

# Festinger L 1957 A Theory Of Cognitive Dissonance

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## CARLO JAZLYN

**When Prophecy Fails** 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.   
 • 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.

**Revisiting the Classic Studies** Springer

Leading experts from all areas of social psychology contribute to a discussion of new scientific methods and analytic techniques and look at research advances in their respective specialties.

*Mind, Body and Environment* Psychology Press

This monograph is essentially the outcome of corporate endeavour on the part of members of the Committee on Public Education of the International Union against Cancer, from the decision taken in September 1963, via a lengthy and arduous reworking of the first draft in Philadelphia in 1964 to its final editorial meeting in September 1965. In between there has been a continuous exchange of ideas, suggestions, advice and material for inclusion. Nevertheless, as chairman I should be remiss if I did not acknowledge the Committee's indebtedness to Mr. MICHAEL S. GOOD STADT, formerly of the University of Manchester, who worked with me in Manchester and undertook the painstaking search of sources of published information and compiled the draft on which this monograph is based. If there are omissions from the bibliography, it is not for want of industry in seeking them out: our difficulty has been to obtain original material from certain sources. We hope

that the material assembled here will both offer useful guidance to those engaged in public education about cancer and provide a baseline from which future research in this neglected field may stem. Committee on Public Education International Union Against Cancer Chairman: JOHN WAKEFIELD, U. K. Members: Dr F. DE AMESTI, Chile, Mr. A. J. BROWN, Australia, Dr. J. COURTIAL, France, Mr. T. CRAMER, Denmark, Dr. L. MEINSMA, The Netherlands, Dr. R. A. MUSTARD, Canada, Dr. L. V. ORLOVSKY, U. S. S. R. , Dr. J. C.

*Groupthink* Psychology Press

The aim of the Series is to publish and promote the highest quality of writing in European social psychology. The Editor and the Editorial Board encourage publications which approach social psychology from a wide range of theoretical perspectives and whose content may be applied, theoretical or empirical. The authors of books in the Series should be affiliated to institutions that are located in countries which would qualify for membership of the Association. All books will be published in English, and translations from other European languages are welcomed. Please submit ideas and proposals for books in the Series to Rupert Brown at the above address.

*A Theory of Cognitive Dissonance* Springer Science & Business Media

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.

**Illusions of Reality** Xlibris Corporation

Challenging current notions in self-esteem literature, this volume offers new insights into efficacy, agency, and self-esteem as well as the influence of these constructs on psychological well-being.

The contributions by prominent researchers contain substantial new theoretical and empirical research that focuses on a wide range of personality and motivational phenomena.

**Progress on a Pivotal Theory in Social Psychology** Taylor & Francis

Collects over seventeen hundred essays discussing subjects that include households, cybersexualities, illness behavior, and the culture of poverty.

**A Radical Dissonance Theory** Oxford University Press

For the first time in the history of social psychology, we have a handbook on the history of social psychology. In it, leading luminaries in the field present their take on how research in their own domains has unfolded, on the scientists whose impact shaped the research agendas in the different areas of social psychology, and on events, institutions and publications that were pivotal in determining the field's history. Social psychology's numerous subfields now boast a rich historical heritage of their own, which demands special attention. The Handbook recounts the intriguing and often surprising lessons that the tale of social psychology's remarkable ascendance has to offer. The historical diversity is the hallmark of the present handbook reflecting each of this field's domains unique evolution. Collectively, the contributions put a conceptual mirror to our field and weave the intricate tapestry of people, dynamics and events whose workings combined to produce what the vibrant discipline of social psychology is today. They allow the contemporary student, scholar and instructor to explore the historical development of this important field, provide insight into its enduring aims and allow them to transcend the vicissitudes of the zeitgeist and fads of the moment. The Handbook of the History of Social Psychology provides an essential resource for any social psychologist's collection.

**Elsevier's Dictionary of Psychological Theories** Emerald Publishing

This is a comprehensive, scholarly, and up-to-date survey of the field of social psychology for the new millennium. Basic and applied research is integrated, and the traditional emphasis on interpersonal processes is balanced with intergroup relations.

**Sociological Perspectives** Psychology Press

General persuasibility--a person's readiness to accept social influence from others irrespective of what he or she knows about the communicator or what it is that the communicator is advocating--is studied. Significant contributions on individual differences in persuasibility made by a number of psychologists associated with the Yale Communication and Attitude Change Program are brought together in this volume.

