connectedness in neurological and endocrinological terms details both central and autonomic commonalities between sexual and aggressive behaviors outlines sexual dimorphism and chromosomal endocrine aberrations pays special attention to adrenal commonalities in sexual and aggressive behaviors and the fusion of these behaviors and examines aggressive sexual connectedness in the analysis of motivation and emotion Zillmann finally proposes new explanations for the numerous documented associations between sexuality and aggression These proposals combine biological neuroendocrine autonomic and cognitive aspects of aggressive and sexual behaviors A trichotomy of excitatory interdependencies is developed for fight flight and coition In the nomenclature of emotion this trichotomy concerns the interdependencies between aggressiveness fear and sexual impulsion A considerable amount of research evidence is aggregated in support of these interdependencies The author ultimately examines the exploitation of the existing connections between sexual and aggressive behaviors especially the exploitation that serves the enhancement of sexual pleasure In this context he arrives at novel and perhaps distressing characterizations of sexual coercion However he also explores sexual boredom and discusses remedies in the framework of his theorizing Last but not least sexual aggression and

sexual and aggressive behaviors independently are placed into an evolutionary context Recognition and acknowledgment of the archaic nature of many aspects of sexual and aggressive behaviors in contrast to the comparatively vernal development of behavior guiding contemplation leads him to a unique and provocative proposal of the function of aggression in the realm of sexuality

Advances in Cognitive—Behavioral Research and Therapy Philip C. Kendall, 2013-09-24 Advances in Cognitive Behavioral Research and Therapy Volume 4 comprises a diversity of advances in cognitive behavioral research and practice This book discusses the origin of memories predicting depression and attributional bias in aggressive children The context goodness of fit model of adjustment role of cognition in behavioral medicine elaboration likelihood model of persuasion and personal constructs in clinical practice are also deliberated in this text This publication is valuable to researchers and clinicians concerned with cognition and behavior

Improving Intercultural Interactions Richard W. Brislin, Tomoko Yoshida, 1993-12-29 As the editors of this volume point out one certainty in life is that people must interact with others from very different cultural backgrounds whether or not they are prepared to do so The modules in this volume encourage productive and effective intercultural interactions in business educational social and health services settings Each module a collection of materials for cross cultural training programs has a similar structure They all have a combination of experiential exercises self assessment instruments traditional text material describing concepts and the research methods necessary in using a given module and case studies and or critical incidents Among the subjects Improving Intercultural Interactions addresses are gender relations in the workplace intercultural education at the university level intercultural communication for health care professionals multicultural counseling and nonverbal behavior in intercultural interaction Improving Intercultural Interactions is a valuable resource for consultants counselors personnel officers and others who offer various kinds of cross cultural training programs It is also useful as a supplemental text in graduate and undergraduate courses dealing with culture and behavior The present volume aims at supplying not only valuable ideas and ideals but most of all practical guidelines to all those interested in carrying out satisfactory training programs

Language Culture and Curriculum An excellent practical guide to intercultural sensitivity in the business world elementary secondary and tertiary level schools and social service and health delivery agencies Each chapter provides opportunities for self assessment cases critical incidents constructs that can develop skills in analyzing intercultural situations opportunities to practice these skills and field exercises to test the newly acquired sensitivity It increases awareness of culture and cultural differences provides facts that can help adjustment suggests ways to feel appropriately for interaction with members of other cultures and opportunities to identify and practice skills that can assist in adjustment to other cultures

Harry C Triandis University of Illinois Improving Intercultural Interactions represents the next step forward in resource books for trainers teachers professors organizational developers and the like who are in constant need of upgrading the results of their cross cultural training programs It presents sequences of training processes from self assessment and critical incidents through the

development of an understanding of cultural concepts and frameworks to exercises targeted to cause the learner to experience and practice an array of behaviors or actions in appropriate cross cultural problem situations The fact that each of the books modules ends with suggested actions based on specific examples helps lead the learner to a position where he or she can develop personally and culturally relevant strategies for their workplace situation This book will serve as a resource for persons in culturally diverse work situations whether it be business education health or a broad array of other public and private organizations Sheldon Varney University of Hawaii at Manoa **National Library of Medicine Current Catalog**

National Library of Medicine (U.S.), **Media Effects** Jennings Bryant,Mary Beth Oliver,2009-01-13 With contributions from some of the finest scholars in the discipline Media Effects serves not only as a comprehensive reference volume for media effects study but also as an exceptional textbook for advanced courses in media effects Covering the breadth of the media effects arena this third edition provides updated material as well as new chapters focusing on effects of mobile media and other technologies As this area of study continues to evolve Media Effects will serve as a benchmark of theory and research for current and future generations of scholars *Psychology Library Editions: Emotion* Various,2022-07-30

