

The Deadline Effect: How to Work Like It's the Last Minute? Before the Last Minute

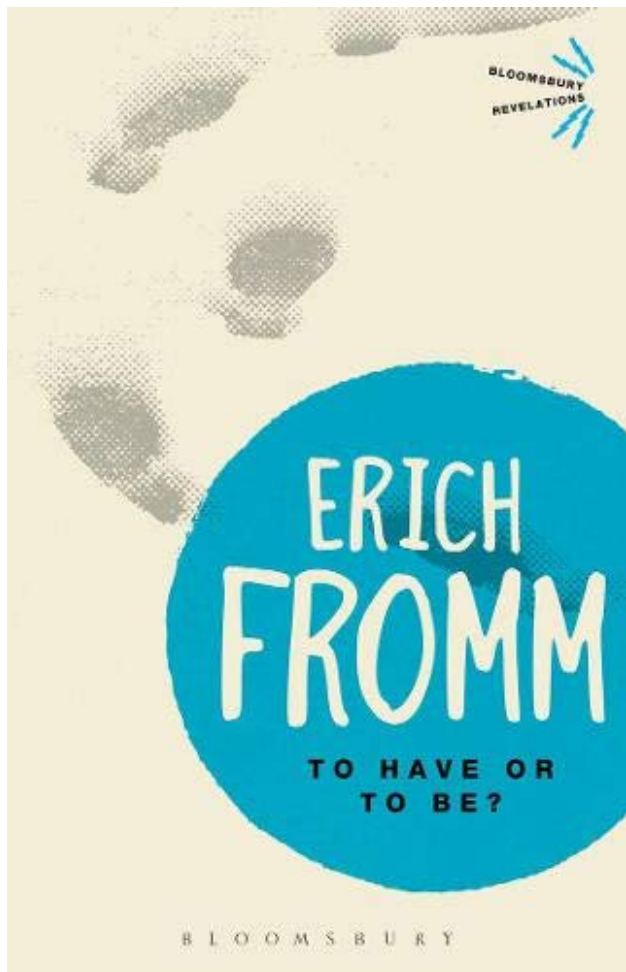
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Product Description



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Product Description

To Have Or to Be? is one of the seminal books of the second half of the 20th century. Nothing less than a manifesto for a new social and psychological revolution to save our threatened planet, this book is a summary of the penetrating thought of Eric Fromm. His thesis is that two modes of existence struggle for the spirit of humankind: the having mode, which concentrates on material possessions, power, and aggression, and is the basis of the universal evils of greed, envy, and violence; and the being mode, which is based on love, the pleasure of sharing, and in productive activity. To Have Or to Be? is a brilliant program for socioeconomic change.

C. Douglas Johnson, Ph.D.
Editor

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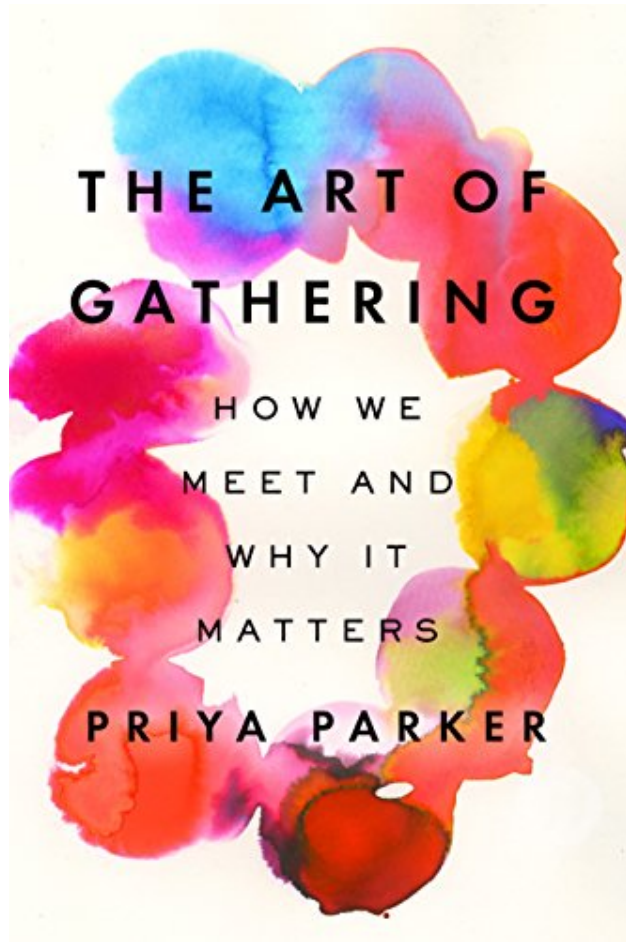
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Product Description

Social capital has been previously introduced using a mandala to provocatively evoke thoughts of a web of interconnections forming a pattern of relationships. This kaleidoscopic perspective remains true today as we continue to explore the complexities associated with the construct known as social capital. This construct is unique in its ability to span boundaries, engage multiple disciplines, and global contexts. The web involves individuals, organisations, communities, and societies; it analyses the dynamics involved as these various aspects interact with each other. The linkages have the capacity to bond or bridge individuals. As connections form, the depth and breadth of one's social capital morphs. This prompts a shift in perspective that offers new and fresh ideas and experiences. In this collection, we expand the constellations of networks as we move from theory, measurement and outcomes to explore various global perspectives, management strategies and their effectiveness. Indeed, most would agree that social capital emerged out of sociology. However, it has evolved into a mature field of study with lots of uncharted territory still open for exploration (eg: Kwon & Adler, 2014). This present collection is vast in the domains covered, methodologies employed, and perspectives presented. The strength of the book is its interdisciplinary, multilevel, and global approach to examining social capital.



The Art of Gathering: How We Meet and Why It Matters

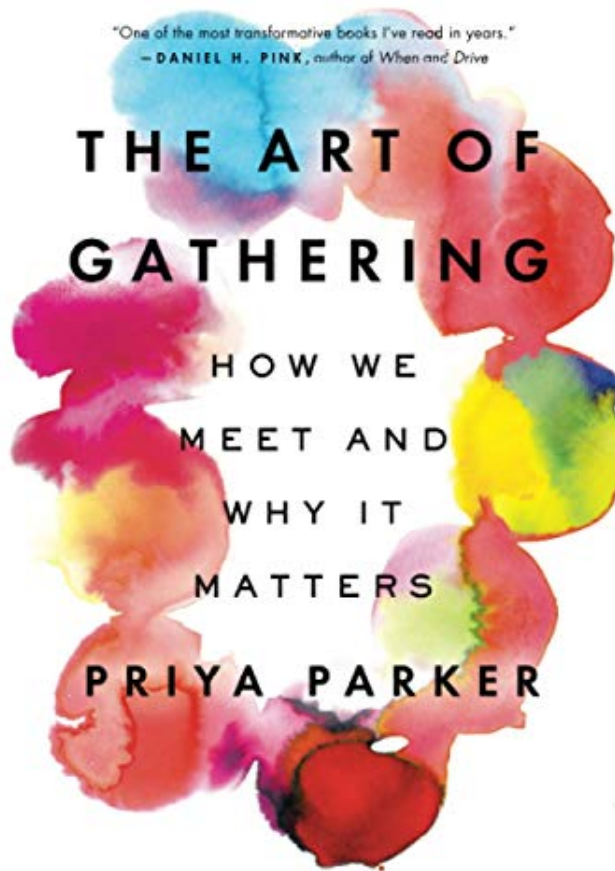
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Product Description



The Art of Gathering: How We Meet and Why It Matters

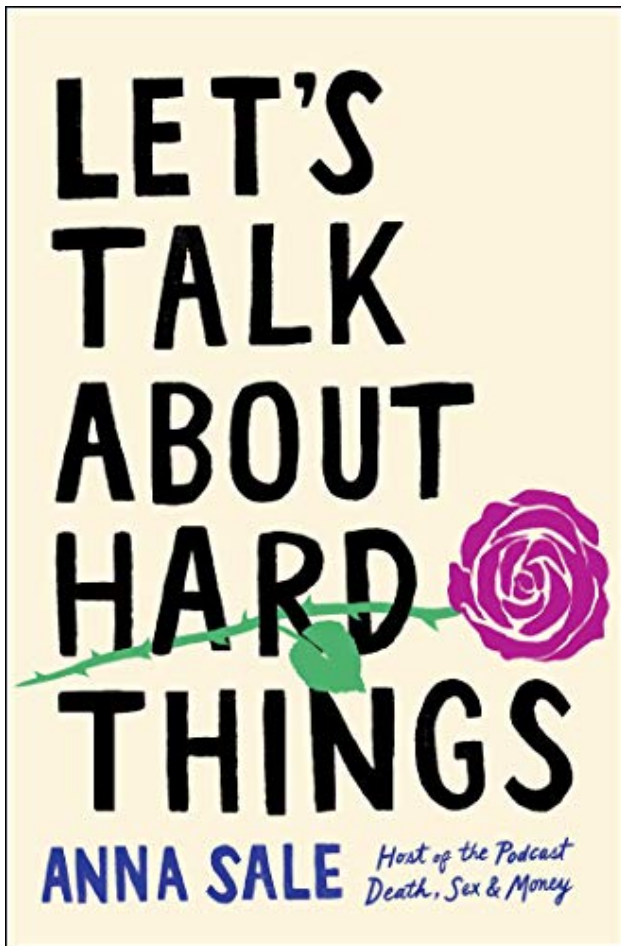
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Product Description



Let's Talk About Hard Things

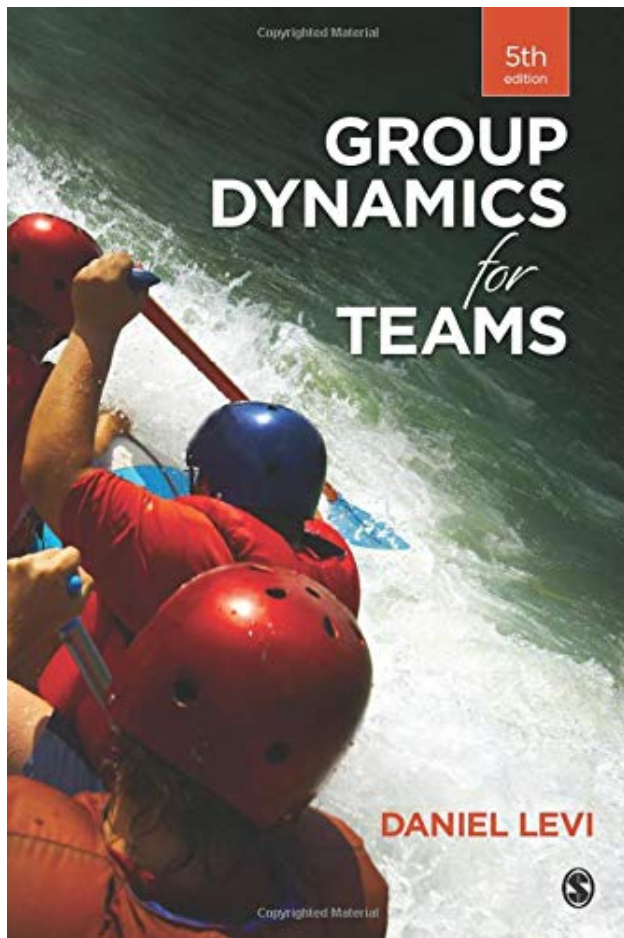
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Product Description



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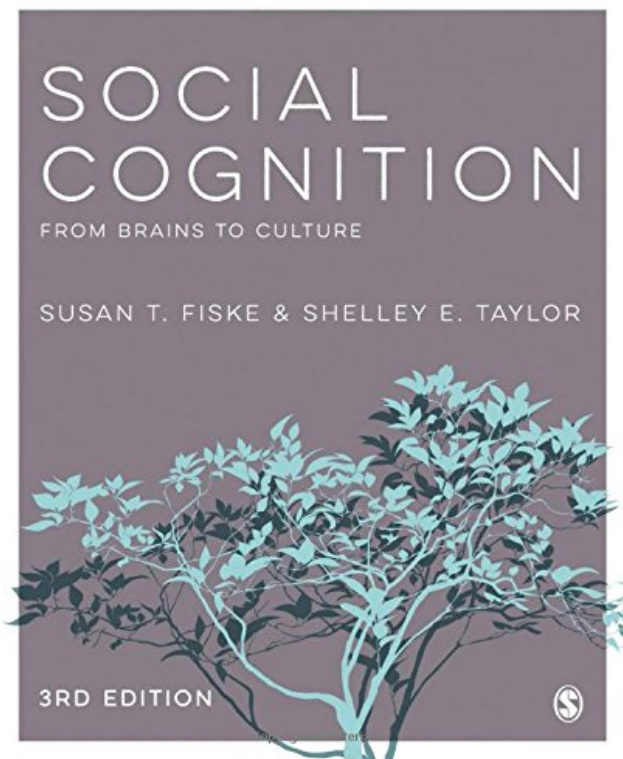
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Price: \$1,995.00

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Incorporating the latest research throughout, Daniel Levi's Fifth Edition explains the basic psychological concepts of group dynamics, focusing on their application with teams in the workplace. Grounded in psychology research and a practical focus on organizational behavior issues, this engaging book helps readers understand and more effectively participate in teams.



Social Cognition: From brains to culture

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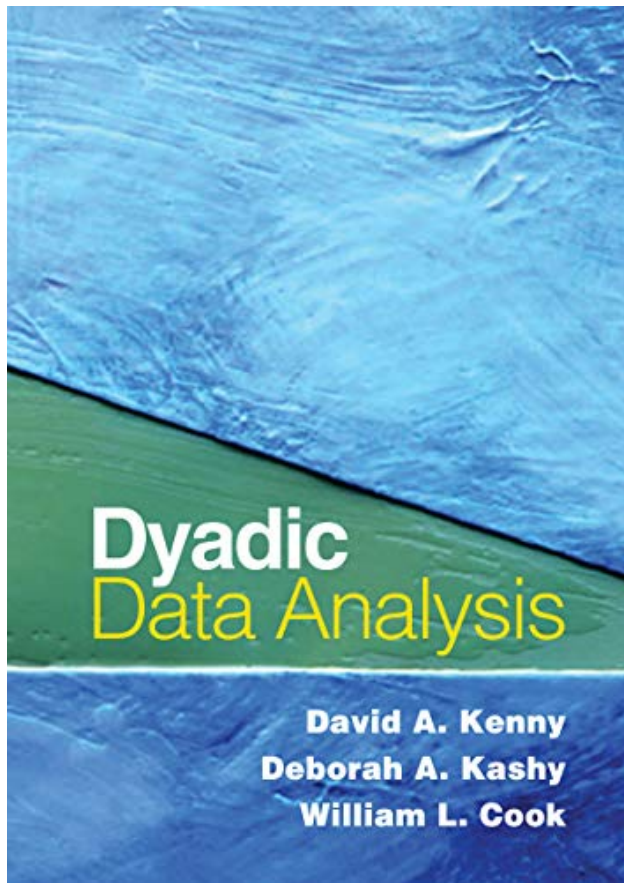
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Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

How do people make sense of each other? How do people make sense of themselves? Social cognition attempts to explain the most fundamental of questions. It looks at why other people are not simply 'objects' to be perceived and how the social world provides dramatic and complex perspectives on the Self and Others. The subtitle of this book 'From Brains to Culture' reflects the journey that Social Cognition has been on since it first emerged as a dynamic and forward-looking field of research within social psychology. Structured in four clear parts, Social Cognition: From Brains to Culture begins with a clear outline of the basic concepts before moving into more topical sections: understanding individual selves and others, followed by making sense of society. The authors finish by looking beyond cognition to affect and behaviour. Challenging and rigorous, yet strikingly accessible, this book is essential reading for all students of social psychology from undergraduate to post-graduate and beyond.



Dyadic Data Analysis (Methodology in the Social Sciences)

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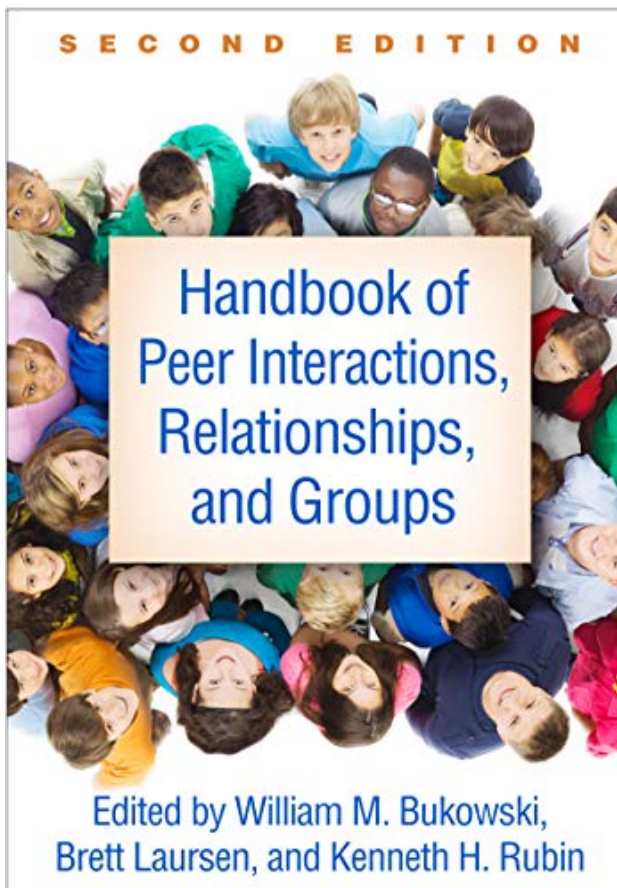
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Price: \$945.00

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Product Description

Interpersonal phenomena such as attachment, conflict, person perception, learning, and influence have traditionally been studied by examining individuals in isolation, which falls short of capturing their truly interpersonal nature. This book offers state-of-the-art solutions to this age-old problem by presenting methodological and data-analytic approaches useful in investigating processes that take place among dyads: couples, coworkers, parent and child, teacher and student, or doctor and patient, to name just a few. Rich examples from psychology and across the behavioral and social sciences help build the researcher's ability to conceptualize relationship processes; model and test for actor effects, partner effects, and relationship effects; and model and control for the statistical interdependence that can exist between partners. The companion website provides clarifications, elaborations, corrections, and data and files for each chapter.



Handbook of Peer Interactions, Relationships, and Groups, Second Edition

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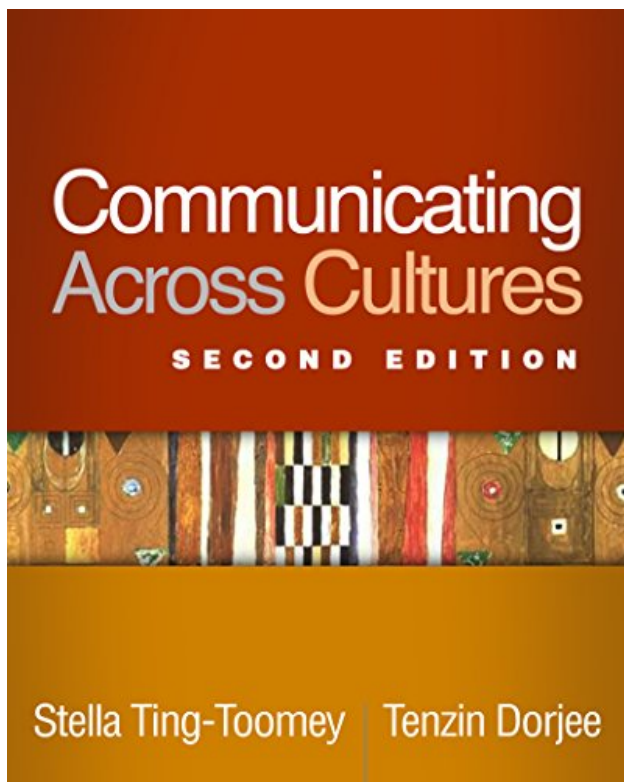
SKU: 9781462541218

Price: \$1,050.00

Categories: [Child & developmental psychology](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

The definitive handbook on peer relations has now been significantly revised with 55% new material. Bringing together leading authorities, this volume presents cutting-edge research on the dynamics of peer interactions, their impact on multiple aspects of social development, and the causes and consequences of peer difficulties. From friendships and romance to social withdrawal, aggression, and victimization, all aspects of children's and adolescents' relationships are explored. The book examines how individual characteristics interact with family, group, and contextual factors across development to shape social behavior. The importance of peer relationships to emotional competence, psychological well-being, and achievement is analyzed, and peer-based interventions for those who are struggling are reviewed. Each chapter includes an introductory overview and addresses theoretical considerations, measures and methods, research findings and their implications, and future directions. New to This Edition *Chapters on neuroscience, social media, social inequality, prosocial behavior with peers, and sociological approaches. *Expanded coverage of applied issues: chapters on interventions for socially withdrawn children, activity programs that promote positive youth development, and policy initiatives. *Chapters on same- and other-sex peer relationships, peer influence, educational environments, evolutionary models, the self-concept, personality, and animal studies. *Increased attention to variations in peer relations due to culture, gender, and race. *Many new authors and topics reflect a decade's worth of theoretical and methodological advances, including the growing use of complex longitudinal methods.