**The SAGE Handbook of Social Psychology** Wiley-Blackwell

In this incisive study of the biological and cultural origins of the human self, the author challenges readers to re-think ideas about the self and consciousness as being exclusive to humans. In their place, he expounds a metatheoretical approach to the self as a purposeful system of extended cognition common to animal life: the invisible medium maintaining mind, body and environment as an integrated 'field of being'. Supported by recent research in evolutionary and developmental studies together with related discoveries in animal behaviour and the neurosciences, the author examines the factors that have shaped the evolution of the animal self across widely different

species and times, through to the modern, technologically enmeshed human self; the differences between which, he contends, are relations of degree rather than absolute differences. We are, he concludes, instinctive and 'fuzzy individuals' clinging to fragile identities in an artificial and volatile world of humanity's own making, but which we now struggle to control. This book, which restores the self to its fundamental place in identity formation, will be of great interest for students and academics in the fields of social, developmental and environmental psychology, together with readers from other disciplines in the humanities, especially cultural theory and philosophy.

**Annals of Theoretical Psychology** Psychology Press

"A valuable compendium: broad in scope, rich in detail: It should be a most useful reference for students and teachers." This is how Alex Inkeles of Stanford University described this text. It is made more so in this paperback edition aimed to reach a broad student population in sociology and psychology. The new Introduction written by Rosenberg and Turner brings the story of social psychology up to date by a rich and detailed examination of trends and tendencies of the 1980s. Although social psychology is a major area of specialization in sociology and psychology, this text is the first comprehensive and authoritative work that looks at the subject from a sociological perspective. Edited by two of the foremost social psychologists in the United States, this book presents a synthesis of the major theoretical and empirical contributions of social psychology. They treat both traditional topics such as symbolic interaction, social exchange theory, small groups, social roles, and intergroup relations, and newer approaches such as socialization processes over the life cycle, sociology of the self, talk and social control, and the sociology of sentiments and emotions. The result is an absolutely indispensable text for students and teachers who need a complete and ready reference to this burgeoning field.

**Group Relations at the Crossroads** Elsevier

'Dr. Joel Cooper has been at the very forefront of research on dissonance theory for decades now. In this book, he provides a brilliant and engagingly-written review of the 50-year history of dissonance research and a masterful account of the ensuing developments in the theory. The book will be an outstanding resource for readers familiar with dissonance research and an enlightening introduction for those who are not' - Professor Russell H. Fazio, Ohio State University Why is it that people who smoke continue to do so knowing how bad it is for them? What drives people to committing adultery even though they inherently believe this is wrong? What's the outcome of this contradiction in the mind? Cognitive dissonance has been an important and influential theory since Leon Festinger published his classic work in 1957. It is known by every social psychologist, most psychologists of any stripe, and the lay public, making its way into such mainstream publications as The New York Times with increasing frequency and accuracy. Ultimately, dissonance has become one of the most popularly known expressions of social psychological insights, making its way into the literature in consumer, health and economic behavior, and has become a frequently used explanation of political behavior in the popular press and magazines. In marking the 50th anniversary of the theory's inception, Joel Cooper - arguably the scholar most associated with dissonance research in the past few decades - has presented a beautiful, modern and comprehensive analysis of the state of dissonance theory. This book charts the progress of dissonance theory, assessing its impact not only within our understanding of psychology but in everyday experiences as well. It should be important reading for students in social psychology, either undergraduate or graduate, but equally relevant to a host of other readers who need to understand or share the same passions for appreciating the significance of cognitive dissonance in the human psyche.

**Efficacy, Agency, and Self-Esteem** Routledge

Over the past century, educational psychologists and researchers have posited many theories to explain how individuals learn, i.e. how they acquire, organize and deploy knowledge and skills. The 20th century can be considered the century of psychology on learning and related fields of interest (such as motivation, cognition, metacognition etc.) and it is fascinating to see the various mainstreams of learning, remembered and forgotten over the 20th century and note that basic assumptions of early theories survived several paradigm shifts of psychology and epistemology. Beyond folk psychology and its naive theories of learning, psychological learning theories can be grouped into some basic categories, such as behaviorist learning theories, connectionist learning theories, cognitive learning theories, constructivist learning theories, and social learning theories. Learning theories are not limited to psychology and related fields of interest but rather we can find the topic of learning in various disciplines, such as philosophy and epistemology, education, information science, biology, and - as a result of the emergence of computer technologies -