Emotion or affect is a cross disciplinary subject in psychology Psychology Library Editions Emotion makes available again twelve previously out of print titles that were originally published between 1976 and 1999 either as a set or as individual volumes in your choice of print or ebook Written by a range of authors from diverse backgrounds and spanning different areas of psychology such as clinical cognitive developmental and social the volumes feature a variety of approaches and topics This is a great opportunity to trace the development of research in emotion from a number of different perspectives

The Handbook of Attitudes Dolores Albarracin,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 Basic Processes ,1994

Age of Propaganda Anthony R. Pratkanis,Elliot Aronson,2001-03-14 Examines the patterns motives and effects of mass persuasion discussing the history of propaganda how the message of propaganda is delivered and counteracting the tactics of mass persuasion Predicting Health Behaviour Conner, Mark,Norman, Paul,2005-07-01 Providing the theoretical

background and examples of how to apply the most common social cognition models to health behaviours this book thoroughly examines how to assess the advantages and disadvantages of using each of these models appropriately apply each model in practice adequately analyze and report the results and apply the models to change health behaviour

The Handbook of Communication Skills Owen Hargie, 2006-10-16 The Handbook of Communication Skills is recognised as one of the core texts in the field of communication This thoroughly revised and updated third edition arrives at a time of considerable growing interest in this area with recent research showing the importance of communication skills for success in many walks of life The book's core principle that interpersonal communication can be conceptualized as a form of skilled activity is examined in detail and a comprehensive transactional model of skilled communication is presented which takes into account current conceptual and research perspectives This book provides a comprehensive analysis of research theory and practice in the key skill areas of communication such as non verbal communication persuasion leadership assertiveness self disclosure listening and negotiation Each chapter is written by a recognised authority in that particular specialism among them world leaders in their particular fields In the ten years since the last edition a large volume of research has been published and the text has been comprehensively updated by reviewing this wealth of data In addition a new chapter on persuasion has been added one of the areas of most rapid growth in social psychology and communication The Handbook of Communication Skills represents the most significant single contribution to the literature in this domain It will be of continued interest to researchers and students in psychology and communication as well as in a variety of other contexts from vocational courses in health business and education to many others such as nursing and social work whose day to day work is dependent on effective interpersonal skills

The SAGE Handbook of Advertising Gerard J Tellis, Tim Ambler, 2007-10-24 In this era of snackable content which satisfies only in the moment it's great to have a comprehensive Advertising Handbook which one can consult repeatedly The references are comprehensive and the Handbook opens up many key areas for practitioners Hamish Pringle Director General IPA Finally a Handbook of Advertising that brings the field up to date I am impressed with its comprehensive coverage of topics and the distinguished specialists who have shared their key findings with us Philip Kotler Kellogg School of Management When trying to make sense of the mystifying world of advertising academics and practitioners often seem to inhabit separate universes Not in this Handbook For once the best brains from each side genuinely collude with constructive results Wise agencies will read it before their clients do Sir Martin Sorrell CEO WPP This mighty tome brings together a vast range of views of advertising based on deep experience and scholarship For practitioners and academics alike it will be a voyage of discovery and enlightenment Lord Maurice Saatchi Chairman M C Saatchi This magnificent volume captures all we need to know about how advertising works and its context Baroness Peta Buscombe Director General Advertising Association London Advertising is a field that has attracted a great deal of academic attention but to date there has been no summarising of the state of the art of research This far reaching and

scholarly Handbook is edited by two highly respected and trusted thinkers in the field and includes contributions from leading academics based in both the UK and the USA Tim Ambler and Gerald J Tellis archive their aim of setting advertising and the theory that underpins it in its historical and societal context show casing the most significant advertising research questions of our time and pointing readers in the direction of future avenues for fruitful investigation The SAGE Handbook of Advertising would be a welcome addition to any marketing academics bookshelf **Attitude Structure and Function**

Anthony R. Pratkanis, Steven J. Breckler, Anthony G. Greenwald, 2014-03-18 Utilizing new wave research including new psychological theories new statistical techniques and a stronger methodology this collection unites a diversity of recent research perspectives on attitudes and the psychological functions of an attitude The objective of the editors was to bring together the bits and pieces of validated data into one systematic and adequate set of general principles leading to the view of attitudes as predictions As the volume reformulates old concepts explores new angles and seeks a relationship among various sub areas it also shows improvements in the sophistication of research designs and methodologies the specifications of variables and the precision in defining concepts **Moral Development, Self, and Identity** Daniel K. Lapsley, Darcia Narvaez, 2004-04-26 This volume examines the psychological social relational and cultural foundations of the most basic moral commitments It begins by looking at the seminal writings of Augusto Blasi whose writings on moral cognition the development of self identity and moral personality have transformed the research agenda in moral psychology This work is now the starting point of all discussion about the relationship between self and morality the developmental grounding of the moral personality and the moral integration of cognition emotion and behavior Indeed it is now widely believed that organizing self understanding around basic moral commitments is crucial to the formation of a moral identity which in turn underwrites moral conduct Using Blasi's work as a point of departure a distinguished interdisciplinary and international group of scholars have contributed essays summarizing their own theoretical and empirical research on these topics This book features new theories of moral functioning that range across several psychological literatures including social cognition cognitive science and personality development Examining the social relational communitarian and cultural aspects of moral self identity it provides a comprehensive account of moral personality Uniformly integrative field expanding and on the cutting edge of research on moral development and personality the book appeals to scholars developmental theorists and graduate students interested in issues of moral development education and behavior as well as cognitive development theory

