
Festinger L 1957 A Theory Of Cognitive Dissonance

Elsevier's Dictionary of Psychological Theories

Sozialpsychologie - Quellen zu ihrer Entstehung und Entwicklung

Being Human: Relationships and You

Annals of Theoretical Psychology

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KYLAN RISHI

Elsevier's Dictionary of Psychological Theories
Stanford University Press
Providing an accessible integration of theory and research methods, this text prepares students to critically analyze persuasive appeals and to design effective messages

and campaigns. The book draws on key ideas from both communication and social psychology to explore the mutual influence of cognitive and affective processes and the characteristics and production of messages. It gives the reader a solid grasp of foundational issues in persuasion research, the core components of persuasive

transactions, and major theoretical models. Instructive concrete examples illustrate applications of the concepts in such settings as health promotion, political campaigns, the courtroom, and advertising. ÿ New to This Edition *Engaging topic boxes on college drinking, attitudes about same-sex marriage, the "birther"

movement, and other timely issues. *New or expanded discussions of the integrative model of behavioral prediction, the use of guilt appeals, social media, individualized tailoring of political messages, and numerous other topics. *The latest data and theoretical perspectives. *Epilogue on current and future trends in the field.
Sozialpsychologie –
 Quellen zu ihrer
 Entstehung und
 Entwicklung SAGE
 Social psychology remains unbalanced as long as we

study human behaviour exclusively 'from the outside', leaving out of account people's own reasons for acting as they do. Originally published in 1982, the result of the author's emphasis on the cognitive dimension is a much more complete and well-rounded textbook of social psychology than had previously been available. Beginning with an exploration of the various models that have been suggested to explain the whole range of social behaviour, the book goes on to argue that

consistency – comparability, similarity, congruity – is the principle by which social behaviour can best be explained. It goes into the cognitive processes that determine social attitudes, ascription of certain characteristics to individuals, and the attraction we feel to some people but not others. It also shows how these processes can be extended and affected by group membership. Consistency is important, the author believes, because it allows the maximum prediction of

others' behaviour and guidance of our own. These functions are demonstrated by observing failures of consistency, such as occur in humour and in negative self-esteem, and the author examines these inconsistencies in a final chapter.

Being Human: Relationships and You
Springer Science & Business Media
Psychology Library
Editions: Social Psychology (30-volume set) brings together an eclectic mix of titles from

a wealth of authors with diverse backgrounds, seeking to understand human behaviour and interaction from a socio-psychological perspective. The series of previously out-of-print titles, originally published between 1908 and 1993, includes those from some authors considered to be founders of social psychology and traces the development of the subject from its early foundations.
Annals of Theoretical Psychology
Psychology Press

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.

Lay Epistemics and Human Knowledge John Wiley & Sons

In attempting to understand and explain various behaviour, events, and phenomena in their field, psychologists have developed and enunciated an enormous number of 'best guesses' or theories concerning the phenomenon in question. Such theories involve speculations and statements that range on a potency continuum from 'strong' to 'weak'. The term theory, itself, has been conceived of in various ways in the psychological literature. In the present dictionary,

the strategy of lumping together all the various traditional descriptive labels regarding psychologists 'best guesses' under the single descriptive term theory has been adopted. The descriptive labels of principle, law, theory, model, paradigm, effect, hypothesis and doctrine are attached to many of the entries, and all such descriptive labels are subsumed under the umbrella term theory. The title of this dictionary emphasizes the term theory (implying both

strong and weak best guesses) and is a way of indication, overall, the contents of this comprehensive dictionary in a parsimonious and felicitous fashion. The dictionary will contain approximately 2,000 terms covering the origination, development, and evolution of various psychological concepts, as well as the historical definition, analysis, and criticisms of psychological concepts. Terms and definitions are in English. *Contains over 2,000 terms covering the

origination, development and evolution of various psychological concepts *Covers a wide span of theories, from auditory, cognitive tactile and visual to humor and imagery *An essential resource for psychologists needing a single-source quick reference