especially also in the field of computer sciences and artificial intelligence. As a consequence, machine learning struck a chord in the 1980s and became an important field of the learning sciences in general. As the learning sciences became more specialized and complex, the various fields of interest were widely spread and separated from each other; as a consequence, even presently, there is no comprehensive overview of the sciences of learning or the central theoretical concepts and vocabulary on which researchers rely. The Encyclopedia of the Sciences of Learning provides an up-to-date, broad and authoritative coverage of the specific terms mostly used in the sciences of learning and its related fields, including relevant areas of instruction, pedagogy, cognitive sciences, and especially machine learning and knowledge engineering. This modern compendium will be an indispensable source of information for scientists, educators, engineers, and technical staff active in all fields of learning. More specifically, the Encyclopedia provides fast access to the most relevant theoretical terms provides up-to-date, broad and authoritative coverage of the most important theories within the various fields of the learning sciences and adjacent sciences and communication technologies; supplies clear and precise explanations of the theoretical terms, cross-references to related entries and up-to-date references to important research and publications. The Encyclopedia also contains biographical entries of individuals who have substantially contributed to the sciences of learning; the entries are written by a distinguished panel of researchers in the various fields of the learning sciences.

**An Introduction to Social Psychology** Springer

A brand-new Cognitive Dissonance Guide. In psychological science, 'cognitive dissonance' is the immoderate psychological pressure and discomfort Festinger, L. (1957). A Theory of Cognitive Dissonance. California: Stanford University Press. Accomplished by an single whoever contains 2 either further inconsistent faiths, plans, either principles at the similar time. This pressure and inconvenience might as well emerge inside an single whoever contains a faith and does a inconsistent activity either response. Festinger, L. (1962). Cognitive discord. Scientific American, 207(4), 93-107 For instance, an single is probable to encounter discord if he either she is hooked to smoking cigarettes and resumes to smoke notwithstanding trusting it is malign. There has never been a Cognitive Dissonance Guide like this. It contains 153 answers, much more than you can imagine; comprehensive answers and extensive details and references, with insights that have never before been offered in print. Get the information you need--fast! This all-embracing guide offers a thorough view of key knowledge and detailed insight. This Guide introduces what you want to know about Cognitive dissonance. A quick look inside of some of the subjects covered: Sunk-cost fallacy - Overly optimistic probability bias, Motivation - Cognitive dissonance theory, Parallel constraint satisfaction processes - Social psychology and parallel constraint satisfaction processes, Cognitive dissonance - Modeling in neural networks, Cognitive dissonance - Averse consequences vs. inconsistency (Cooper Fazio), Perfectionism (psychology) - Negative aspects, Compatibilism - Criticisms, Timeline of psychology - 1950s, Parallel constraint satisfaction processes - Dynamic model of attitude, Cognitive dissonance - Marketing, Social psychology - History, Theory - List of notable theories, Prejudice - Contemporary theories and empirical findings, Belief - How beliefs are formed, and much more...

**Concise Student Edition** American Psychological Association

This volume provides an overview of recent research on the nature, causes, and consequences of cognitive consistency. In 21 chapters, leading scholars address the pivotal role of consistency principles at various levels of social information processing, ranging from micro-level to macro-level processes. The book's scope encompasses mental representation, processing fluency and motivational fit, implicit social cognition, thinking and reasoning, decision making and choice, and interpersonal processes. Key findings, emerging themes, and current directions in the field are explored, and important questions for future research identified.

**The MIT Encyclopedia of the Cognitive Sciences (MITECS)** Cambridge University Press 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  
[Research findings and theoretical concepts](#) Pinter & Martin Publishers  
 In 1954 Leon Festinger, a brilliant young experimental social psychologist in the process of outlining a new theory of human behavior - the theory of cognitive dissonance - and his colleagues infiltrated a cult who believed the end of the world was only months away. How would these

people feel when their prophecy remained unfulfilled? Would they admit the error of their prediction, or would they readjust their reality to make sense of the new circumstances?  
[Lay Epistemics and Human Knowledge](#) SAGE Publications  
 Do traditional distinctions between "belief" and "knowledge" still make sense? How are differences between knowledge and belief understood in different cultural contexts? This book explores conflicts between various types of knowledge, especially between orthodox and heterodox knowledge systems, ranging from religious fundamentalism to heresies within the scientific community itself. Beyond addressing many fields in the academy, the book discusses learned individuals interested in the often puzzling spatial and cultural disparities of knowledge and clashes of knowledge.  
[Clashes of Knowledge](#) SAGE  
 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.

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