Communicating Across Cultures, Second Edition

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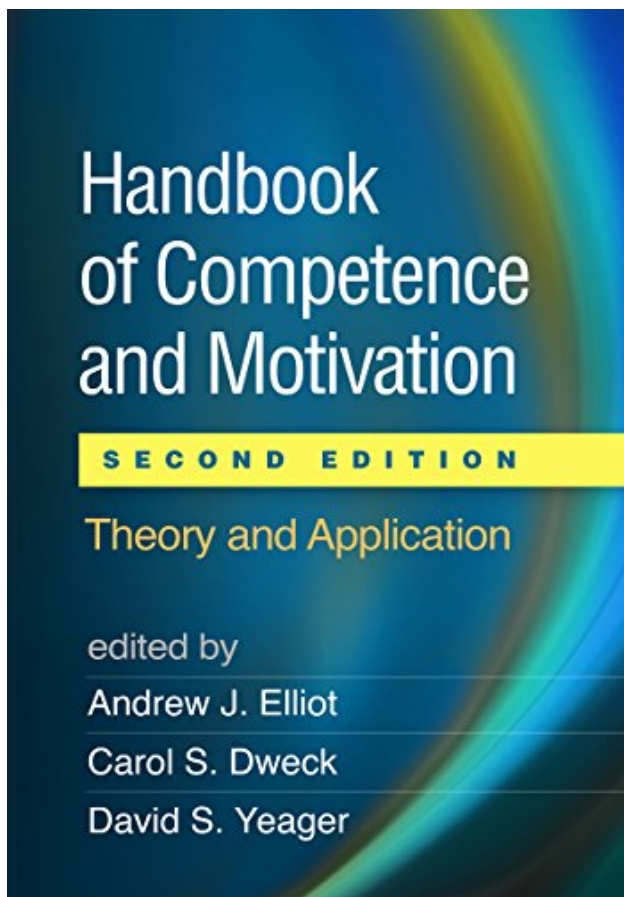
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Product Description

This highly regarded text--now revised and expanded with 50% new material--helps students and professionals build their knowledge and competencies for effective intercultural communication in any setting. The authors' comprehensive, updated theoretical framework (integrative identity negotiation theory) reveals how both verbal and nonverbal communication are affected by multilayered facets of identity. Written in a candid, conversational style, the book is rich with engaging examples illustrating cultural conflicts and misunderstandings that arise in workplace, educational, interpersonal, and community contexts. Readers learn how to transform polarized conversations into successful intercultural engagements by combining knowledge about culture with mindful listening and communication skills. New to This Edition *Extensively revised to reflect the ongoing development of integrative identity negotiation theory, nearly 20 years of research advances, the growing diversity of the United States, and global trends. *Chapter providing a mindfulness lens on intercultural and intergroup communication competence. *Chapter on culture shock in sojourners (international students, global businesspeople, and others). *Chapter on immigrants' acculturation processes. *Lively chapter-opening case examples, including compelling personal stories. *End-of-chapter summaries, Mindful Guidelines to put into practice, and critical thinking questions. *New and expanded discussions of hot topics: cross-cultural workplaces, community building, peace building, romantic relationships, prejudice and discrimination, microaggressions, and ethical issues.



Handbook of Competence and Motivation, Second Edition: Theory and Application

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SKU: 9781462536030

Price: \$1,155.00

Categories: [CLINICAL PSYCHOLOGY](#), [EDUCATION](#), [Educational psychology](#), [MEDICAL SCIENCE](#), [OTHER BRANCHES OF MEDICINE](#), [PSYCHOLOGY](#), [PSYCHOTHERAPY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

Now completely revised (over 90% new), this handbook established the concept of competence as an organizing framework for the field of achievement motivation. With an increased focus on connecting theory to application, the second edition incorporates diverse perspectives on why and how individuals are motivated to work toward competence in school, work, sports, and other settings. Leading authorities present cutting-edge findings on the psychological, sociocultural, and biological processes that shape competence motivation across development, analyzing the role of intelligence, self-regulated learning, emotions, creativity, gender and racial stereotypes, self-perceptions, achievement values, parenting practices, teacher behaviors, workplace environments, and many other factors. As a special bonus, purchasers of the second edition can download a supplemental e-book featuring several notable, highly cited chapters from the first edition. New to This Edition *Most chapters are new, reflecting over a decade of theoretical and methodological developments. *Each chapter now has an applied as well as conceptual focus, showcasing advances in intervention research. *Additional topics: self-regulation in early childhood, self-determination theory, challenge and threat appraisals, performance incentives, achievement emotions, job burnout, gene-environment interactions, class-based models of competence, and the impact of social group membership. *Supplemental e-book featuring selected chapters from the prior edition.

Understanding Priming Effects in Social Psychology

edited by
Daniel C. Molden

Understanding Priming Effects in Social Psychology

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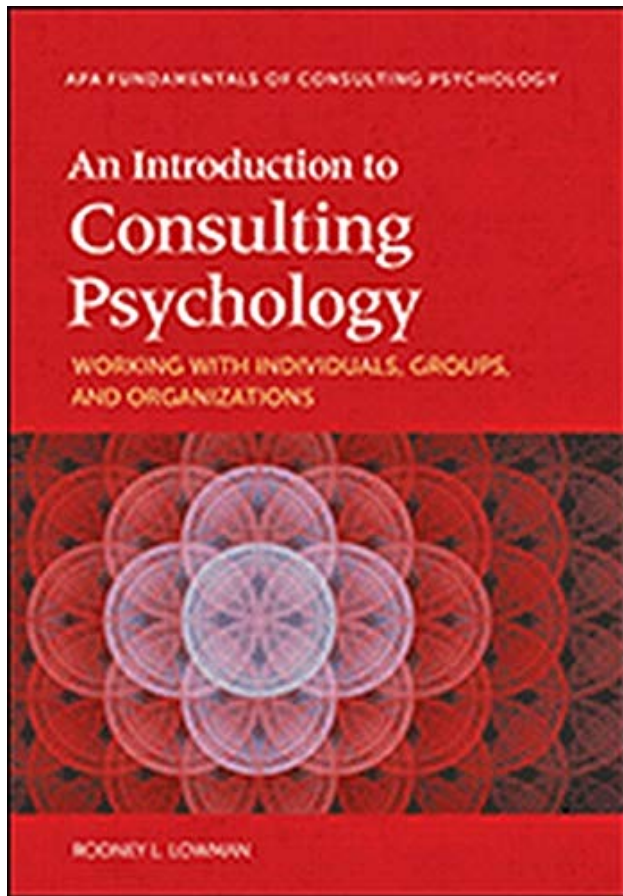
SKU: 9781462519293

Price: \$756.00

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

How incidentally activated social representations affect subsequent thoughts and behaviors has long interested social psychologists. Recently, such priming effects have provoked debate and skepticism. Originally a special issue of *Social Cognition*, this book examines the theoretical challenges researchers must overcome to further advance priming studies and considers how these challenges can be met. The volume aims to reduce the confusion surrounding current discussions by more thoroughly considering the many phenomena in social psychology that the term priming encompasses, and closely examining the psychological processes that explain when and how different types of priming effects occur.



An Introduction to Consulting Psychology: Working with Individuals, Groups, and Organizations

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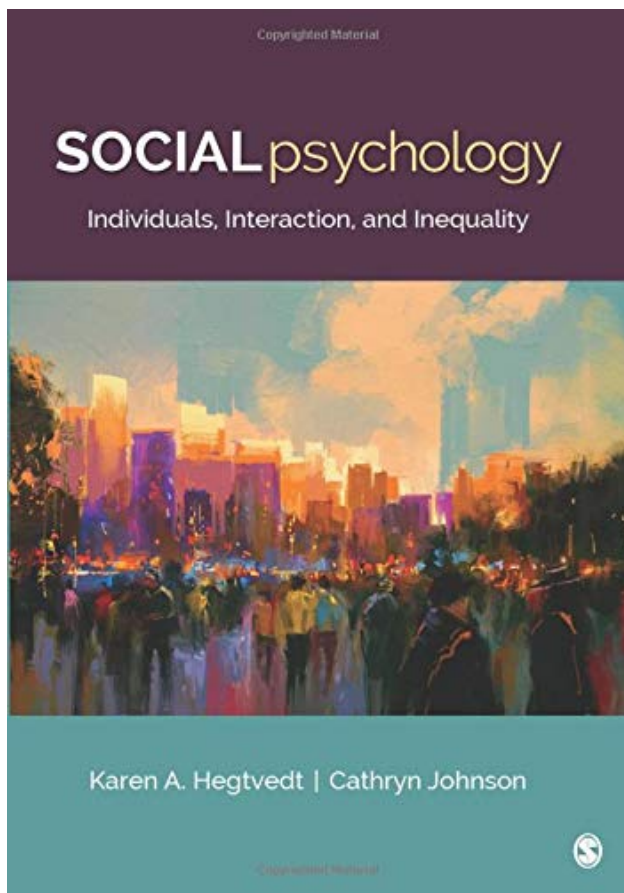
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Price: \$943.95

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Product Description

Consulting psychology is rapidly growing yet sometimes underappreciated discipline whose goal is to apply psychological science to consultation at three levels: individual, group, and organizational. This foundational volume of the Fundamentals of Consulting Psychology series translates theory and research into a concise, easy-to-read introduction to the field. Case examples help to illustrate the rewarding and important work of consulting psychologists, which includes coaching individuals, assessing and improving work group dynamics, and enhancing organizational systems and processes.



Social Psychology: Individuals, Interaction, and Inequality (Sociology for a New Century)

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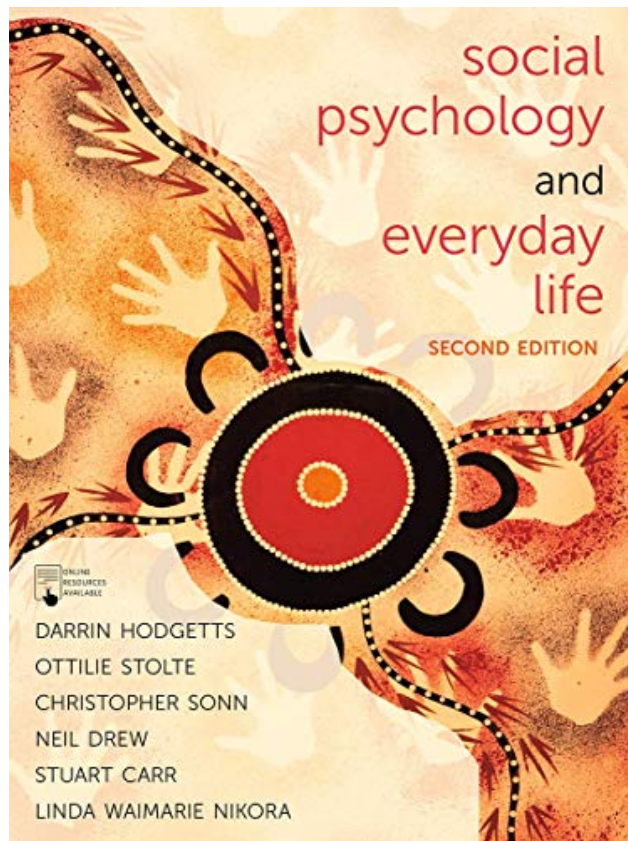
SKU: 9781412965040

Price: \$1,785.00

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

Social Psychology: Individuals, Interaction, and Inequality invites students to take a sociological approach to the study of the individual in relationship to society. This unique new text explains how social psychology provides varied, yet interrelated, explanations for individuals' experiences in groups and how the micro-level interactions of individuals have consequences for macro-level phenomena within society. Karen A. Hegtvedt and Cathryn Johnson describe an array of processes that shape interaction in contexts characterized by differences in status, power, or group memberships. Unlike other social psychology texts, theirs stresses the interconnections among these processes, to create a story of how individuals come to perceive and then act in their social worlds.



Social Psychology and Everyday Life

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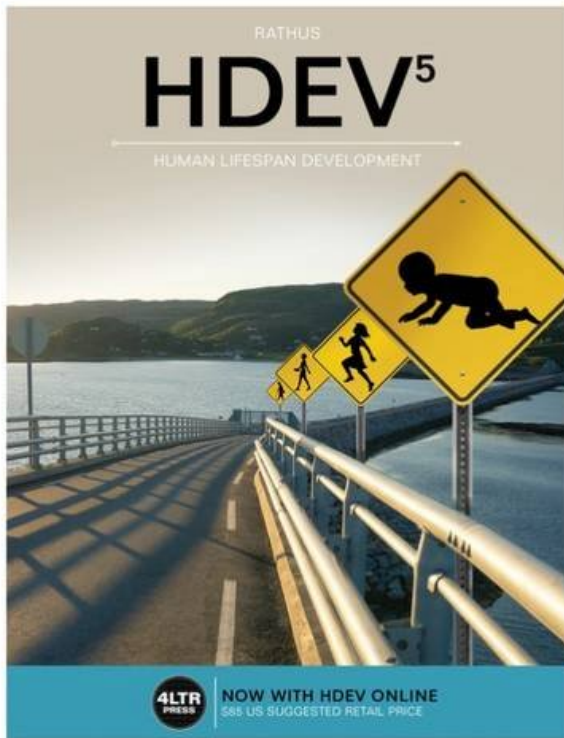
SKU: 9781352009446

Price: \$1,469.79

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

This ground-breaking and innovative textbook offers a uniquely global approach to the study of social psychology. Inclusive and outward-looking, the authors consciously re-orientate the discipline of social psychology, promoting a collectivist approach. Each chapter begins with an illustrative scenario based on everyday events, from visiting a local health centre to shopping in a supermarket, which challenges readers to confront the issues that arise in today's diverse, multicultural society. This textbook also gives a voice to many indigenous psychologies that have been excluded from the mainstream discipline and provides crucial coverage of the colonization experience. By integrating core social psychology theories and concepts with critical perspectives, *Social Psychology and Everyday Life* provides a thought-provoking introduction suitable for both undergraduate and postgraduate students of social psychology and community psychology. It can also be used by students in related subjects such as sociology, criminology and other social sciences.



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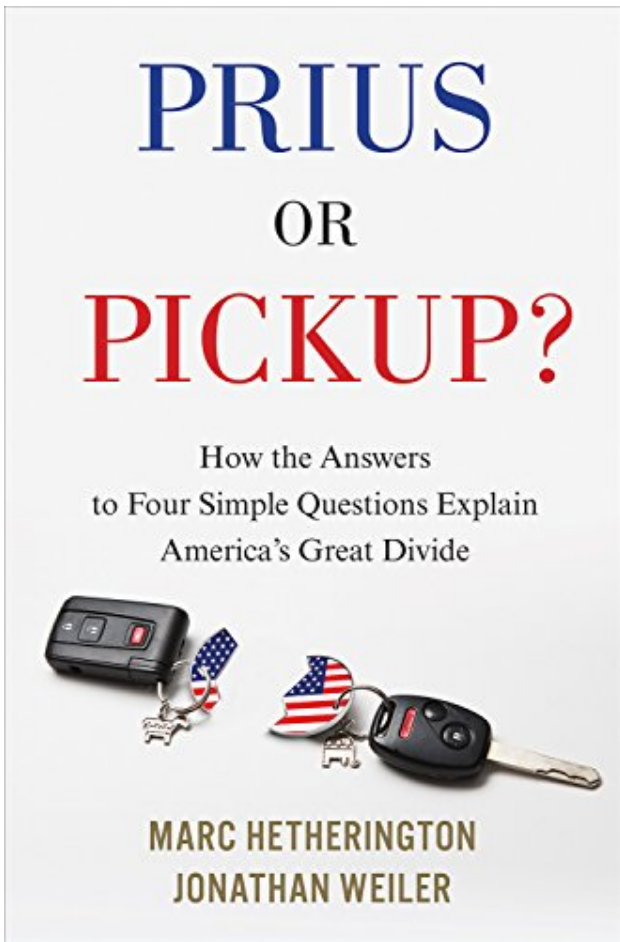
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Categories: [Child & developmental psychology](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

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Prius or Pickup?: How the Answers to Four Simple Questions Explain America's Great Divide

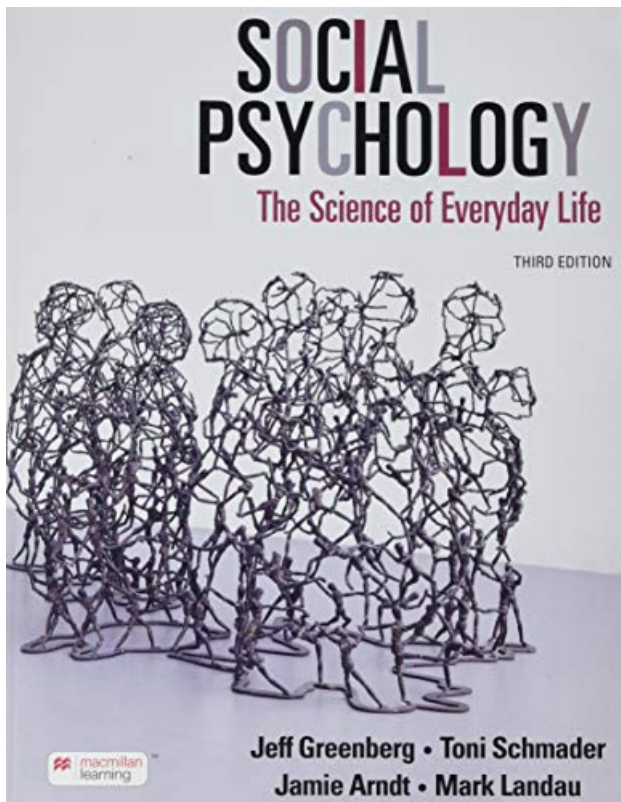
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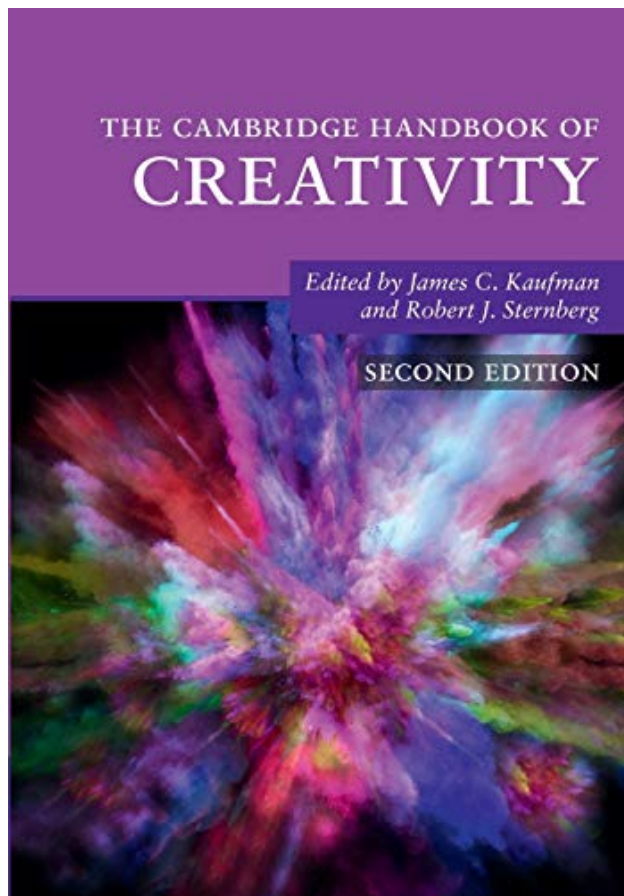
Social Psychology: The Science of Everyday Life

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SKU: 9781319191788

Price: \$4,787.79

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)



The Cambridge Handbook of Creativity (Cambridge Handbooks in Psychology)

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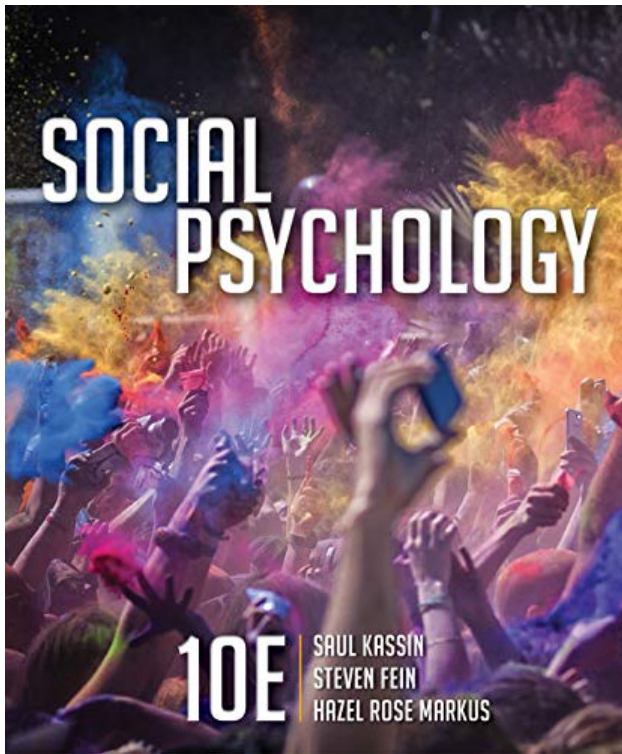
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Price: \$1,364.79

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Product Description

This second edition of the renowned Cambridge Handbook of Creativity expands on the first edition with over two thirds new material reaching across psychology, business, entrepreneurship, education, and neuroscience. It introduces creativity scholarship by summarising its history, major theories and assessments, how creativity develops across the lifespan, and suggestions for improving creativity. It also illustrates cutting-edge work on genetics and the neuroscience of creativity, alongside creativity's potential for both benevolence and malevolence. The chapters cover the related areas of imagination, genius, play, and aesthetics and tackle questions about how cultural differences, one's physical environment, mood, and self-belief can impact creativity. The book then examines the impacts on creativity of behaviour by teachers, managers, and leaders in particular.