Social Psychology Springer

This book represents a new look at social psychology and relationships for the discerning reader and university student. The title of the book argues

forcefully that the very nature of being human is defined by our relationships with others, our lovers, family, and our functional or dysfunctional interactions. Written in easy to follow logical progression the volume covers all major topical areas of social psychology, with results of empirical research of the most recent years included. A common project between American and European social psychologists the book seeks to build a bridge between research findings

in both regions of the world. In doing so the interpretations of the research takes a critical stand toward dysfunction in modern societies, and in particular the consequences of endless war and repression. Including topics as varied as an overview of the theoretical domains of social psychology and recent research on morality, justice and the law, the book promises a stimulating introduction to contemporary views of what it means to be human. A major emphasis

of the book is the effect of culture in all major topical areas of social psychology including conceptions of the self, attraction, relationships and love, social cognition, attitude formation and behavior, influences of group membership, social influence, persuasion, hostile images, aggression and altruism, and moral behavior. *Social Psychology* BoD - Books on Demand Since the 1970s the cognitive sciences have offered multidisciplinary ways of understanding

the mind and cognition. The MIT Encyclopedia of the Cognitive Sciences (MITECS) is a landmark, comprehensive reference work that represents the methodological and theoretical diversity of this changing field. At the core of the encyclopedia are 471 concise entries, from Acquisition and Adaptationism to Wundt and X-bar Theory. Each article, written by a leading researcher in the field, provides an accessible introduction to an important concept in the cognitive sciences, as

well as references or further readings. Six extended essays, which collectively serve as a roadmap to the articles, provide overviews of each of six major areas of cognitive science: Philosophy; Psychology; Neurosciences; Computational Intelligence; Linguistics and Language; and Culture, Cognition, and Evolution. For both students and researchers, MITECS will be an indispensable guide to the current state of the cognitive sciences.

Social Psychology
Springer Science & Business Media
Originally published: Evanston, Ill.: Row, Peterson, c1957.
Social Cognitive Psychology CRC Press
Fully cross-referenced and source-referenced, this dictionary contains over 1200 entries consisting of terms concerning laws, theories, hypotheses, doctrines, principles, and effects in early and contemporary psychological literature. Each entry consists of the definition/description of

the term with commentary, followed by a number of cross-referenced, related terms, and by chronologically-ordered source references to indicate the evolution of the term. An appendix provides supplementary material on many laws and theories not included in the dictionary itself and will be helpful to students and scholars concerned with specialty areas in psychology.

Theorie der kognitiven Dissonanz SAGE

The Disappearance of the Social in American Social

Psychology is a critical conceptual history of American social psychology. In this challenging work, John Greenwood demarcates the original conception of the social dimensions of cognition, emotion and behaviour and of the discipline of social psychology itself, that was embraced by early twentieth-century American social psychologists. He documents how this fertile conception of social psychological phenomena came to be progressively

neglected as the century developed, to the point that scarcely any trace of the original conception of the social remains in contemporary American social psychology. In a penetrating analysis. Greenwood suggests a number of subtle historical reasons why the original conception of the social came to be abandoned, stressing that none of these were particularly good reasons for the neglect of the original conception of the social. By demonstrating the historical contingency

of this neglect, Greenwood indicates that what has been lost may once again be regained. *The Disappearance of the Social in American Social Psychology* Routledge This definitive resource in social psychology includes engaging study tools designed to help students grasp the underlying theories and the latest research in the field. In the 7th edition of *An Introduction to Social Psychology*, students will discover a wealth of tools to help them understand the theories and

fundamental knowledge in the ever-evolving field of social psychology. With contributions leading psychologists, this feature-rich edition includes Theory Boxes, Research Close-ups, and Lab Boxes to help cement students' understanding of the study material. This essential study guide has been engaging and educating students on social psychology theories and research for over 34 years. For students entering into the world of social psychology for the first time, this book

covers foundational topics, such as: ● The history of social psychology throughout Europe ● Updated research methods and newly developed theories ● In-depth looks at social cognition, aggression, prosocial behavior, and relationships ● Strategies for changing attitude and behavior ● Critical study materials for multiple-choice testing The combination of traditional academic study with cohesion of topics, accessibility of material, and pedagogy in this 7th

edition makes it a definitive resource for both instructors and beginning psychology students alike.