The Psychology of Attitudes and Attitude Change Greg Maio, Geoffrey Haddock, 2015-01-30 What are your attitudes on climate change Do you have opinions on how political parties should be funded Or indeed celebrity misadventure Written by two world leading academics in the field of attitudes research this textbook gets to the very heart of this fascinating and far reaching field In the 2nd Edition Greg Maio and Geoffrey Haddock expand on how scientific methods have been used to better understand attitudes and how they change with updates to reflect the most recent findings With the aid of a few

helpful metaphors the text provides readers with a grasp of the fundamental concepts for understanding attitudes and an appreciation of the scientific challenges that lay ahead With plenty of learning aids to help with revision and a new companion website this textbook is a valuable resource for anyone interested in learning or teaching about attitudes Key features of the new edition Key Terms Key Points and a Glossary Research Highlights that illustrate interesting and important case studies and their findings Useful recaps of What we have learned and What do you think questions at the end of chapters to get students thinking A new Companion Website study sagepub com maiohaddock with useful material for both instructors and students Handbook of Economic Psychology W.F. Van Raaij,G.M. van Veldhoven,K.E.

Wärneryd,2013-03-09 The idea to publish a Handbook of Economic Psychology came up as a natural consequence of a discussion concerning appropriate reading material for courses in economic psychology The discussion took place a few years ago in the Department of Economic Psychology at Tilburg University The Netherlands It was noted that there was a surprising lack of collections of pertinent readings to say nothing about the lack of textbooks in the English language So the present editors who had been involved in the discussion decided to start working on a Handbook The situation has changed quite a lot since then There are now a number of books internationally available in the English language in economic psychology or behavioral economics The interest in this field of study is expanding quite impressively The Journal of Economic Psychology is now 1988 in its ninth volume and many other journals are publishing articles in the field The application of psychological theories and methods to economic problems or the study of economic experiences and behavior is variously referred to as economic psychology or behavioral economics While in principle we do not want to overdo the differences between the two we have a feeling that economic psychology has a slightly stronger flavor of psychology than behavioral economics which in its turn seems to be closer to economics Psychologists tend to feel more at home in economic psychology while economists seem to favor behavioral economics **Attitudes and Attitude Change** Tobias Vogel,Michaela

Wanke,2016-04-14 Attitudes have been a central topic in social psychology from its early beginnings But what exactly are attitudes where do they come from and how can they be modified The overall aim of Attitudes and Attitude Change is to provide students with a comprehensive and accessible introduction to these basic issues in the psychological study of attitudes In four parts readers learn about how attitudes can be measured how attitudes are shaped in the course of life how they are changed by other people and finally how attitudes in turn affect our thoughts and behavior This completely revised and updated second edition covers many recent developments and reports cutting edge research while also addressing the classic findings and theories that advanced the field In addition to integrating the newly emerged topics of implicit attitudes and recent models regarding the coexistence of explicit and implicit attitudes this edition also adds chapters on social influence and resistance to persuasion This comprehensive and user friendly book carefully balances theoretical underpinnings and empirical findings with applied examples to enable readers to use the insights of attitude research for

practical applications Critical discussions also instigate readers to develop their own thinking on key topics

Contemporary Perspectives on the Psychology of Attitudes Geoffrey Haddock, Gregory R. Maio, 2004-09-01 What is an attitude How do different research approaches characterise attitude and its applications in social psychology The Attitude concept has long formed an indispensable construct in social psychology In this volume internationally renowned contributors review contemporary developments in research and theory to capture the current metamorphosis of this central concept This book draws together the latest developments in the field to provide a scholarly and accessible overview of the study of attitudes examining the implications for its position as a paradigm of social psychological understanding Dividing the subject into two main parts this book first addresses the structural and behavioural properties of attitudes including the affective cognitive structure of attitudes the nature of attitude ambivalence and intention behaviour relations The second section focuses on representational and transformational processes such as meta cognitive attitudinal processes the role of implicit and explicit attitudinal processes cultural influences and attitude change In a third concluding section the editors draw together these contemporary perspectives and elaborate on their impact for future theorising and research into attitudes Empirically supported throughout this collection represents a timely integration of the burgeoning range of approaches to attitude research It will be of interest to social psychologists sociologists political scientists and researchers with an interest in attitudinal phenomena

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