Social Psychology

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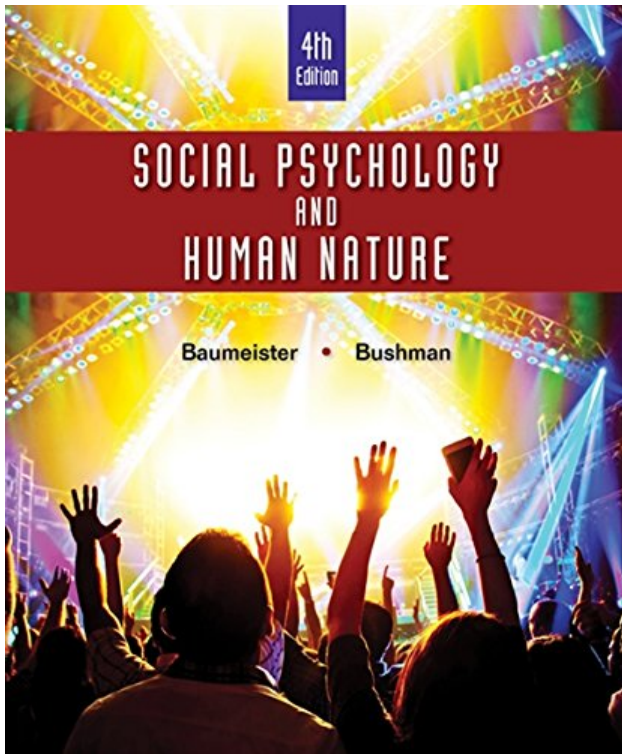
SKU: 9781305580220

Price: \$3,988.95

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

Distinguished by its current-events emphasis in such areas as sports, music, entertainment, technology, business, and world politics; and the aim to bring the outside world into the field of social psychology through engaging connections to everyday life, SOCIAL PSYCHOLOGY, Tenth Edition, remains one of the most scholarly and well-written texts in its field. Integrating classic and contemporary research, the text also includes comprehensive coverage of social cognition and evolutionary psychology, and features authoritative material on social psychology and the law. Coverage of culture and diversity is integrated into every chapter by Hazel Rose Markus, a leader and respected researcher in the study of cultural psychology. The book is available with MindTap, a digital learning experience that guides you through the course by combining readings, videos and multimedia, and interactive assignments -- complemented by tools such as note taking and a text-to-speech app.



Social Psychology and Human Nature

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SKU: 9781305497917

Price: \$3,988.95

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

You are a member of a social world on a planet that is home to about 8 billion people. This social world is filled with paradox, mystery, suspense and outright absurdity. Explore how social psychology can help you make sense of your own social world with this engaging and accessible book. Roy F. Baumeister and Brad J. Bushman's SOCIAL PSYCHOLOGY AND HUMAN NATURE, 4th Edition, can help you understand one of the most interesting topics of all -- the sometimes bizarre and baffling but always fascinating diversity of human behavior, and how and why people act the way they do. After reading this book, you will have a much better understanding of people. Thoroughly updated with the latest research and thinking, the new edition includes expanded coverage of social media use and loneliness, findings on mimicry, nonbinary gender theory, anti-LGBTQ+ prejudice and more.

Taking Sides: Clashing Views in Drugs and Society

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SKU: 9781259922794

Price: \$1,506.75

Categories: [Coping with drug & alcohol abuse](#), [Coping with personal problems](#), [FAMILY & HEALTH](#), [Family & relationships](#), [FAMILY, HOME AND PRACTICAL INTERESTS](#), [Memory improvement & thinking techniques](#), [Popular psychology](#), [PSYCHOLOGY](#), [SELF-HELP & PRACTICAL INTERESTS](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [Sociology](#), [SOCIOLOGY & ANTHROPOLOGY](#)



Product Description

The Taking Sides Collection on McGraw-Hill Create (R) includes current controversial issues in a debate-style format designed to stimulate student interest and develop critical thinking skills. This Collection contains a multitude of current and classic issues to enhance and customize your course. You can browse the entire Taking Sides Collection on Create or you can search by topic, author, or keywords. Each Taking Sides issue is thoughtfully framed with Learning Outcomes, an Issue Summary, an Introduction, and an Exploring the Issue section featuring Critical Thinking and Reflection, Is There Common Ground?, Additional Resources, and Internet References. Go to the Taking Sides Collection on McGraw-Hill Create (R) at www.mcgrawhillcreate.com/takingsides and click on Explore this Collection to browse the entire Collection. Select individual Taking Sides issues to enhance your course, or access and select the entire Miller: Taking Sides: Clashing Views in Drugs and Society, 12/e book here <http://create.mheducation.com/createonline/index.html#qlink=search%2Ftext%3Disbn:1259922790> for an easy, pre-built teaching resource. Visit <http://create.mheducation.com> for more information on other McGraw-Hill titles and special collections.

Annual Editions: Aging

Edited by
Elaina F. Osterbur

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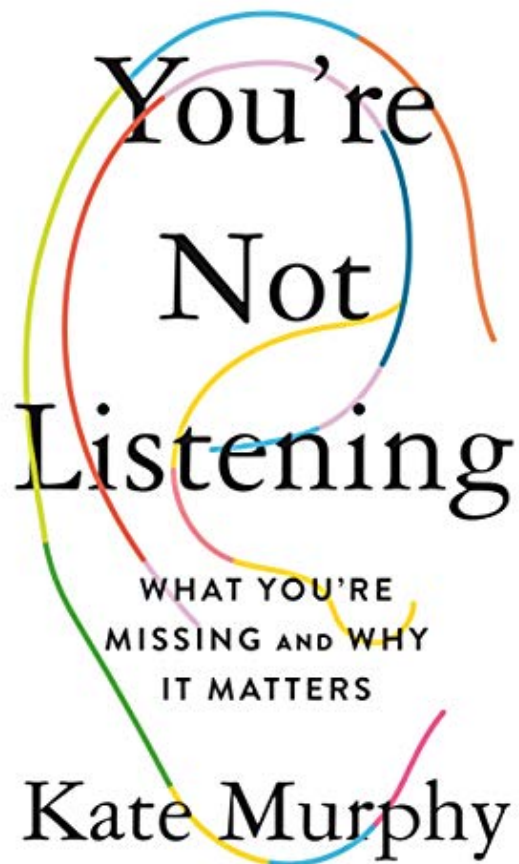
Categories: [Child & developmental psychology](#), [CLINICAL & INTERNAL MEDICINE](#), [GERIATRIC MEDICINE](#), [MEDICAL SCIENCE](#), [MEDICINE: GENERAL ISSUES](#), [PSYCHOLOGY](#), [Psychology of ageing](#), [PUBLIC HEALTH & PREVENTIVE MEDICINE](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)



Twenty-Ninth Edition

Product Description

The Annual Editions series is designed to provide convenient inexpensive access to a wide range of current articles from some of the most respected magazines, newspapers and journals published today. Annual Editions are updated on a regular basis through a continuous monitoring of over 300 periodical sources. The articles selected are authored by prominent scholars, researchers, and commentators writing for a general audience. Each Annual Editions volume has a number of features designed to make them especially valuable for classroom use; including a brief overview for each unit, as well as Learning Outcomes, Critical Thinking questions, and Internet References to accompany each article. Go to the McGraw-Hill Create (R) Annual Editions Article Collection at <http://www.mcgrawhillcreate.com/annualeditions> to browse the entire collection. Select individual Annual Editions articles to enhance your course, or access and select the entire Osterbur: Annual Editions: Aging, 29/e book here <http://create.mheducation.com/createonline/index.html#qlink=search%2Ftext%3Disbn:1259873412> for an easy, pre-built teaching resource. Visit <http://create.mheducation.com> for more information on other McGraw-Hill titles and special collections.



You're Not Listening: What You're Missing and Why It Matters

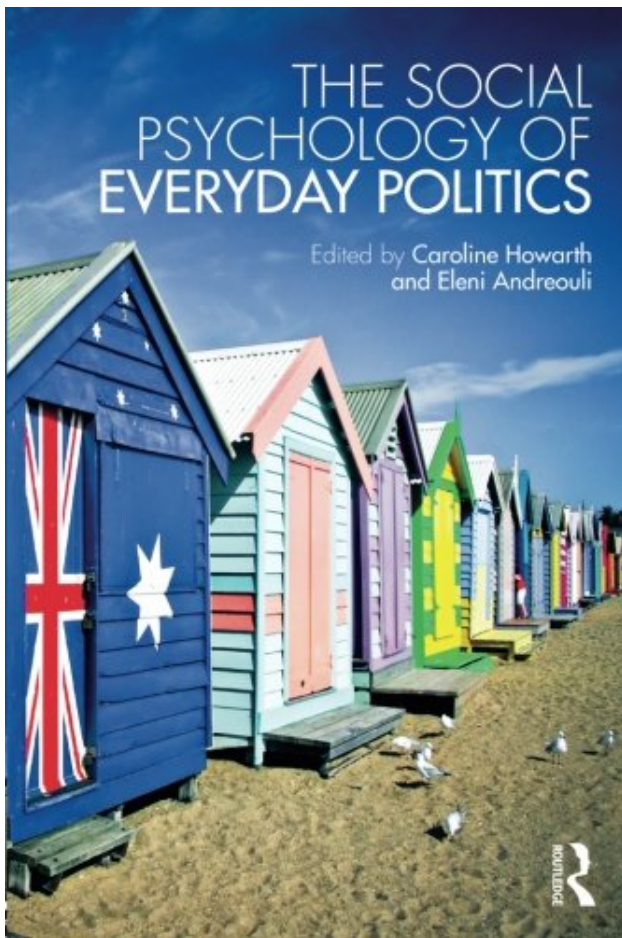
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Product Description



The Social Psychology of Everyday Politics

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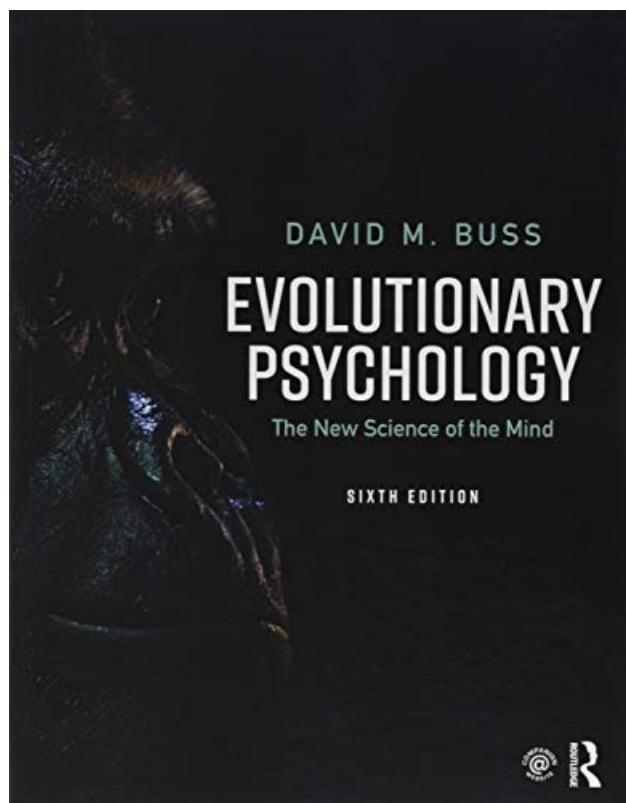
SKU: 9781138814455

Price: \$1,195.95

Categories: [Groups & group theory](#), [MATHEMATICAL FOUNDATIONS](#), [MATHEMATICS](#), [POLITICAL SCIENCE & THEORY](#), [POLITICS & GOVERNMENT](#), [POLITICS & GOVERNMENT](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

The Social Psychology of Everyday Politics examines the ways in which politics permeates everyday life, from the ordinary interactions we have with others to the sense of belonging and identity developed within social groups and communities. Discrimination, prejudice, inclusion and social change, politics is an on-going process that is not solely the domain of the elected and the powerful. Using a social and political psychological lens to examine how politics is enacted in contemporary societies, the book takes an explicitly critical approach that places political activity within collective processes rather than individual behaviors. While the studies covered in the book do not ignore the importance of the individual, they underscore the need to examine the role of culture, history, ideology and social context as integral to psychological processes. Individuals act, but they do not act in isolation from the groups and societies in which they belong. Drawing on extensive international research, with contributions from leaders in the field as well as emerging scholars, the book is divided into three interrelated parts which cover: The politics of intercultural relations Political agency and social change Political discourse and practice Offering insights into how psychology can be applied to some of the most pressing social issues we face, this will be fascinating reading for students of psychology, political science, sociology and cultural studies, as well as anyone working in the area of public policy.



Evolutionary Psychology: The New Science of the Mind

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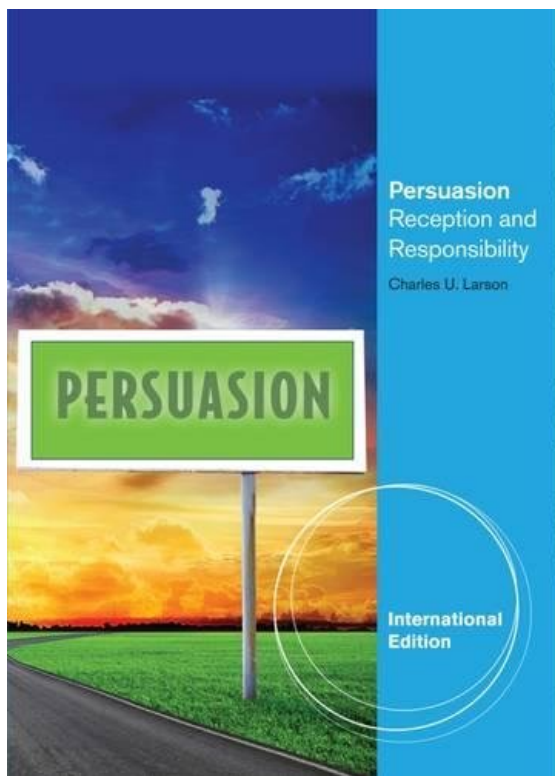
SKU: 9781138088610

Price: \$1,783.95

Categories: [CLINICAL PSYCHOLOGY](#), [Cognition & cognitive psychology](#), [MEDICAL SCIENCE](#), [OTHER BRANCHES OF MEDICINE](#), [Physiological & neuro-psychology](#), [biopsychology](#), [PSYCHOLOGY](#), [PSYCHOTHERAPY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [The self, ego, identity, personality](#)

Product Description

Where did we come from? What is our connection with other life forms? What are the mechanisms of mind that define what it means to be a human being? Evolutionary psychology is a revolutionary new science, a true synthesis of modern principles of psychology and evolutionary biology. Since the publication of the award-winning first edition of Evolutionary Psychology, there has been an explosion of research within the field. In this book, David M. Buss examines human behavior from an evolutionary perspective, providing students with the conceptual tools needed to study evolutionary psychology and apply them to empirical research on the human mind. This edition contains expanded coverage of cultural evolution, with a new section on culture-gene co-evolution, additional studies discussing interbreeding between modern humans and Neanderthals, expanded discussions of evolutionary hypotheses that have been empirically disconfirmed, and much more! Evolutionary Psychology features a wealth of student-friendly pedagogy including critical-thinking questions and case study boxes designed to show how to apply evolutionary psychology to real-life situations. It is an invaluable resource for undergraduates studying psychology, biology and anthropology. See Support Material below for new online resources, including PowerPoint slides and Instructor's Manual and Test Bank.



Persuasion: Reception and Responsibility. Charles Larson

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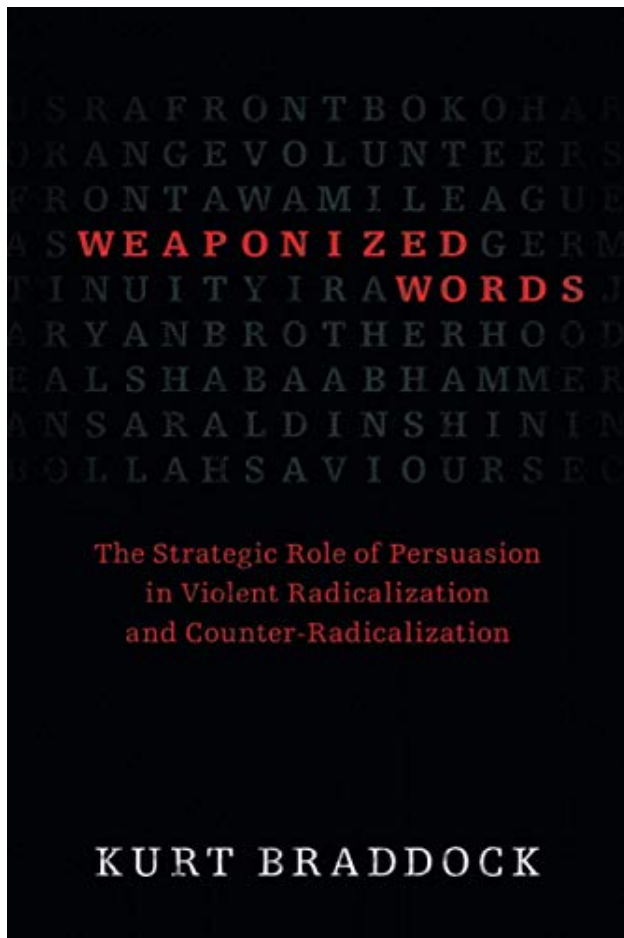
SKU: 9781133490531

Price: \$1,916.04

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

Combining the latest developments in persuasion theory, research, and ethics, PERSUASION: RECEPTION AND RESPONSIBILITY, 13E, International Edition helps readers develop skills as critical consumers of all forms of persuasion. It presents persuasion by examining politics, mass media, advertising, and the Internet as it challenges readers to consider how the persuasion process is affected by today's 24/7 networked and media-saturated world. The new edition offers an expanded emphasis on ethics as well as increased coverage of the impact of fast-growing social network media. Packed with vivid illustrations and real-world examples, PERSUASION: RECEPTION AND RESPONSIBILITY, 13E, International Edition demonstrates persuasion in action and encourages readers to apply what they learn to everyday life.



Weaponized Words

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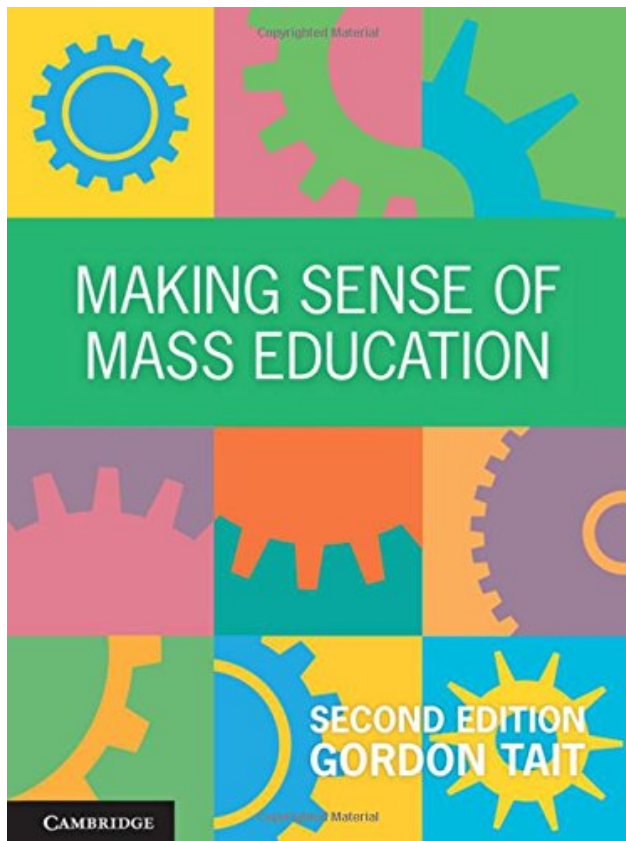
SKU: 9781108464871

Price: \$629.79

Categories: [Communication studies](#), [INDUSTRY & INDUSTRIAL STUDIES](#), [INTERDISCIPLINARY STUDIES](#), [INTERNATIONAL RELATIONS](#), [MEDIA](#), [MEDIA, INFORMATION & COMMUNICATION INDUSTRIES](#), [PHILOSOPHY](#), [POLITICS & GOVERNMENT](#), [POLITICS & GOVERNMENT](#), [PSYCHOLOGY](#), [REFERENCE](#), [INFORMATION AND INTERDISCIPLINARY SUBJECTS](#), [Social & political philosophy](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [WESTERN PHILOSOPHY](#)

Product Description

Strengthen your understanding of the persuasive mechanisms used by terrorist groups and how they are effective in order to defeat them. *Weaponized Words* applies existing theories of persuasion to domains unique to this digital era, such as social media, YouTube, websites, and message boards to name but a few. Terrorists deploy a range of communication methods and harness reliable communication theories to create strategic messages that persuade peaceful individuals to join their groups and engage in violence. While explaining how they accomplish this, the book lays out a blueprint for developing counter-messages perfectly designed to conquer such violent extremism and terrorism. Using this basis in persuasion theory, a socio-scientific approach is generated to fight terrorist propaganda and the damage it causes.