Consistency in Cognitive Social Behaviour Guilford Publications

This textbook provides a thorough insight into the discipline of social psychology, creating an integrative and cumulative framework to present students with a rich and engaging account of the human social experience. From a person's momentary impulses to a society's

values and norms, the diversity of social psychology makes for a fascinating discipline, but it also presents a formidable challenge for presentation in a manner that is coherent and cumulative rather than fragmented and disordered. Using an accessible and readable style, the author shows how the field's dizzying and highly fragmented array of topics, models, theories, and paradigms can best be understood through a coherent conceptual narrative in

which topics are presented in careful sequence, with each chapter building on what has already been learned while providing the groundwork for understanding what follows in the next chapter. The text also examines recent developments such as how computer simulations and big data supplement the traditional methods of experiment and correlation. Also containing a wide range of features, including key term glossaries and

compact "summing up and looking ahead" overviews, and covering an enormous range of topics from self-concept to social change, this comprehensive textbook is essential reading for any student of social psychology.

An Introduction to Social Psychology Psychology Press

The Science of Attitudes is the first book to integrate classic and modern research in the field of attitudes at a scholarly level. Designed primarily for advanced

undergraduates and graduate students, the presentation of research will also be useful for current scholars in all disciplines who are interested in how attitudes are formed and changed. The treatment of attitudes is both thorough and unique, taking a historical approach while simultaneously highlighting contemporary views and controversies. The book traces attitudes research from the inception of scientific study following World War

II to the issues and methods of research that are prominent features of today's research. Researchers in the field of attitudes will be particularly interested in classic and modern research on the organization, structure, strength and function of attitudes. Researchers in the field of persuasion will be particularly interested in work on attitude change focusing on propositional and associative learning, metacognition and dynamic theories of

dissonance, balance and reactance. The book is designed to present the integration of the properties of the attitude with the dynamic considerations of attitude change. The Science of Attitudes is also the first book on attitudes to devote entire chapters to work on implicit measurements, resistance to persuasion, and social neuroscience.

Systemic Decision Making
Routledge

In the fall of 1983, we began to organize a symposium entitled

"General Social Psychological Theories of Group Behavior." Our goal was to encourage the extension and application of basic current social psychology to group behavior. The symposium was presented in the spring of 1984 at the Eastern Psychological Association convention in Baltimore and the interest that it generated led to discussions with colleagues and friends about similar efforts by social psychologists, eventually resulting in the present book. Some

clarification about the contents is in order. First, the theories presented here are clearly social psychological in scope and level of analysis, as discussed in the Introduction (Chapter 1). However, we are not trying to encompass sociological, anthropological, political, or historical theoretical approaches to group behavior. Second, while the theories comprise a wide-ranging and representative, if not quite exhaustive, selection of social

psychological theories of group behavior, there are some interesting and general perspectives that are not represented. For example, one perspective that is conspicuous by its absence is some variant of learning theory. Aside from the rare, notable exception (e.g., Buss, 1979), little work currently is being done on group behavior from a learning theoretic perspective. Our inclusion or exclusion of a theory reflects our judgment regarding its currency and accessibility to social

psychological researchers. The Science of Attitudes Springer Science & Business Media This expanded second edition of the 2014 textbook features dedicated sections on action and observation, so that the reader can combine the use of the developed theoretical basis with practical guidelines for deployment. It also includes a focus on selection and use of a dedicated modeling paradigm - fuzzy cognitive mapping - to

facilitate use of the proposed multi-methodology. The end goal of the text is a holistic, interdisciplinary approach to structuring and assessing complex problems, including a dedicated discussion of thinking, acting, and observing complex problems. The multi-methodology developed is scientifically grounded in systems theory and its accompanying principles, while the process emphasizes the nonlinear nature of all complex problem-solving

endeavors. The authors' clear and consistent chapter structure facilitates the book's use in the classroom.

Cognitive Dissonance 153
Success Secrets - 153
Most Asked Questions on Cognitive Dissonance -
What You Need to Know
 BRILL
 500,000 students later Gross continues to set the standard for Psychology textbooks. This thoroughly updated edition is colourful, engaging, and packed with features that help students to understand

and evaluate classic and contemporary Psychology. Gross is the 'bible' for students of Psychology and anyone in related fields such as Counselling, Nursing and Social Work who needs a reliable, catch-all text. All the major domains of Psychology are covered in detail across 50 manageable chapters that will help you get to grips with anything from the nervous system to memory, from attachment to personality, and everything in-between. A final section on issues and

debates allows students to cast a critical eye on the research process, to explore the nature of Psychology as an evolving science, and understand some of the ethical issues faced by Psychologists. - Brings contemporary Psychology alive with brand new double-page features which showcase contributions from Psychology's leading figures - Packed with features: Introductions and Summaries, Ask Yourself Questions, Key Studies, Critical and Cross-Cultural material -

Improved coverage throughout of work from neuroscience, neuropsychology and evolutionary psychology - Covers everything you need to know, in the depth in which you need to know it - Explicitly links different areas of Psychology to help more able students get better grades. New for this edition, Gross is supported by an extensive and interactive Dynamic Learning resource package. Just as Gross the book 'does everything', this

comprehensive online resources package will help students to learn, and course leaders to deliver that learning. A free Dynamic Learning resources website supports students in revision, essay writing, and matching the book content to their course. A separately available set of multimedia-rich online resources can be tailored to the varied needs of course leaders.