Making Sense of Mass Education

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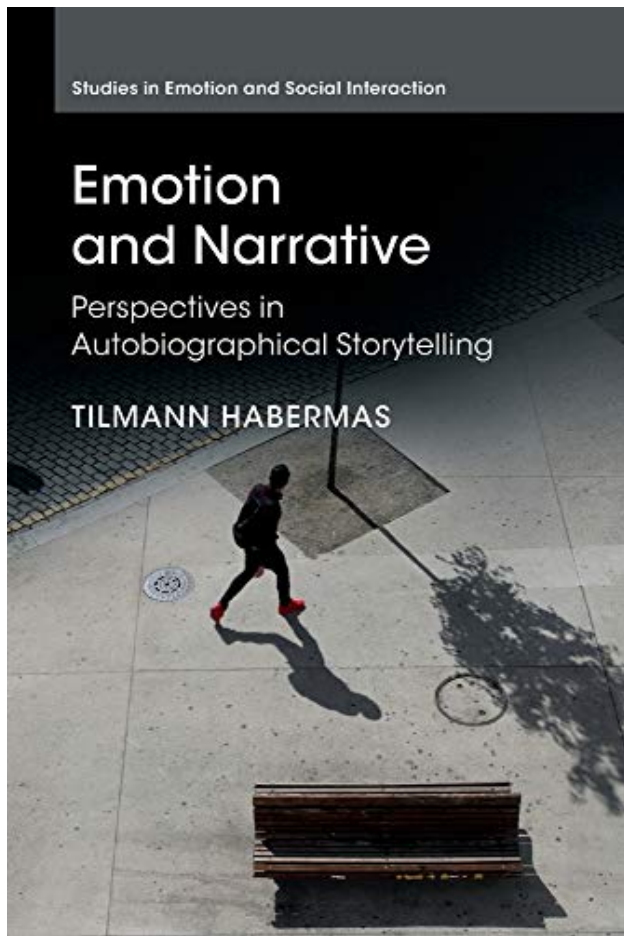
SKU: 9781107432369

Price: \$1,679.79

Categories: [EDUCATION](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [Sociology](#), [SOCIOLOGY & ANTHROPOLOGY](#)

Product Description

Making Sense of Mass Education provides an engaging and accessible analysis of traditional issues associated with mass education. The book challenges preconceptions about social class, gender and ethnicity discrimination; highlights the interplay between technology, media, popular culture and schooling; and inspects the relevance of ethics and philosophy in the modern classroom. This new edition has been comprehensively updated to provide current information regarding literature, statistics and legal policies, and significantly expands on the previous edition's structure of derailing traditional myths about education as a point of discussion. It also features two new chapters on Big Data and Globalisation and what they mean for the Australian classroom. Written for students, practising teachers and academics alike, Making Sense of Mass Education summarises the current educational landscape in Australia and looks at fundamental issues in society as they relate to education.



Emotion and Narrative (Studies in Emotion and Social Interaction)

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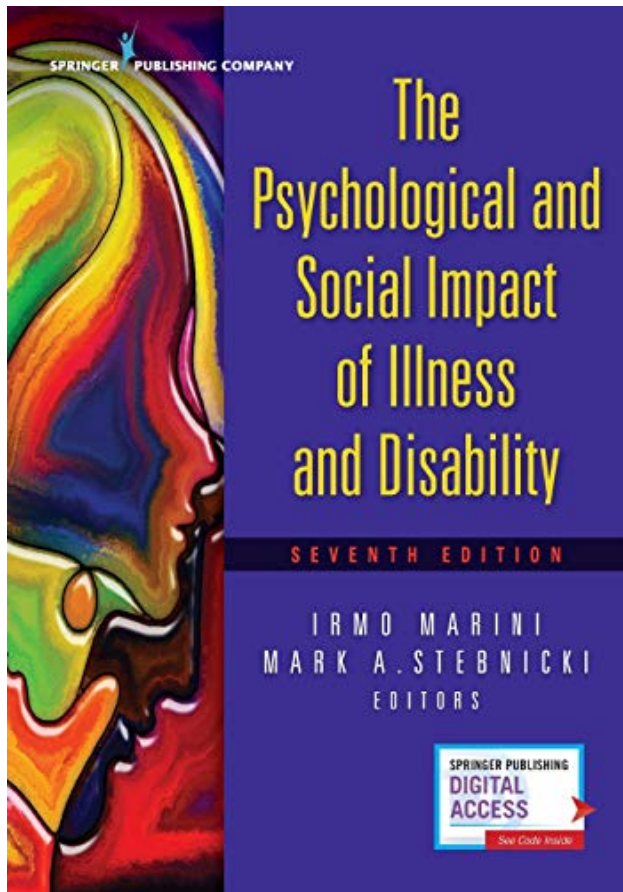
SKU: 9781009045391

Price: \$734.79

Categories: [LANGUAGE & LINGUISTICS](#), [LANGUAGE, LITERATURE AND BIOGRAPHY](#), [PSYCHOLINGUISTICS](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

Emotions have a life beyond the immediate eliciting situation, as they tend to be shared with others by putting the experience in narrative form. Narrating emotions helps us to express, understand, and share them: the way we tell stories influences how others react to our emotions, and impacts how we cope with emotions ourselves. In *Emotion and Narrative*, Habermas introduces the forms of oral narratives of personal experiences, and highlights a narrative's capacity to integrate various personal and temporal perspectives. Via theoretical proposals richly illustrated with oral narratives from clinical and non-clinical samples, he demonstrates how the form and variety of perspectives represented in stories strongly, yet unnoticeably, influence the emotional reactions of listeners. For instance, narrators defend themselves against negativity and undesired views of themselves by excluding perspectives from narratives. Habermas shows how parents can help children, and psychotherapists can assist patients, to enrich their narratives with additional perspectives.



The Psychological and Social Impact of Illness and Disability

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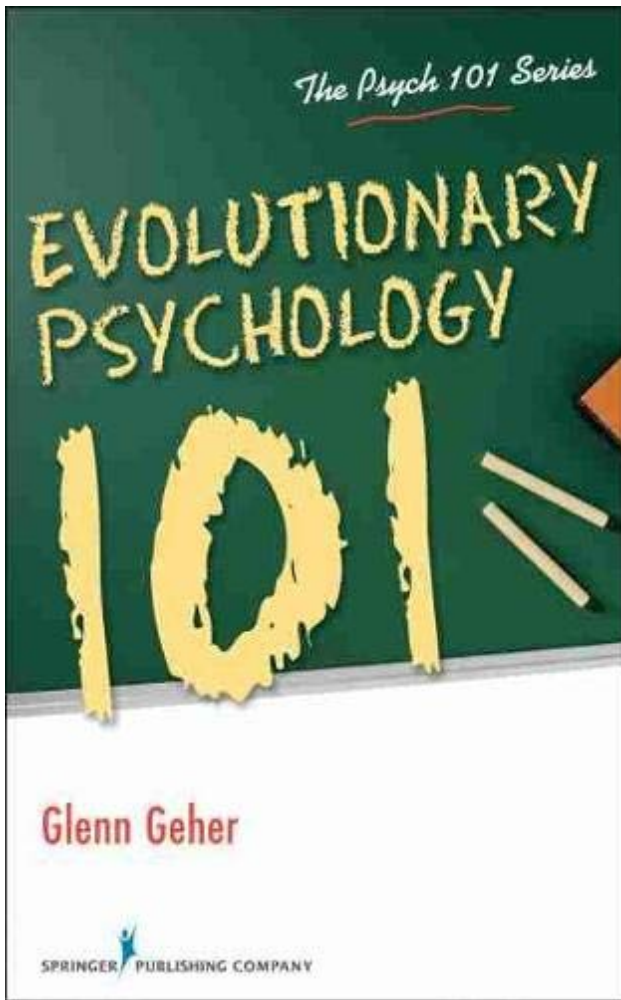
SKU: 9780826161611

Price: \$2,310.00

Categories: [Careers guidance](#), [Disability: social aspects](#), [EDUCATION](#), [MEDICAL SCIENCE](#), [NURSING & ANCILLARY SERVICES](#), [PSYCHOLOGY](#), [REHABILITATION](#), [Social issues & processes](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [SOCIETY & CULTURE: GENERAL](#)

Product Description

Now in its seventh edition, this bestselling classic continues to be the most comprehensive and diverse text available on the psychosocial aspects of illness and disability. It is substantially revised to reflect the growing disparity between the haves and the have-nots and incorporates social justice issues throughout the text. In addition to new and updated information integrated throughout the book, the seventh edition features two new chapters addressing social justice in regards to depression and disability, and the psychosocial aspects of grief, death, and dying. Additionally, the text now includes an Instructor's Manual and PowerPoint slides. Combining a mix of seminal work from rehabilitation counseling legends with current theoretical and treatment approaches, the book provides a practical, real-life perspective and offers broad and inclusive coverage of the day-to-day challenges of working with a diverse and marginalized population. Additionally, the text analyzes barriers to enabling patients with disabilities and improving their quality of life. Chapter objectives, review questions, and personal narratives in each chapter facilitate in-depth learning. New to the Seventh Edition: Completely updated to incorporate social justice issues, from the medical and psychosocial aspects of combat trauma to the impact of mental and physical disabilities on immigrants, refugees and asylum-seekers, throughout Includes two new chapters addressing Social Justice/Depression and Disability and the Psychosocial Aspects of Grief, Death, and Dying Includes an Instructor's Manual and PowerPoint slides Enhanced coverage of topics concerning diverse and marginalized populations, including Women with Disabilities, Sexuality and Disabilities, LGBTQ Issues, Aging with Disabilities, Trauma, and more Key Features: Presents the most comprehensive and diverse coverage of psychosocial aspects of disability of any text Emphasizes the negative impact of societal attitudes and treatment of disabled individuals on their psychological adjustment to disability Examines both seminal and current thinking and treatment approaches Provides a bridge between theory and practice with abundant narratives Includes objectives and reviews questions in each chapter



Evolutionary Psychology 101 (Psych 101)

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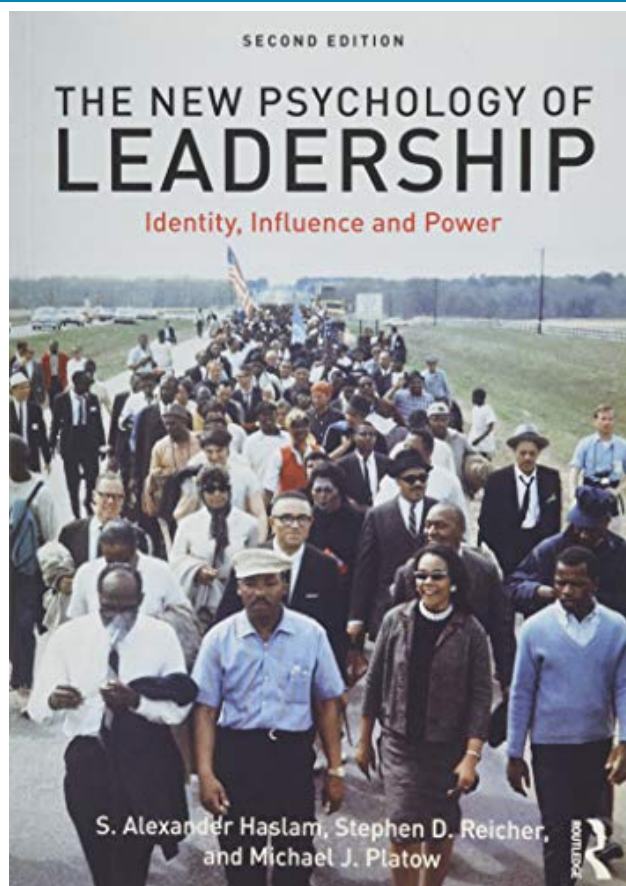
SKU: 9780826107183

Price: \$735.00

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

This is a concise and student-friendly survey of the burgeoning field of evolutionary psychology (EP) and the controversies that surround it. Evolutionary psychology is an approach to studying human behaviour that is rooted in modern evolutionary theory. Firmly grounded in the theoretical and research literature of EP, the book addresses the core theories, approaches, applications, and current findings that comprise this discipline. It is unique in its interdisciplinary focus, which encompasses EP's impact on both psychological and non-psychological disciplines. Written by an eminent evolutionary psychologist who is President of the Northeastern Evolutionary Psychology Society, the text examines psychological processes that lead to human survival and those that may lead to reproductive benefits-sometimes even at a cost to survival. It cites a rich body of literature that provides insights into the role of sexual selection in shaping the human mind. The text presents current research on such important domains of EP as childhood, courtship, intrasexual competition, sex, pair-bonding, parenting, familial relations, non-familial relations, aggression, and altruism. Considering the potential of EP to mitigate some of our greatest social problems, the text examines the ways in which EP can be applied to society and religion. It also offers a thoughtful, balanced approach to such controversies in EP as the issues of genetic determinism, racism, and sexism.



The New Psychology of Leadership: Identity, Influence and Power

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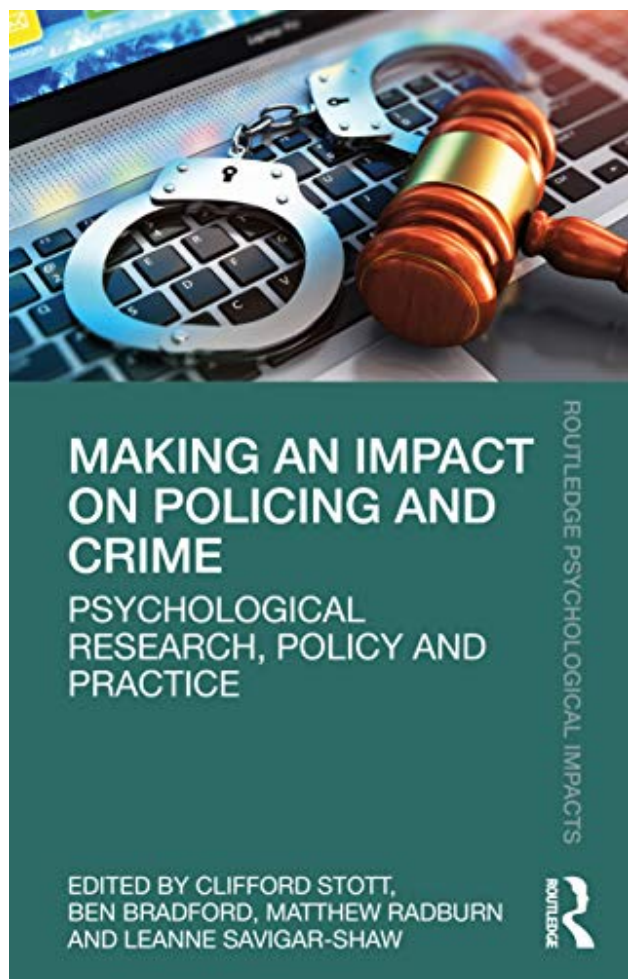
SKU: 9780815363828

Price: \$817.95

Categories: [BUSINESS & MANAGEMENT](#), [ECONOMICS](#), [FINANCE](#), [BUSINESS AND INDUSTRY](#), [Groups & group theory](#), [Management & management techniques](#), [Management: leadership & motivation](#), [MATHEMATICAL FOUNDATIONS](#), [MATHEMATICS](#), [Organizational theory & behaviour](#), [POLITICAL LEADERS & LEADERSHIP](#), [POLITICAL STRUCTURE & PROCESSES](#), [POLITICS & GOVERNMENT](#), [POLITICS & GOVERNMENT](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

This groundbreaking book provides a refreshing introduction to the field of leadership and is jam-packed with theoretical and practical insights derived from a wealth of applied scientific research conducted by the authors and their colleagues around the world over the last three decades. It starts from the premise that leadership is never just about leaders. Instead it is about leaders and followers who are joined together as members of a social group that provides them with a sense of shared social identity - a sense of us-ness. In these terms, leadership is understood as the process through which leaders work with followers to create, represent, advance, and embed this sense of shared social identity. The new edition of this award-winning book presents a wealth of evidence from historical, organizational, political and sporting contexts to provide an expanded exploration of these processes of identity leadership in action. In particular, it builds upon the success of the first edition by examining the operation of identity leadership in contemporary society and fleshing out practical answers to key organizational and institutional challenges. Drawing on real-world examples and rich data sources, this book will appeal to academics, researchers, and students of psychology, business, and management, as well as to practitioners, policy makers, and anyone interested in the workings of leadership, influence, and power.



Making an Impact on Policing and Crime (Routledge Psychological Impacts)

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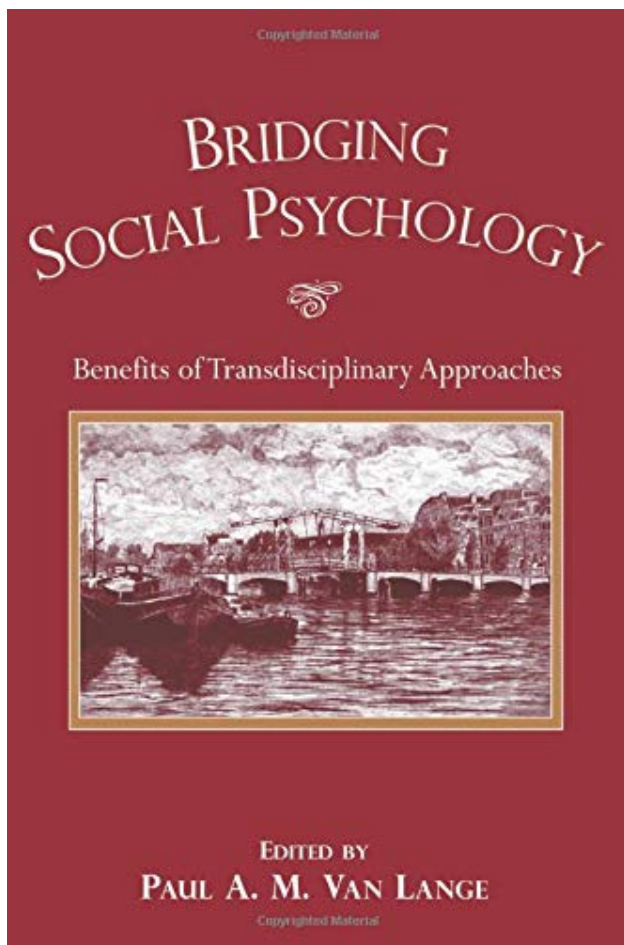
SKU: 9780815353577

Price: \$985.95

Categories: [Crime & criminology](#), [Criminal or forensic psychology](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [SOCIAL SERVICES & WELFARE](#), [CRIMINOLOGY](#), [Social, group or collective psychology](#)

Product Description

Making an Impact on Policing and Crime: Psychological Research, Policy and Practice applies a range of case studies and examples of psychological research by international, leading researchers to tackle real-world issues within the field of crime and policing. Making an Impact on Policing and Crime documents the application of cutting-edge research to real-world policing and explains how psychologists' insights have been adapted and developed to offer effective solutions across the criminal justice system. The experts featured in this collection cover a range of psychological topics surrounding the field, including the prevention and reduction of sexual offending and reoffending, the use of CCTV and 'super-recognisers', forensic questioning of vulnerable witnesses, the accuracy of nonverbal and verbal lie detection interview techniques, psychological 'drivers' of political violence, theoretical models of police-community relations, and the social and political significance of urban 'riots'. This collection is a vital resource for practitioners in policing fields and the court system and professionals working with offenders, as well as students and researchers in related disciplines.



Bridging Social Psychology: Benefits of Transdisciplinary Approaches

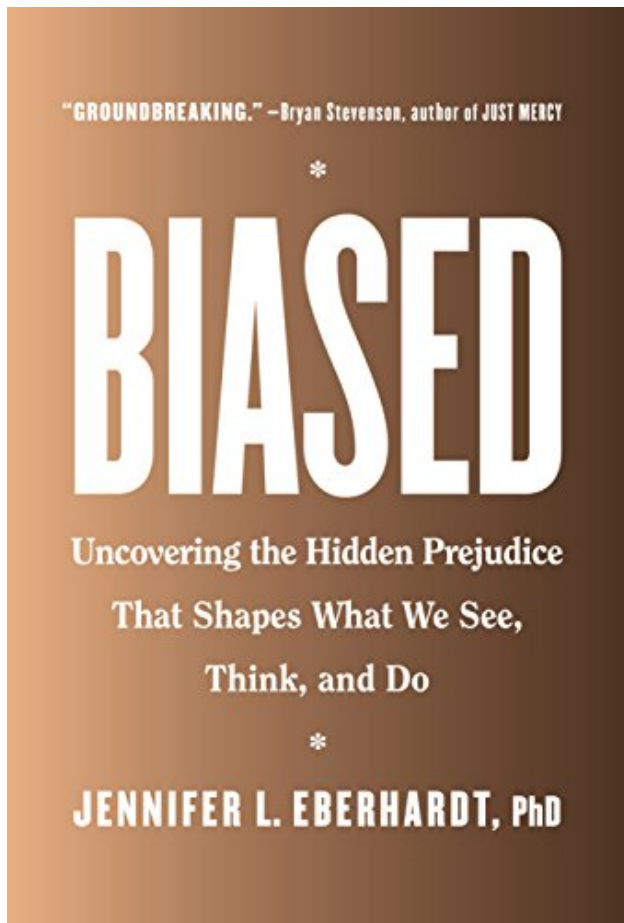
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SKU: 9780805850956

Price: \$1,468.95

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description



Biased: Uncovering the Hidden Prejudice That Shapes What We See, Think, and Do

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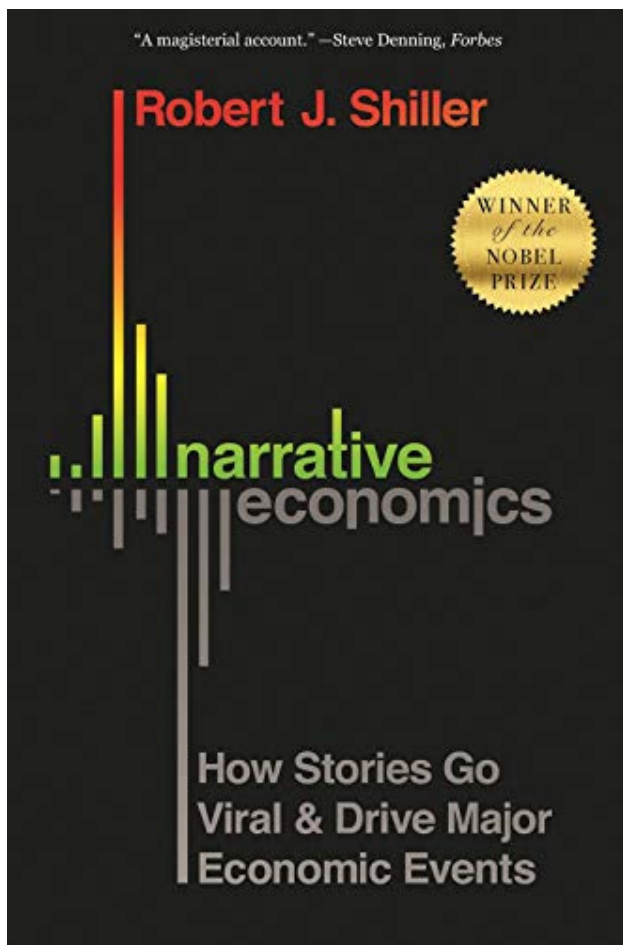
SKU: 9780735224933

Price: \$588.00

Categories: [Crime & criminology](#), [Ethnic studies](#), [FAMILY & HEALTH](#), [Family & relationships](#), [FAMILY, HOME AND PRACTICAL INTERESTS](#), [PSYCHOLOGY](#), [Social discrimination & inequality](#), [Social groups](#), [Social issues & processes](#), [SOCIAL SCIENCES](#), [SOCIAL SERVICES & WELFARE](#), [CRIMINOLOGY](#), [Social, group or collective psychology](#), [SOCIETY & CULTURE: GENERAL](#)

Product Description

Poignant....important and illuminating. -The New York Times Book Review Groundbreaking. -Bryan Stevenson, New York Times bestselling author of Just Mercy From one of the world's leading experts on unconscious racial bias come stories, science, and strategies to address one of the central controversies of our time How do we talk about bias? How do we address racial disparities and inequities? What role do our institutions play in creating, maintaining, and magnifying those inequities? What role do we play? With a perspective that is at once scientific, investigative, and informed by personal experience, Dr. Jennifer Eberhardt offers us the language and courage we need to face one of the biggest and most troubling issues of our time. She exposes racial bias at all levels of society-in our neighborhoods, schools, workplaces, and criminal justice system. Yet she also offers us tools to address it. Eberhardt shows us how we can be vulnerable to bias but not doomed to live under its grip. Racial bias is a problem that we all have a role to play in solving.



Narrative Economics: How Stories Go Viral and Drive Major Economic Events

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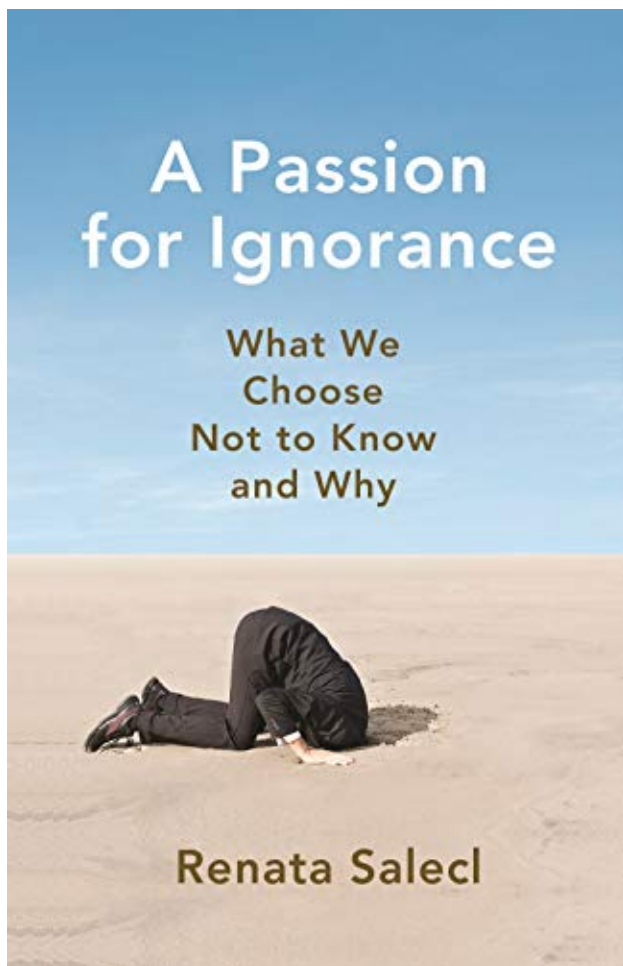
SKU: 9780691210261

Price: \$418.95

Categories: [Behavioural economics](#), [ECONOMICS](#), [ECONOMICS](#), [ECONOMICS](#), [ECONOMICS](#), [FINANCE](#), [BUSINESS AND INDUSTRY](#), [FINANCE](#), [FINANCE & ACCOUNTING](#), [FINANCE & ACCOUNTING](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

From Nobel Prize-winning economist and New York Times bestselling author Robert Shiller, a groundbreaking account of how stories help drive economic events-and why financial panics can spread like epidemic viruses. Stories people tell-about financial confidence or panic, housing booms, or Bitcoin-can go viral and powerfully affect economies, but such narratives have traditionally been ignored in economics and finance because they seem anecdotal and unscientific. In this groundbreaking book, Robert Shiller explains why we ignore these stories at our peril-and how we can begin to take them seriously. Using a rich array of examples and data, Shiller argues that studying popular stories that influence individual and collective economic behavior-what he calls narrative economics -may vastly improve our ability to predict, prepare for, and lessen the damage of financial crises and other major economic events. The result is nothing less than a new way to think about the economy, economic change, and economics. In a new preface, Shiller reflects on some of the challenges facing narrative economics, discusses the connection between disease epidemics and economic epidemics, and suggests why epidemiology may hold lessons for fighting economic contagions.



A Passion for Ignorance: What We Choose Not to Know and Why

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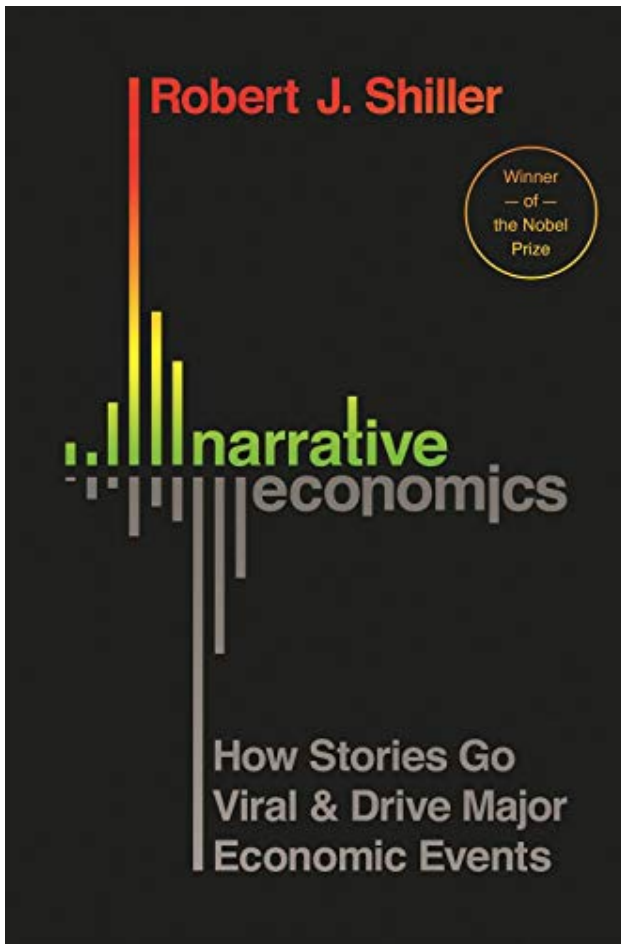
SKU: 9780691195605

Price: \$523.95

Categories: [PHILOSOPHY](#), [Philosophy: epistemology & theory of knowledge](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [WESTERN PHILOSOPHY](#)

Product Description

An original and provocative exploration of our capacity to ignore what is inconvenient or traumatic Ignorance, whether passive or active, conscious or unconscious, has always been a part of the human condition, Renata Salecl argues. What has changed in our post-truth, postindustrial world is that we often feel overwhelmed by the constant flood of information and misinformation. It sometimes seems impossible to differentiate between truth and falsehood and, as a result, there has been a backlash against the idea of expertise, and a rise in the number of people actively choosing not to know. The dangers of this are obvious, but Salecl challenges our assumptions, arguing that there may also be a positive side to ignorance, and that by addressing the role of ignorance in society, we may also be able to reclaim the role of knowledge. Drawing on philosophy, social and psychoanalytic theory, popular culture, and her own experience, Salecl explores how the passion for ignorance plays out in many different aspects of life today, from love, illness, trauma, and the fear of failure to genetics, forensic science, big data, and the incel movement-and she concludes that ignorance is a complex phenomenon that can, on occasion, benefit individuals and society as a whole. The result is a fascinating investigation of how the knowledge economy became an ignorance economy, what it means for us, and what it tells us about the world today.



Narrative Economics: How Stories Go Viral and Drive Major Economic Events

[Read More](#)

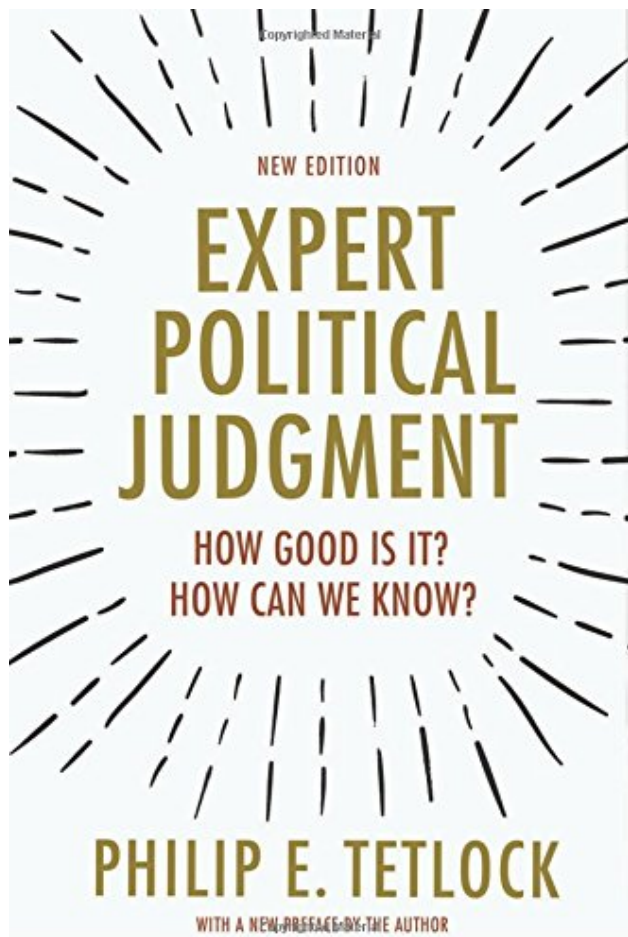
SKU: 9780691182292

Price: \$838.95

Categories: [Behavioural economics](#), [ECONOMICS](#), [ECONOMICS](#), [ECONOMICS](#), [ECONOMICS](#), [FINANCE](#), [BUSINESS AND INDUSTRY](#), [FINANCE](#), [FINANCE & ACCOUNTING](#), [FINANCE & ACCOUNTING](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

From Nobel Prize-winning economist and New York Times bestselling author Robert Shiller, a groundbreaking account of how stories help drive economic events-and why financial panics can spread like epidemic viruses In a world in which internet troll farms attempt to influence foreign elections, can we afford to ignore the power of viral stories to affect economies? In this groundbreaking book, Nobel Prize-winning economist and New York Times bestselling author Robert Shiller offers a new way to think about the economy and economic change. Using a rich array of historical examples and data, Shiller argues that studying popular stories that affect individual and collective economic behavior-what he calls narrative economics -has the potential to vastly improve our ability to predict, prepare for, and lessen the damage of financial crises, recessions, depressions, and other major economic events. Spread through the public in the form of popular stories, ideas can go viral and move markets-whether it's the belief that tech stocks can only go up, that housing prices never fall, or that some firms are too big to fail. Whether true or false, stories like these-transmitted by word of mouth, by the news media, and increasingly by social media-drive the economy by driving our decisions about how and where to invest, how much to spend and save, and more. But despite the obvious importance of such stories, most economists have paid little attention to them. Narrative Economics sets out to change that by laying the foundation for a way of understanding how stories help propel economic events that have had led to war, mass unemployment, and increased inequality. The stories people tell-about economic confidence or panic, housing booms, the American dream, or Bitcoin-affect economic outcomes. Narrative Economics explains how we can begin to take these stories seriously. It may be Robert Shiller's most important book to date.



Expert Political Judgment: How Good Is It? How Can We Know? - New Edition

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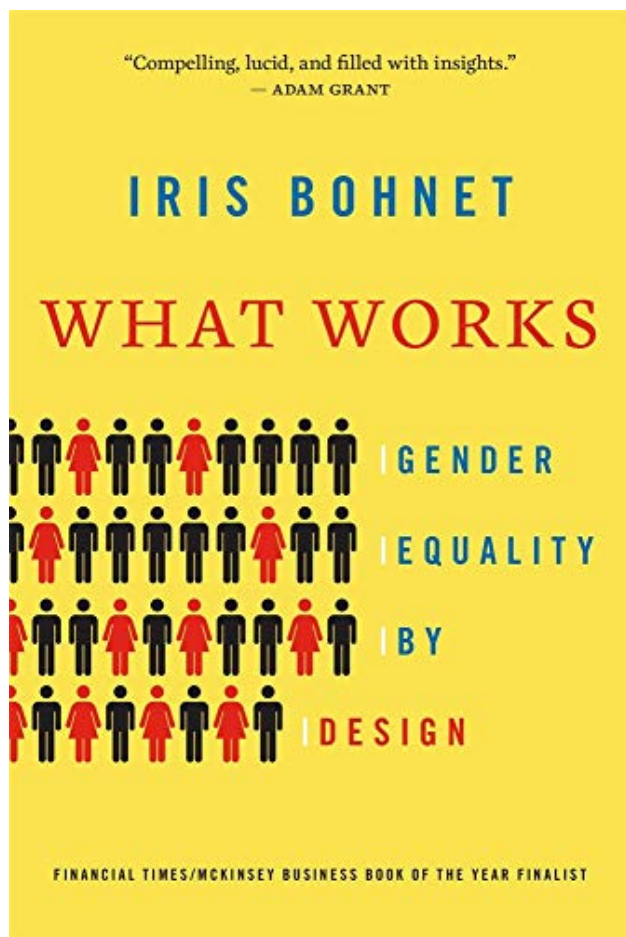
SKU: 9780691175973

Price: \$481.95

Categories: [POLITICAL SCIENCE & THEORY](#), [POLITICS & GOVERNMENT](#), [POLITICS & GOVERNMENT](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

Since its original publication, *Expert Political Judgment* by New York Times bestselling author Philip Tetlock has established itself as a contemporary classic in the literature on evaluating expert opinion. Tetlock first discusses arguments about whether the world is too complex for people to find the tools to understand political phenomena, let alone predict the future. He evaluates predictions from experts in different fields, comparing them to predictions by well-informed laity or those based on simple extrapolation from current trends. He goes on to analyze which styles of thinking are more successful in forecasting. Classifying thinking styles using Isaiah Berlin's prototypes of the fox and the hedgehog, Tetlock contends that the fox--the thinker who knows many little things, draws from an eclectic array of traditions, and is better able to improvise in response to changing events--is more successful in predicting the future than the hedgehog, who knows one big thing, toils devotedly within one tradition, and imposes formulaic solutions on ill-defined problems. He notes a perversely inverse relationship between the best scientific indicators of good judgement and the qualities that the media most prizes in pundits--the single-minded determination required to prevail in ideological combat. Clearly written and impeccably researched, the book fills a huge void in the literature on evaluating expert opinion. It will appeal across many academic disciplines as well as to corporations seeking to develop standards for judging expert decision-making. Now with a new preface in which Tetlock discusses the latest research in the field, the book explores what constitutes good judgment in predicting future events and looks at why experts are often wrong in their forecasts.



What Works: Gender Equality by Design

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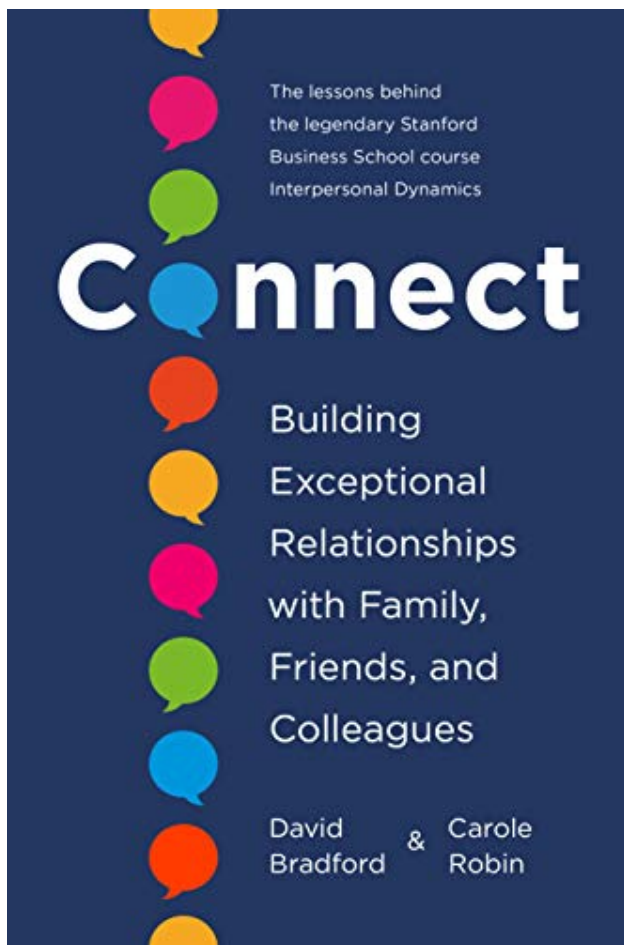
SKU: 9780674986565

Price: \$367.50

Categories: [BUSINESS & MANAGEMENT](#), [Business ethics & social responsibility](#), [ECONOMICS, FINANCE, BUSINESS AND INDUSTRY](#), [Gender studies, gender groups](#), [Gender studies: women](#), [PSYCHOLOGY](#), [Social groups](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [SOCIETY & CULTURE: GENERAL](#)

Product Description

Shortlisted for the Financial Times and McKinsey Business Book of the Year Award A Financial Times Best Business Book of the Year A Times Higher Education Book of the Week Best Business Book of the Year, 800-CEO-READ Gender equality is a moral and a business imperative. But unconscious bias holds us back, and de-biasing people's minds has proven to be difficult and expensive. By de-biasing organizations instead of individuals, we can make smart changes that have big impacts. Presenting research-based solutions, Iris Bohnet hands us the tools we need to move the needle in classrooms and boardrooms, in hiring and promotion, benefiting businesses, governments, and the lives of millions. Bohnet assembles an impressive assortment of studies that demonstrate how organizations can achieve gender equity in practice... What Works is stuffed with good ideas, many equally simple to implement. -Carol Tavis, Wall Street Journal A practical guide for any employer seeking to offset the unconscious bias holding back women in organizations, from orchestras to internet companies. -Andrew Hill, Financial Times



Connect: Building Exceptional Relationships with Family, Friends, and Colleagues

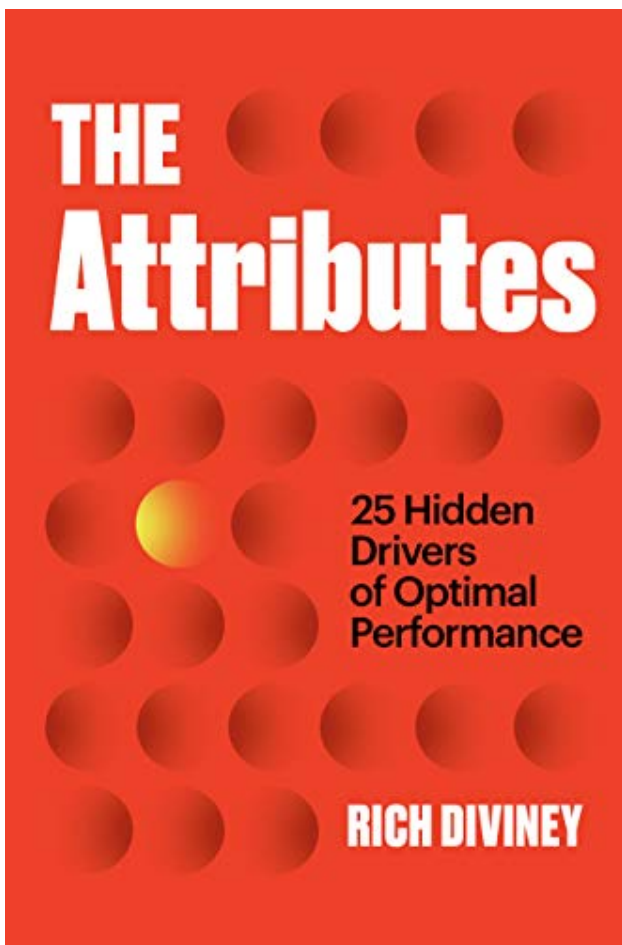
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SKU: 9780593237090

Price: \$588.00

Categories: [BUSINESS & MANAGEMENT](#), [Business communication & presentation](#), [Communication studies](#), [ECONOMICS, FINANCE, BUSINESS AND INDUSTRY](#), [FAMILY, HOME AND PRACTICAL INTERESTS](#), [INTERDISCIPLINARY STUDIES](#), [Popular psychology](#), [PSYCHOLOGY](#), [REFERENCE, INFORMATION AND INTERDISCIPLINARY SUBJECTS](#), [SELF-HELP & PRACTICAL INTERESTS](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description