Psychology: The Science of Mind and Behaviour 6th Edition
Elsevier

Whatever your reasons, kind reader, for reading these words,-what ever your premises about forewords, whatever the epistemic motivation with which you approach them-let me urge you to turn immediately to Kruglanski's first chapter and skim it. If any enthusiasm for social psychology flows in your veins, you will certainly proceed then to read further in this important book. It represents some dozen years of Arie's thought and of his and his colleagues' research. Its

intellectual scope covers 50 years of social psychology—from attitudes and attitude change, to balance, dissonance, and the various other cognitive consistency theories, to causal attribution, and to current cognitive social psychology. Social psychologists have recently begun to leave the fireside coziness of scribbling textbook catalogues of our field and to venture out into the cold, outdoor adventure of detecting (or creating?) its underlying

structure. Of these attempts at providing scope plus order, Kruglanski's must surely be the most ambitious. For his is no mere overarching theory, which, like a circus tent over a diverse set of sideshows, covers everything but does little to provide thematic structure. Rather, Kruglanski tries to produce a basic reorganization of our thinking about social psychology. To use his LEGO blocks metaphor for the modification of

knowledge structures, he attempts to dismantle the current assembly of elements of our field and reassemble them into a simpler and more coherent configuration. [The Science of Social Influence](#) Bloomsbury Publishing USA
The eagerly anticipated second edition of this popular textbook captures the excitement and relevance to everyday life of the fascinating and fast-moving field of social psychology. This book is a comprehensive and lively guide to the subject that

extensively reappraises classic studies, highlights cutting-edge areas of research and provides fascinating examples of how social psychological theory and research apply to a wide range of real-world issues such as fake news, internet addiction and cyberbullying. Innovative interactive features, including 'exploring further' activities, 'applying social psychology' exercises and 'student project spotlights', place the student experience at the heart of this book. Its

engaging and inclusive approach helps students to develop a strong and nuanced understanding of key topics in social psychology and also encourages broader skills that will help not only in their studies but their future careers. This is the ideal textbook for students studying social psychology. New to this Edition: - Thoroughly revised to highlight the most up-to-date research in the discipline and re-appraise classic studies, theories and perspectives on topics such as

obedience, bystander intervention and the Stanford Prison Experiment. - The introductory chapter includes a new guide to critical thinking which outlines theory and research on what critical thinking involves and provides useful guidance for students on how to become effective critical thinkers. - Important coverage of the reproducibility of social psychological research. - More examples of how social psychological theory and research apply

to current real-world issues such as fake news, internet addiction, human-animal relations, intergroup conflict, cyberbullying and politics.
 - Up-to-date coverage of the impact of online communication and social media on social psychological phenomena. - A distinctive final chapter summarising key points of wisdom in social psychology and skills that students can gain from their studies.
Social Psychology MIT Press

Psychology recognises no borders. The relationships between people and the groups they form are determined by similar principles no matter where in the world they come from. This book has been written to introduce students from all countries and backgrounds to the exciting field of social psychology. Recognising the limitations that come from studying the subject through the lens of any one culture, James Alcock and Stan Sadava have crafted a truly

international social psychology book for the modern era. Based on classic and cutting-edge scholarship from across the world, An Introduction to Social Psychology encourages mastery of the basics as well as critical thinking. Incorporating relevant insights from social neuroscience, evolutionary theory and positive psychology, it offers: Chapters on crowd behaviour and applied social psychology
 Discussion of new means of social interaction,

including social media
Relevant insights from
social neuroscience,
evolutionary theory and
positive psychology A

companion website
features extensive
additional resources for
students and instructors

**Dictionary of Theories,
Laws, and Concepts in
Psychology** Springer
Theorie der kognitiven
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