The Attributes: 25 Hidden Drivers of Optimal Performance

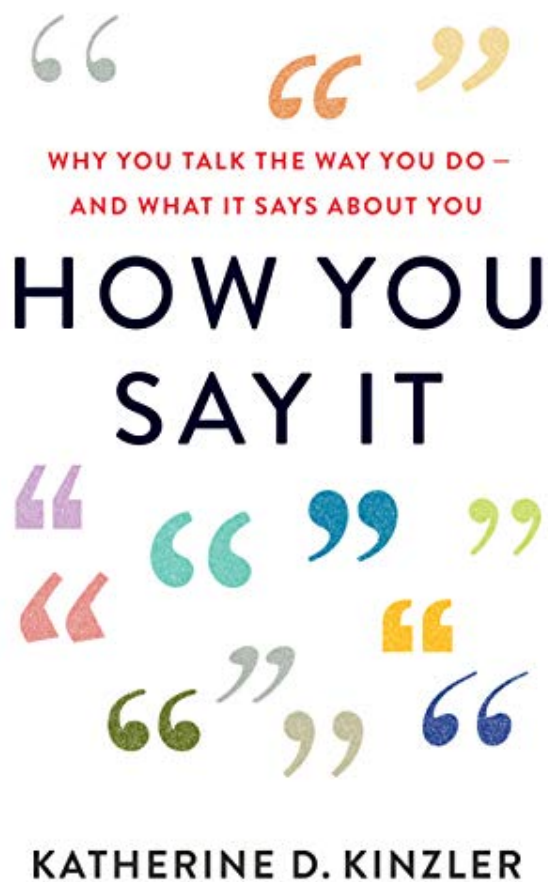
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SKU: 9780593133941

Price: \$588.00

Categories: [ADVICE ON CAREERS & ACHIEVING SUCCESS](#), [FAMILY, HOME AND PRACTICAL INTERESTS](#), [PSYCHOLOGY](#), [SELF-HELP & PRACTICAL INTERESTS](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [The self, ego, identity, personality](#)

Product Description



How You Say It: Why You Talk the Way You Do?And What It Says About You

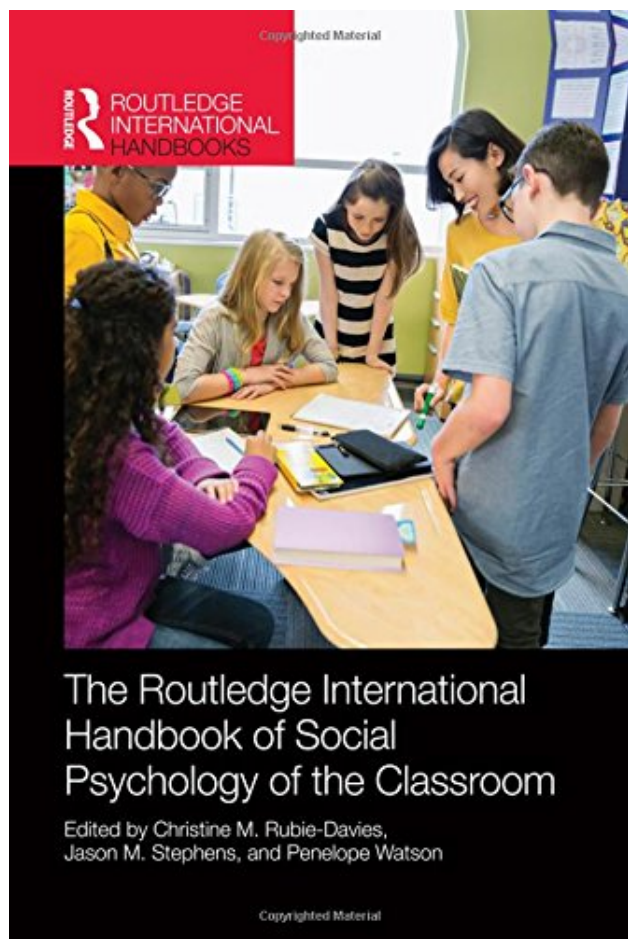
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SKU: 9780544986558

Price: \$588.00

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social theory](#), [Social, group or collective psychology](#), [Sociology](#), [SOCIOLOGY & ANTHROPOLOGY](#)

Product Description



Routledge International Handbook of Social Psychology of the Classroom (Routledge International Handbooks)

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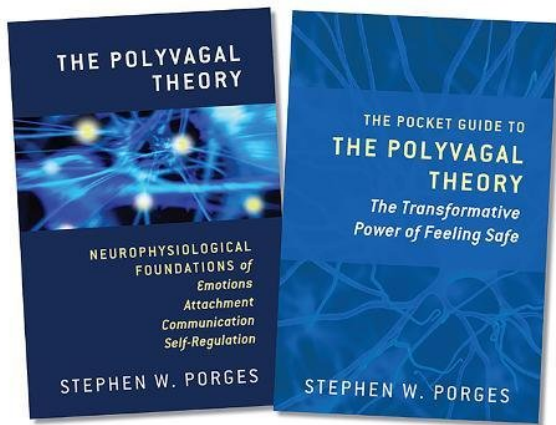
SKU: 9780415856966

Price: \$5,670.00

Categories: [EDUCATION](#), [Educational psychology](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

The Routledge International Handbook of Social Psychology of the Classroom presents the first comprehensive and integrated compilation of theory and research on topics related to the social cohesion of the classroom. Many of these topics have been studied independently; for example, motivation, self-concept, class management, class climate, and teacher expectations are generally studied separately by different groups of researchers. This handbook brings the evidence from different fields in social psychological classroom research together in one place for the first time to explore how these topics relate and how each factor influences students and their learning. With chapters by established international leaders in their fields, as well as emerging new talent, this handbook offers cutting edge research and surveys the state of the art in the social psychology of the classroom. Major areas covered include: Motivation Belief, self-concept, and personality Emotional engagement Teacher-student relationships Teacher expectation Classroom management Culture and identity The Routledge International Handbook of Social Psychology of the Classroom provides a review of current theories related to the social psychology of the classroom, including how these theories apply to classrooms and learners. Current evidence clearly shows that areas explored by social psychology - and brought together for the first time in this volume - can have a very significant impact on classroom learning and student achievement (J. Hattie, Visible Learning: A Synthesis of over 800 Meta-Analyses Relating to Achievement, Routledge 2009). This handbook is a must for all academics whose research relates to the social psychology of the classroom. It is also an invaluable resource for teachers and teacher education students who want to understand why they are effective instructors and yet still encounter students in their classes who are not responding as expected.



The Polyvagal Theory and The Pocket Guide to the Polyvagal Theory, Two-Book Set

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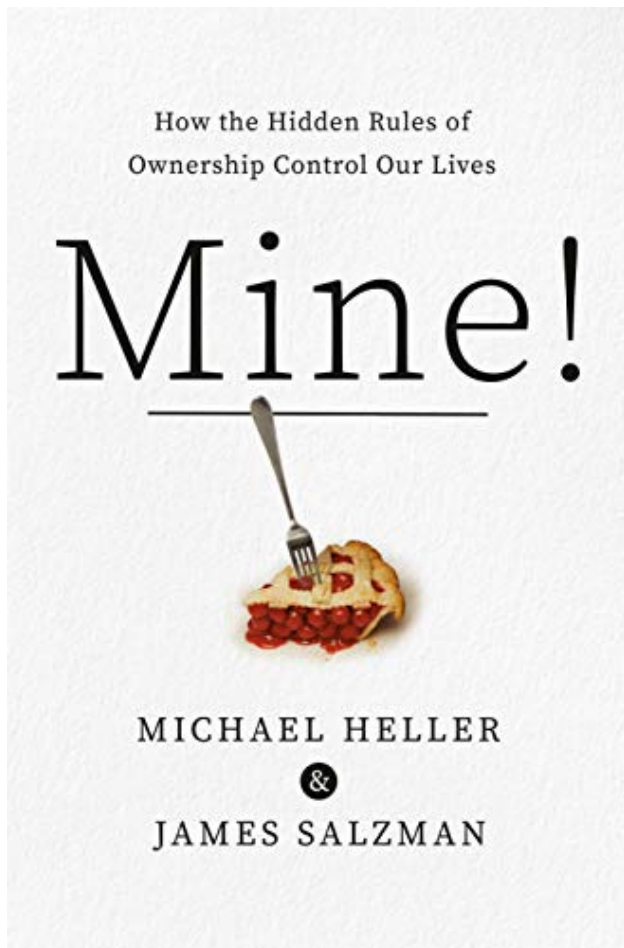
SKU: 9780393713077

Price: \$1,470.00

Categories: [HEALTH SYSTEMS & SERVICES](#), [MEDICAL SCIENCE](#), [MEDICINE: GENERAL ISSUES](#), [MENTAL HEALTH SERVICES](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

This product includes Stephen W. Porges' *The Polyvagal Theory* and *The Pocket Guide to the Polyvagal Theory*. *The Polyvagal Theory* compiles, for the first time, Stephen Porges' decades of research. A leading expert in developmental psychophysiology and developmental behavioral neuroscience, Porges is the mind behind the groundbreaking Polyvagal Theory, which has startling implications for the treatment of anxiety, depression, trauma, and autism. Adopted by clinicians around the world, the Polyvagal Theory has provided exciting new insights into the way our autonomic nervous system unconsciously mediates social engagement, trust, and intimacy. Since publication of *The Polyvagal Theory*, Porges has been urged to make these ideas more accessible and *The Pocket Guide to the Polyvagal Theory* is the result. Constructs and concepts embedded in polyvagal theory are explained conversationally in *The Pocket Guide* and there is an introductory chapter which discusses the science and the scientific culture in which polyvagal theory was originally developed. The books are packaged as a shrink-wrapped set.



Mine!: How the Hidden Rules of Ownership Control Our Lives

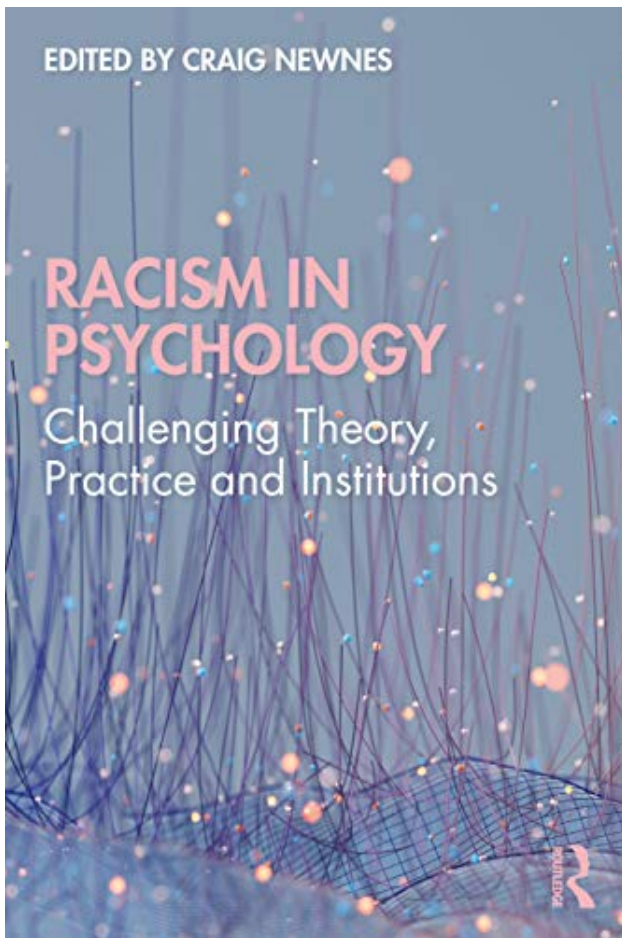
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SKU: 9780385544726

Price: \$607.95

Categories: [BUSINESS & MANAGEMENT](#), [Constitutional & administrative law](#), [ECONOMICS, FINANCE, BUSINESS AND INDUSTRY](#), [LAW](#), [LAWS OF SPECIFIC JURISDICTIONS](#), [Organizational theory & behaviour](#), [Property law](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description



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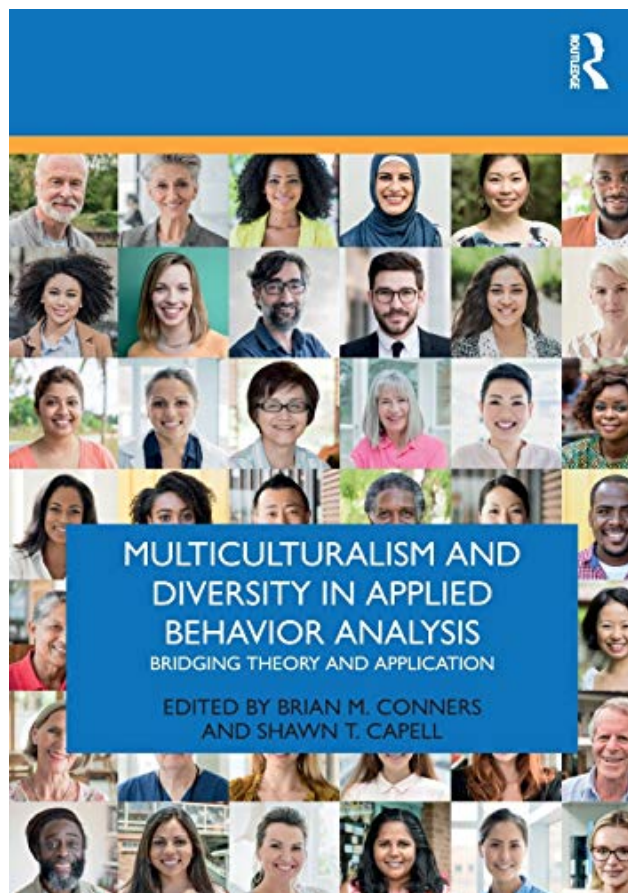
SKU: 9780367635022

Price: \$838.95

Categories: [CLINICAL PSYCHOLOGY](#), [MEDICAL SCIENCE](#), [OTHER BRANCHES OF MEDICINE](#), [PSYCHOLOGY](#), [PSYCHOTHERAPY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

Racism in Psychology examines the history of racism in psychological theory, practice and institutions. The book offers critical reviews by scholars and practising therapists from the US, Africa, Asia, Aotearoa New Zealand, Australia and Europe on racism on the couch and in the wider socio-historical context. The authors present a mixed experience of the success of efforts to counter racism in theory, institutions and organisations and differing views on the possibility of institutional change. Chapters discuss the experience of therapists, anti-Semitism, inter-sectionality and how psychological praxis is part of a colonialist project. The book will appeal to practising psychologists and counsellors, socially minded psychotherapists, social workers, sociologists and students of psychology, social studies and race relations.



Multiculturalism and Diversity in Applied Behavior Analysis

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SKU: 9780367208783

Price: \$1,027.95

Categories: [Behavioural theory \(Behaviourism\)](#), [CLINICAL PSYCHOLOGY](#), [MEDICAL SCIENCE](#), [OTHER BRANCHES OF MEDICINE](#), [Psychological theory & schools of thought](#), [PSYCHOLOGY](#), [PSYCHOTHERAPY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

This textbook provides a theoretical and clinical framework for addressing multiculturalism and diversity in the field of applied behavior analysis (ABA). Featuring contributions from national experts, practicing clinicians, researchers, and academics that balance both a scholarly yet practical perspective, this book guides the reader through theoretical foundations to clinical applications to help behavior analysts understand the impact of diversity in the ABA service delivery model. Chapters contain learning objectives, literature reviews, practice considerations, case studies, and discussion questions and are all aligned with the current BACB (R) Professional and Ethical Compliance Code and BACB (R) Task List. Accompanying the book are online test materials for students and instructors to assess the knowledge they have learned about various diversity topics. This book is a must have for graduate students in ABA programs, faculty to incorporate diversity topics into graduate preparation, supervisors looking to enhance a supervisee's understanding of working with diverse clients, and practicing behavior analysts in the field wanting to increase their awareness of working with diverse populations.



Deviant Behavior

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SKU: 9780367193171

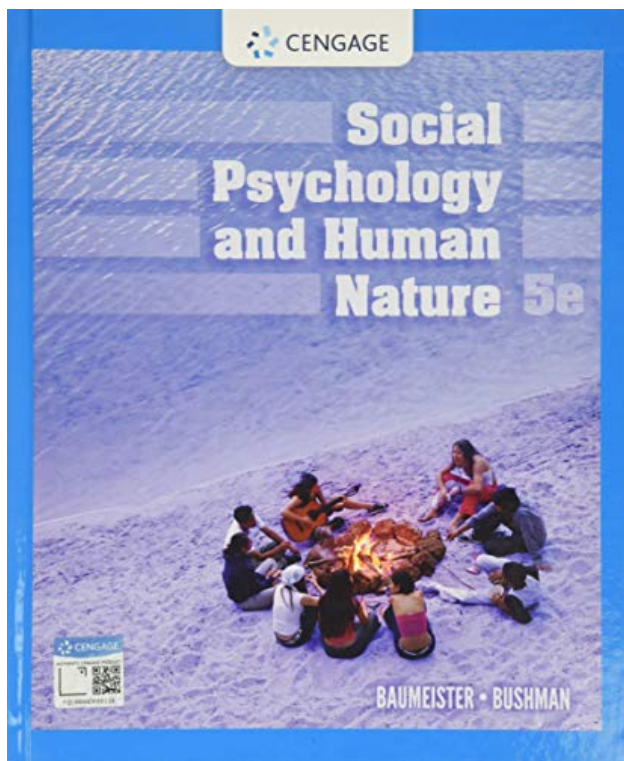
Price: \$2,310.00

Categories: [Crime & criminology](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [SOCIAL SERVICES & WELFARE](#), [CRIMINOLOGY](#), [Social, group or collective psychology](#), [Sociology](#), [SOCIOLOGY & ANTHROPOLOGY](#)



Product Description

Deviant Behavior offers an engaging and wide-ranging discussion of deviant behavior, beliefs, and conditions. It examines how the society defines, labels, and reacts to whatever, and whoever, falls under this stigmatizing process—thereby providing a distinctly sociological approach to the phenomenon. The central focus in defining what and who is deviant is the audience—members of the influential social collectivities that determine the outcome of this process. The discussion in this volume encompasses both the explanatory (or positivist) approach and the constructionist (or labeling) perspectives, thereby lending a broad and inclusive vista on deviance. The central chapters in the book explore specific instances or forms of deviance, including crime, substance abuse, and mental disorder, all of which share the quality that they and their actors, believers, or bearers may be judged by these influential parties in a negative or derogatory fashion. And throughout Deviant Behavior, the author emphasizes that, to the sociologist, the term deviant is completely non-pejorative; no implication of inferiority or inherent stigma is implied; what the author emphasizes is that specific members of the society—social circles or collectivities—define and treat certain parties in a derogatory fashion; the sociologist does not share in this stigmatizing process but observes and describes it.



Social Psychology and Human Nature (MindTap Course List)

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SKU: 9780357122914

Price: \$3,988.95

Categories: [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

You are a member of a social world on a planet that is home to about 8 billion people. This social world is filled with paradox, mystery, suspense and outright absurdity. Explore how social psychology can help you make sense of your own social world with this engaging and accessible book. Roy F. Baumeister and Brad J. Bushman's SOCIAL PSYCHOLOGY AND HUMAN NATURE, 5th Edition, can help you understand one of the most interesting topics of all -- the sometimes bizarre and baffling but always fascinating diversity of human behavior, and how and why people act the way they do. After reading this book, you will have a much better understanding of people. Thoroughly updated with the latest research and thinking, the new edition includes expanded coverage of social media use and loneliness, findings on mimicry, nonbinary gender theory, anti-LGBTQ+ prejudice and more.

Talking to Strangers



Malcolm
Gladwell

#1 NEW YORK TIMES bestselling author of *OUTLIERS*
and host of the podcast *REVISIONIST HISTORY*

Talking to Strangers: What We Should Know about the People We Don't Know

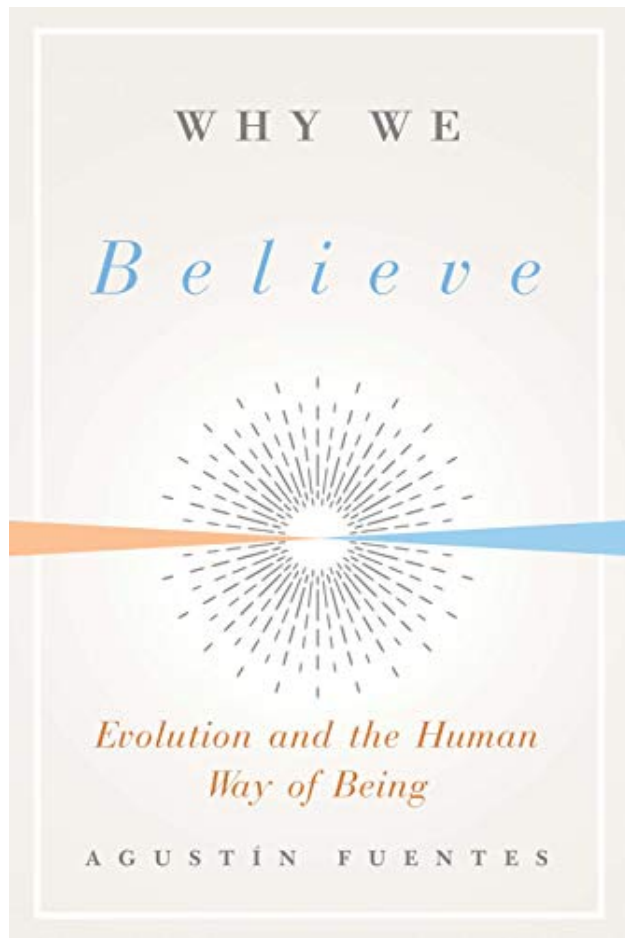
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SKU: 9780316478526

Price: \$630.00

Categories: [Communication studies](#), [FAMILY, HOME AND PRACTICAL INTERESTS](#), [General & world history](#), [HISTORY](#), [History: specific events & topics](#), [INTERDISCIPLINARY STUDIES](#), [Popular psychology](#), [PSYCHOLOGY](#), [REFERENCE, INFORMATION AND INTERDISCIPLINARY SUBJECTS](#), [SELF-HELP & PRACTICAL INTERESTS](#), [Social & cultural history](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description



Why We Believe: Evolution and the Human Way of Being (Foundational Questions in Science)

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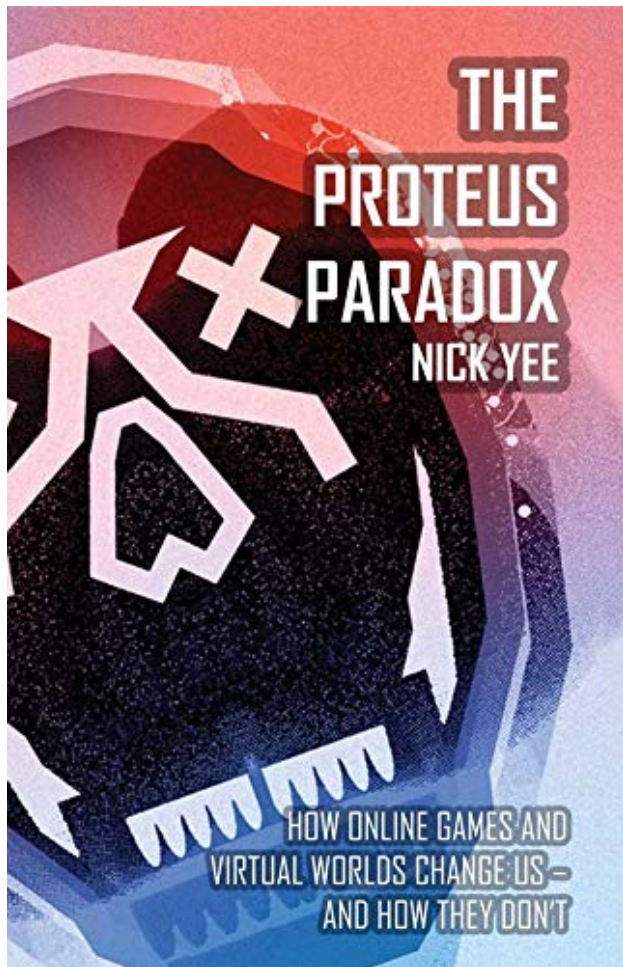
SKU: 9780300243994

Price: \$588.00

Categories: [BIOLOGY, LIFE SCIENCES, BIOLOGY, LIFE SCIENCES, DEVELOPMENTAL BIOLOGY, EVOLUTION, LIFE SCIENCES: GENERAL ISSUES, PSYCHOLOGY, SOCIAL SCIENCES, Social, group or collective psychology](#)

Product Description

A wide-ranging argument by a renowned anthropologist that the capacity to believe is what makes us human. Why are so many humans religious? Why do we daydream, imagine, and hope? Philosophers, theologians, social scientists, and historians have offered explanations for centuries, but their accounts often ignore or even avoid human evolution. Evolutionary scientists answer with proposals for why ritual, religion, and faith make sense as adaptations to past challenges or as by-products of our hyper-complex cognitive capacities. But what if the focus on religion is too narrow? Renowned anthropologist Agustín Fuentes argues that the capacity to be religious is actually a small part of a larger and deeper human capacity to believe. Why believe in religion, economies, love? A fascinating intervention into some of the most common misconceptions about human nature, this book employs evolutionary, neurobiological, and anthropological evidence to argue that belief—the ability to commit passionately and wholeheartedly to an idea—is central to the human way of being in the world.



The Proteus Paradox: How Online Games and Virtual Worlds Change Us? And How They Don't

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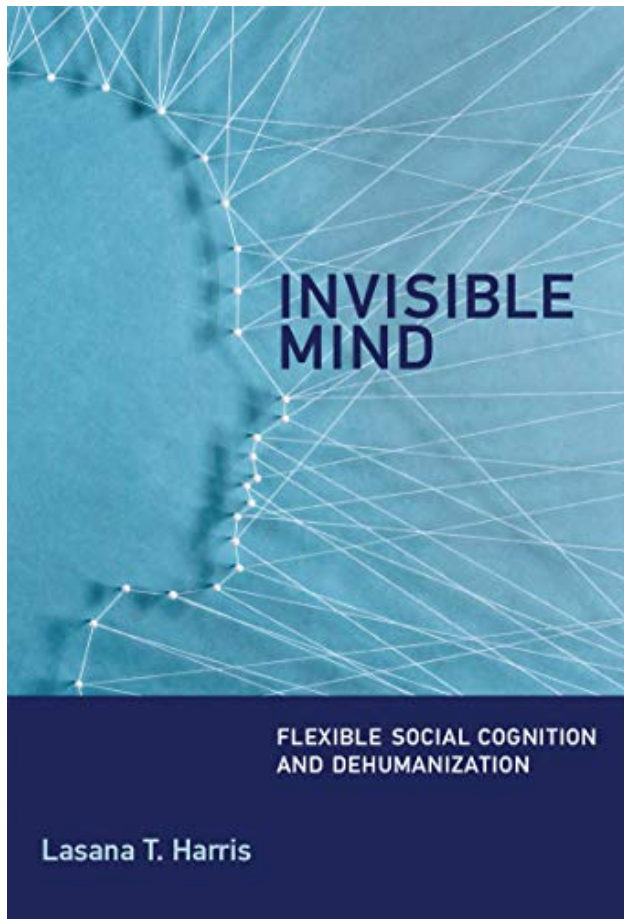
SKU: 9780300190991

Price: \$588.00

Categories: [COMPUTING AND INFORMATION TECHNOLOGY](#), [DIGITAL LIFESTYLE](#), [Impact of science & technology on society](#), [Internet guides & online services](#), [Media studies](#), [PSYCHOLOGY](#), [SCIENCE: GENERAL ISSUES](#), [SCIENTIFIC STANDARDS](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [SOCIETY & CULTURE: GENERAL](#), [Virtual worlds](#)

Product Description

A surprising assessment of the ways that virtual worlds are entangled with human psychology. Proteus, the mythical sea god who could alter his appearance at will, embodies one of the promises of online games: the ability to reinvent oneself. Yet inhabitants of virtual worlds rarely achieve this liberty, game researcher Nick Yee contends. Though online games evoke freedom and escapism, Yee shows that virtual spaces perpetuate social norms and stereotypes from the offline world, transform play into labor, and inspire racial scapegoating and superstitious thinking. And the change that does occur is often out of our control and effected by unparalleled-but rarely recognized-tools for controlling what players think and how they behave. Using player surveys, psychological experiments, and in-game data, Yee breaks down misconceptions about who plays fantasy games and the extent to which the online and offline worlds operate separately. With a wealth of entertaining and provocative examples, he explains what virtual worlds are about and why they matter, not only for entertainment but also for business and education. He uses gaming as a lens through which to examine the pressing question of what it means to be human in a digital world. His thought-provoking book is an invitation to think more deeply about virtual worlds and what they reveal to us about ourselves.



Invisible Mind: Flexible Social Cognition and Dehumanization (The MIT Press)

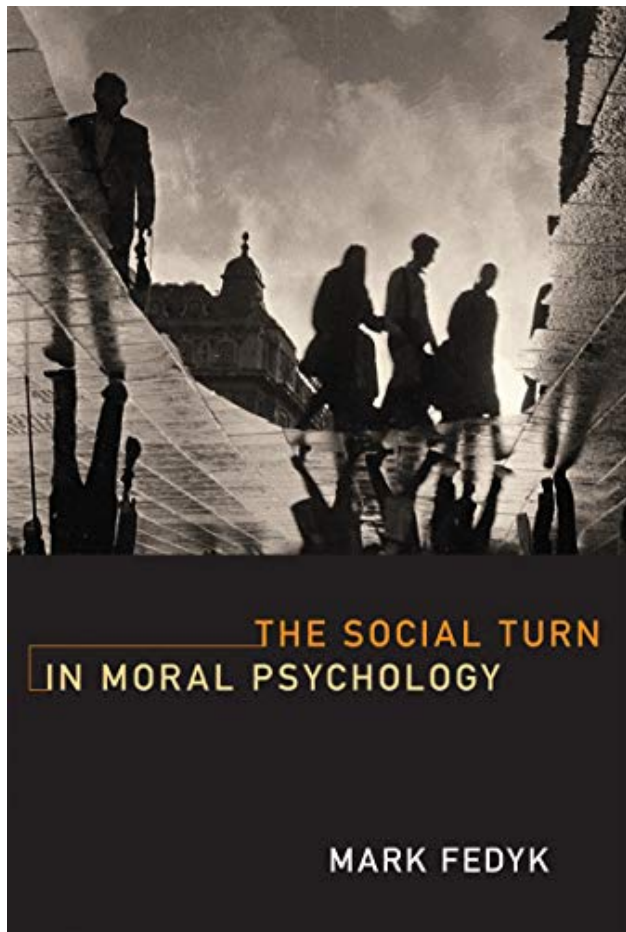
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SKU: 9780262035965

Price: \$209.79

Categories: [Cognition & cognitive psychology](#), [Cognitive science](#), [INTERDISCIPLINARY STUDIES](#), [PSYCHOLOGY](#), [REFERENCE, INFORMATION AND INTERDISCIPLINARY SUBJECTS](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description



The Social Turn in Moral Psychology (The MIT Press)

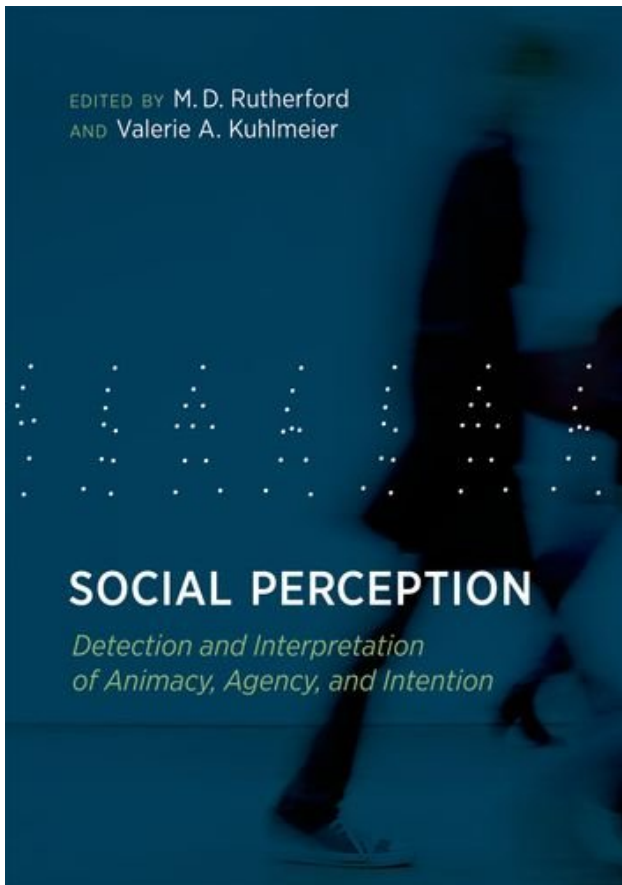
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SKU: 9780262035569

Price: \$209.79

Categories: [Cognitive science](#), [Ethics & moral philosophy](#), [INTERDISCIPLINARY STUDIES](#), [PHILOSOPHY](#), [Philosophy of mind](#), [PSYCHOLOGY](#), [REFERENCE, INFORMATION AND INTERDISCIPLINARY SUBJECTS](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [WESTERN PHILOSOPHY](#)

Product Description



Social Perception: Detection and Interpretation of Animacy, Agency, and Intention (The MIT Press)

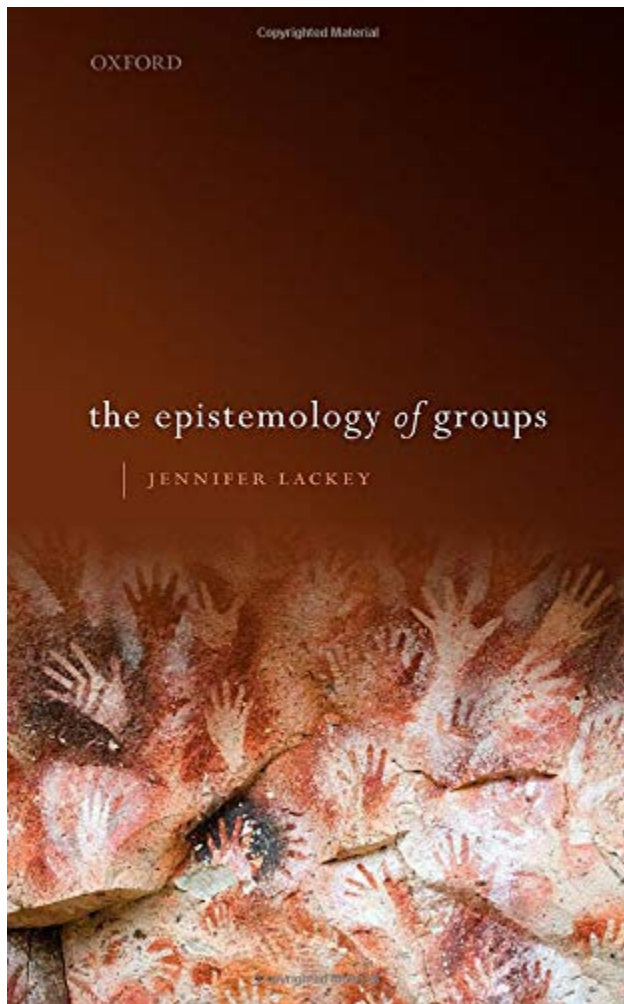
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SKU: 9780262019279

Price: \$1,050.00

Categories: [Cognition & cognitive psychology](#), [Perception](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description



The Epistemology of Groups

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SKU: 9780199656608

Price: \$1,470.00

Categories: [ECONOMIC THEORY & PHILOSOPHY](#), [ECONOMICS](#), [ECONOMICS](#), [PHILOSOPHY](#), [Philosophy: epistemology & theory of knowledge](#), [PSYCHOLOGY](#), [Social & political philosophy](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [WESTERN PHILOSOPHY](#)

Product Description

Groups are often said to bear responsibility for their actions, many of which have enormous moral, legal, and social significance. When children were separated from their parents or guardians at the U.S.-Mexico border as part of America's immigration policy, for example, the Trump Administration was said to be responsible for the harms these families suffered as a result. But are groups subject to normative assessment simply in virtue of their individual members being so, or are they somehow agents in their own right? Answering this question depends on understanding key concepts in the epistemology of groups, as we cannot hold the Trump Administration responsible without first determining what it believed, knew, and said. Deflationary theorists hold that group phenomena can be understood entirely in terms of individual members and their states. Inflationary theorists maintain that group phenomena are importantly over and above, or otherwise distinct from, individual members and their states. In *The Epistemology of Groups* Jennifer Lackey argues that neither approach is satisfactory. Groups are more than their members, but not because they have 'minds of their own,' as the inflationists hold. Instead, she shows how group phenomena-like belief, justification, and knowledge-depend on what the individual group members do or are capable of doing while being subject to group-level normative requirements. This framework allows for the correct distribution of responsibility across groups and their individual members.



The Origins of Unfairness: Social Categories and Cultural Evolution

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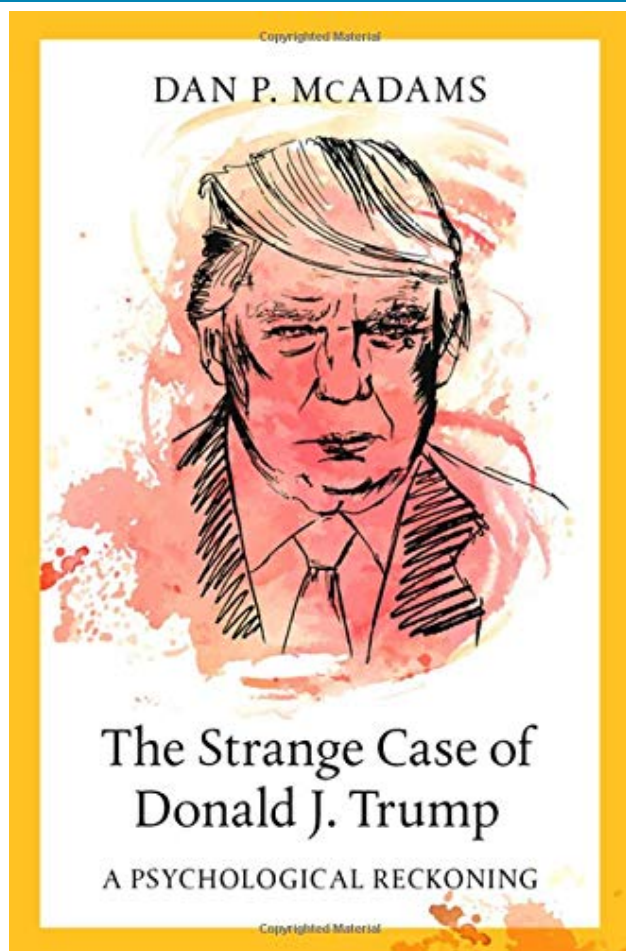
SKU: 9780198789970

Price: \$565.95

Categories: [Anthropology](#), [Gender studies](#), [gender groups](#), [PHILOSOPHY](#), [PSYCHOLOGY](#), [Social & cultural anthropology](#), [ethnography](#), [Social & political philosophy](#), [Social groups](#), [SOCIAL SCIENCES](#), [Social theory](#), [Social, group or collective psychology](#), [SOCIETY & CULTURE: GENERAL](#), [Sociology](#), [SOCIOLOGY & ANTHROPOLOGY](#), [WESTERN PHILOSOPHY](#)

Product Description

In almost every human society some people get more and others get less. Why is inequity the rule in these societies? In *The Origins of Unfairness*, philosopher Cailin O'Connor firstly considers how groups are divided into social categories, like gender, race, and religion, to address this question. She uses the formal frameworks of game theory and evolutionary game theory to explore the cultural evolution of the conventions which piggyback on these seemingly irrelevant social categories. These frameworks elucidate a variety of topics from the innateness of gender differences, to collaboration in academia, to household bargaining, to minority disadvantage, to homophily. They help to show how inequity can emerge from simple processes of cultural change in groups with gender and racial categories, and under a wide array of situations. The process of learning conventions of coordination and resource division is such that some groups will tend to get more and others less. O'Connor offers solutions to such problems of coordination and resource division and also shows why we need to think of inequity as part of an ever evolving process. Surprisingly minimal conditions are needed to robustly produce phenomena related to inequity and, once inequity emerges in these models, it takes very little for it to persist indefinitely. Thus, those concerned with social justice must remain vigilant against the dynamic forces that push towards inequity.



The Strange Case of Donald J. Trump: A Psychological Reckoning

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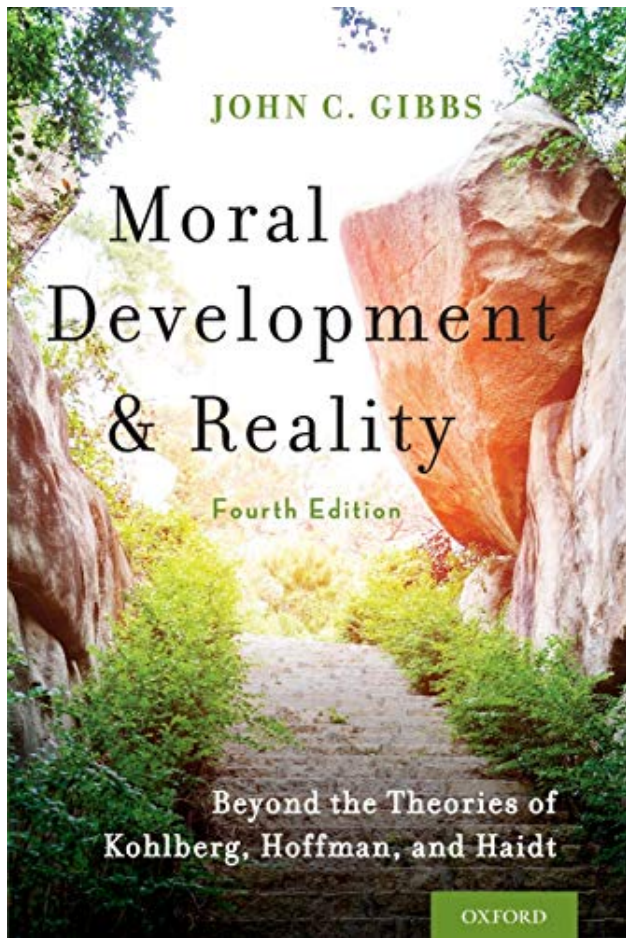
SKU: 9780197507445

Price: \$775.95

Categories: [POLITICAL LEADERS & LEADERSHIP](#), [POLITICAL STRUCTURE & PROCESSES](#), [POLITICS & GOVERNMENT](#), [POLITICS & GOVERNMENT](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [The self, ego, identity, personality](#)

Product Description

The Strange Case of Donald J. Trump provides a coherent and nuanced psychological portrait of Donald Trump, drawing upon biographical events in the subject's life and contemporary scientific research and theory in personality, developmental, and social psychology. Dan P. McAdams, renowned psychologist who pioneered the study of lives, examines the central personality traits, personal values and motives, and the interpersonal and cultural factors that together have shaped Trump's psychological makeup, with an emphasis on the strangeness of the case—that is, how Trump again and again defies psychological expectations regarding what it means to be a human being. The book's central thesis is that Donald Trump is the episodic man. The chapters, structured as stand-alone essays each riffing on a single psychological theme, build on each other to present a portrait of a person who compulsively lives in the moment, without an internal story to integrate his life in time. With an emphasis on scientific personality research, rather than political rhetoric, McAdams shows that Trump's utter lack of an inner life story is truly exceptional. This book is a remarkable case study which should be of as much interest to psychologists as it is to readers trying to reckon with the often confounding behavior and temperament of the 45th President of the United States.



Moral Development and Reality: Beyond the Theories of Kohlberg, Hoffman, and Haidt

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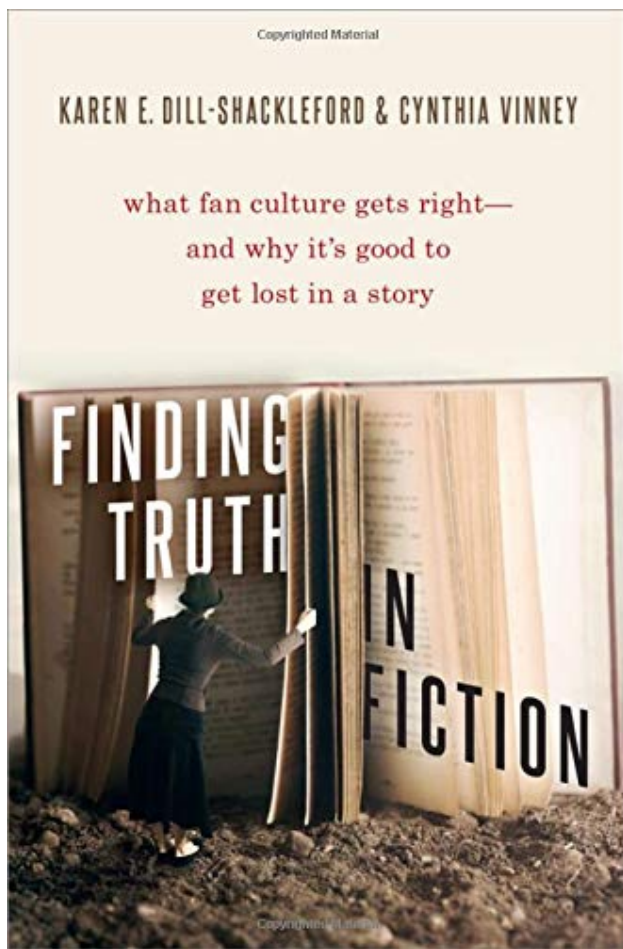
SKU: 9780190878214

Price: \$1,281.00

Categories: [Child & developmental psychology](#), [EDUCATION](#), [Educational psychology](#), [Moral & social purpose of education](#), [Philosophy & theory of education](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

Moral Development and Reality explores the nature of moral development, human behavior, and social interconnections. The exploration elucidates the full range of moral development, from superficial perception to a deeper understanding and feeling through social perspective-taking. By comparing, contrasting, and going beyond the key theories of preeminent thinkers Lawrence Kohlberg, Martin Hoffman, and Jonathan Haidt, John C. Gibbs tackles vital questions: What exactly is morality and its development? Can the key theoretical perspectives be integrated? What accounts for prosocial behavior, and how can we understand and treat antisocial behavior? Does moral development, including moments of moral inspiration, reflect a deeper reality? This fourth edition of Moral Development and Reality is thoroughly updated, refined, and expanded. A major addition considers Paul Bloom's important challenge to Hoffman's theory. This book will have broad appeal across academic and applied disciplines in psychology, education, and the helping professions. Complete with case studies and chapter questions, it serves especially well as a text in advanced undergraduate and graduate courses in social/developmental psychology and human development.



Finding Truth in Fiction: What Fan Culture Gets Right--and Why it's Good to Get Lost in a Story

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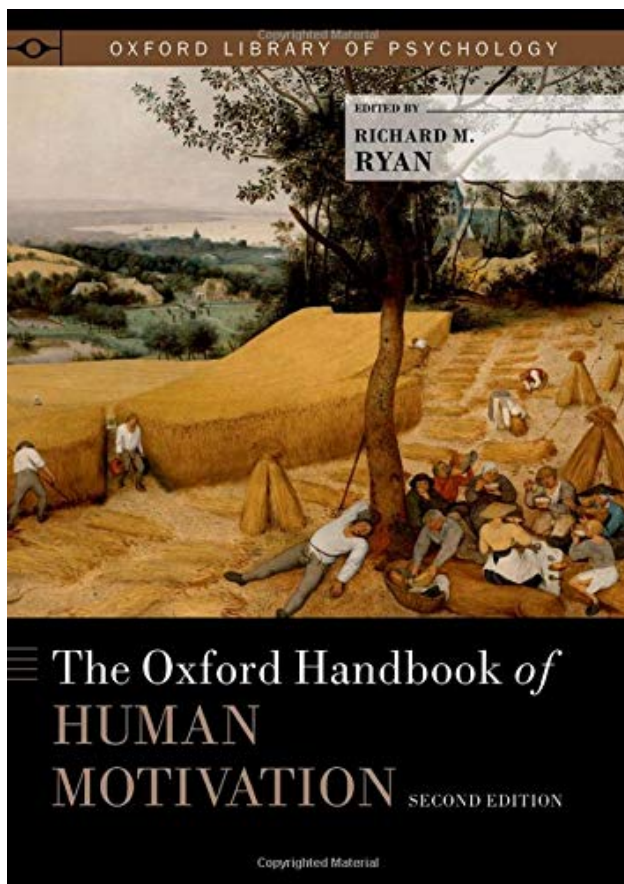
SKU: 9780190643607

Price: \$775.95

Categories: [LANGUAGE, LITERATURE AND BIOGRAPHY](#), [Literary studies: fiction, novelists & prose writers](#), [LITERATURE: HISTORY & CRITICISM](#), [Media studies](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [SOCIETY & CULTURE: GENERAL](#)

Product Description

In *Finding Truth in Fiction*, two media psychologists reveal that there's much more to our desire to seek out stories in film, TV, and books than simple diversion - fiction can help us find truth in our real lives. Whether you consider yourself a fan of popular media or whether you find yourself thinking of a particular fictional scene for inspiration, you are not alone. Though some assume that interest in a fictional world is a sign of psychological trouble, the authors enthusiastically disagree. Because story worlds are simulations of our social world, we use them to make sense of our experiences and even decide what kind of people we want to be. This makes fiction far from trivial. By exploring our relationship with fictional stories and characters, the authors will examine how we create mental models in our minds so we can understand stories and characters and how we differentiate between the identities of characters and the actors who play them. What story arcs, such as the hero's journey, are we drawn to again and again? How do the moments that strike us as important in a story change as we age and move through different stages in our life? Delving into these questions and many more, the authors conclude that being a fan is not just healthy, it's human.



The Oxford Handbook of Human Motivation (Oxford Library of Psychology)

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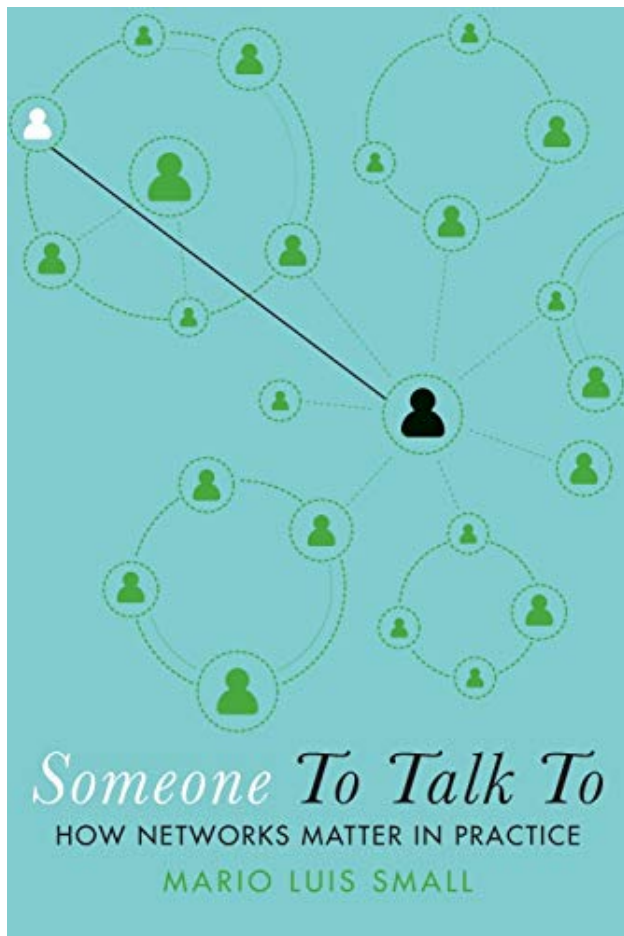
SKU: 9780190666453

Price: \$3,150.00

Categories: [BUSINESS & MANAGEMENT](#), [Cognition & cognitive psychology](#), [ECONOMICS, FINANCE, BUSINESS AND INDUSTRY](#), [Occupational & industrial psychology](#), [PSYCHOLOGY](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description

The field of human motivation has been undergoing a revolutionary shift in the 21st century. What new philosophical assumptions, motivational models, and empirical evidence have emerged? What does this look like in theory and in application? The Oxford Handbook of Human Motivation, Second Edition addresses these key advances made in the field since the previous edition, offering the latest insights from the top theorists and researchers of human motivation. The volume includes chapters on social learning theory, control theory, self-determination theory, terror management theory, and regulatory focus theory, while also presenting articles from leading scholars on phenomena such as ego-depletion, choice, curiosity, flow, implicit motives, and personal interests. A special section dedicated to goal research highlights achievement goals, goal attainment, goal pursuit and unconscious goals, and the goal orientation process across adulthood. This Handbook also provides practical research and guidance with sections on relationships and applications in areas such as psychotherapy, education, physical activity, sport, and work. By providing reviews of the most advanced work by the very best scholars in this field, The Oxford Handbook of Human Motivation, Second Edition represents an invaluable resource for both researchers and practitioners, as well as any student of human nature.



Someone To Talk To: How Networks Matter in Practice

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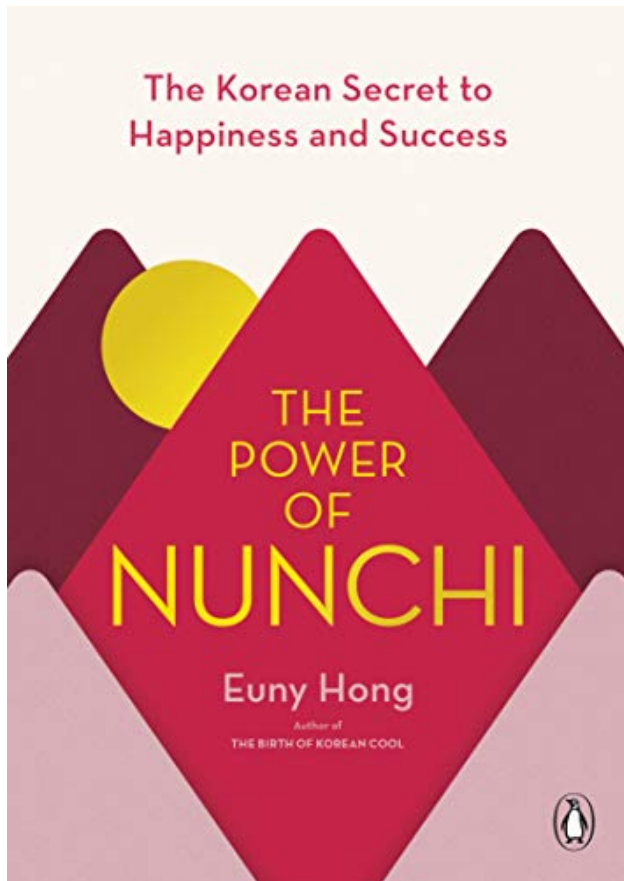
SKU: 9780190090432

Price: \$565.95

Categories: [Behavioural economics](#), [ECONOMICS](#), [ECONOMICS, FINANCE, BUSINESS AND INDUSTRY](#), [EDUCATION](#), [Higher & further education, tertiary education](#), [PSYCHOLOGY](#), [Social discrimination & inequality](#), [Social interaction](#), [Social issues & processes](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#), [SOCIETY & CULTURE: GENERAL](#)

Product Description

Winner of the James Coleman Award for Best Book from the Rationality and Society section of the American Sociological Society Winner of the Outstanding Recent Contribution from the Social Psychology section of the American Sociological Association Winner of the Best Publication Award from the Mental Health section of the American Sociological Association Honorable Mention, PROSE Book Award, Cultural Anthropology and Sociology, from the Association of American Publishers When people are facing difficulties, they often feel the need for a confidant. How do they decide on whom to rely? In *Someone To Talk To*, Mario Luis Small follows a group of graduate students as they cope with stress, overwork, self-doubt, failure, relationships, children, health care, and poverty. He unravels how they decide whom to turn to for support. And he then confirms his findings based on representative national data on adult Americans. Small shows that rather than consistently relying on their strong ties, Americans often take pains to avoid close friends and family, as these relationships are both complex and fraught with expectations. In contrast, they often confide in weak ties, as the need for understanding or empathy trumps their fear of misplaced trust. In fact, people may find themselves confiding in acquaintances and even strangers unexpectedly, without having reflected on the consequences. Amid a growing wave of big data and large-scale network analysis, Small returns to the basic questions of whom we connect with, how, and why, upending decades of conventional wisdom on how we should think about and analyze social networks.



The Power of Nunchi: The Korean Secret to Happiness and Success

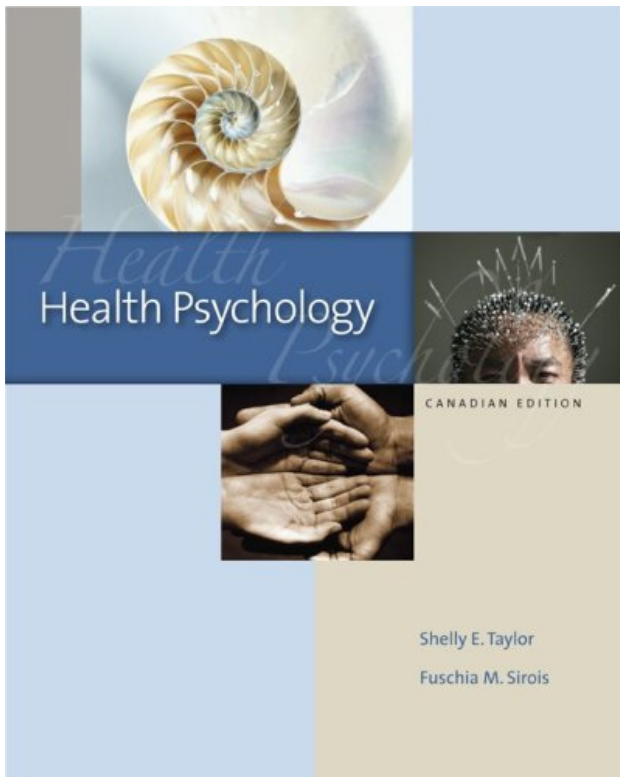
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SKU: 9780143134466

Price: \$462.00

Categories: [BUSINESS & MANAGEMENT](#), [Business communication & presentation](#), [ECONOMICS, FINANCE, BUSINESS AND INDUSTRY](#), [FAMILY, HOME AND PRACTICAL INTERESTS](#), [Popular psychology, PSYCHOLOGY, SELF-HELP & PRACTICAL INTERESTS](#), [SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description



Health Psychology

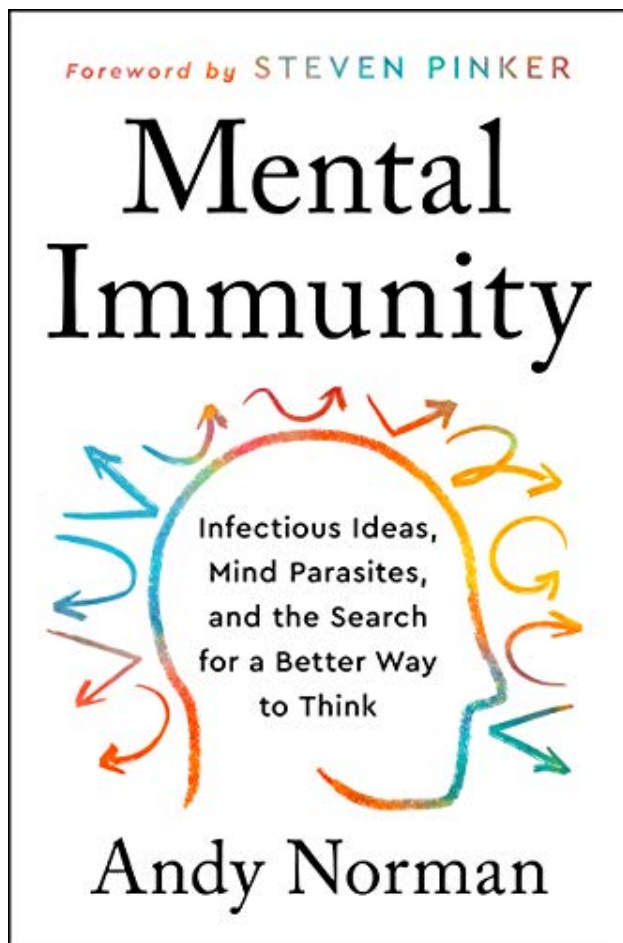
[Read More](#)

SKU: 9780070959989

Price: \$2,919.00

Categories: [HEALTH PSYCHOLOGY](#), [MEDICAL SCIENCE, MEDICINE: GENERAL ISSUES, PSYCHOLOGY, PUBLIC HEALTH & PREVENTIVE MEDICINE, SOCIAL SCIENCES](#), [Social, group or collective psychology](#)

Product Description



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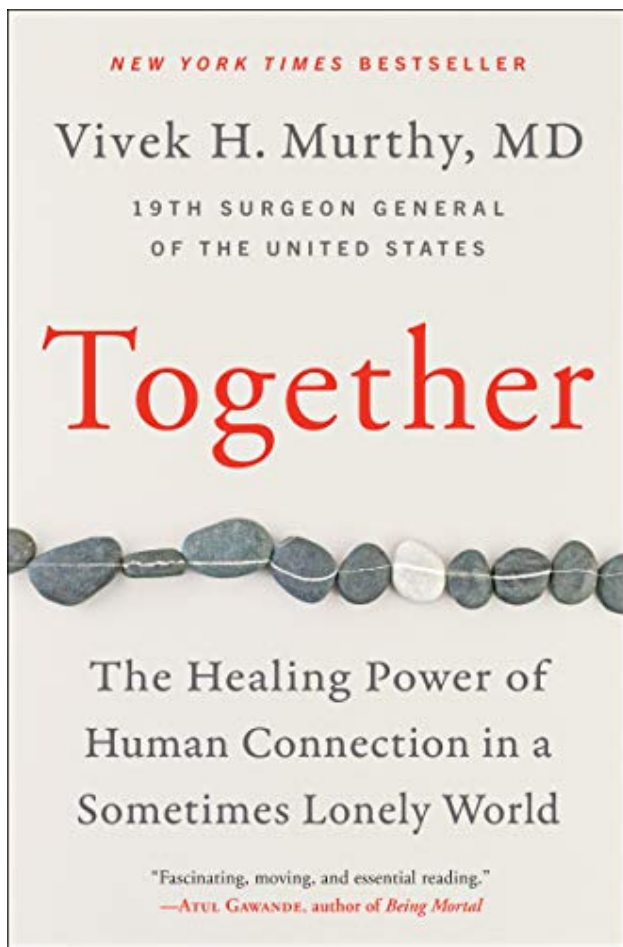
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Product Description

Why do people reject science and believe online conspiracy theories? How are people radicalized online and go on to commit acts of violence? Why is our society so politically polarized? Astonishingly irrational ideas are spreading. Covid denial persists in the face of overwhelming evidence. Anti-vaxxers compromise public health. Conspiracy thinking hijacks minds and incites mob violence. Toxic partisanship is cleaving nations, and climate denial has pushed our planet to the brink. Meanwhile, American Nazis march openly in the streets, and Flat Earth theory is back. What the heck is going on? Why is all this happening, and why now? More important, what can we do about it? In *Mental Immunity*, Andy Norman shows that these phenomena share a root cause. We live in a time when the so-called right to your opinion is thought to trump our responsibilities. The resulting ethos effectively compromises mental immune systems, allowing mind parasites to overrun them. Conspiracy theories, evidence-defying ideologies, garden-variety bad ideas: these are all species of mind parasite, and each of them employs clever strategies to circumvent mental immune systems. In fact, some of them compromise cultural immune systems - the things societies do to prevent bad ideas from spreading. Norman shows why all of this is more than mere analogy: minds and cultures really do have immune systems, and they really can break down. Fortunately, they can also be built up: strengthened against ideological corruption. He calls for a rigorous science of mental immune health - what he calls cognitive immunology - and explains how it could revolutionize our capacity for critical thinking. Hailed as a feast for thought, *Mental Immunity* melds cutting-edge work in science and philosophy into an astonishingly enlightening and productive solution to the signature problem of our age. A practical guide to spotting and removing bad ideas, a stirring call to transcend our petty tribalisms, and a serious bid to bring humanity to its senses.



Together: The Healing Power of Human Connection in a Sometimes Lonely World

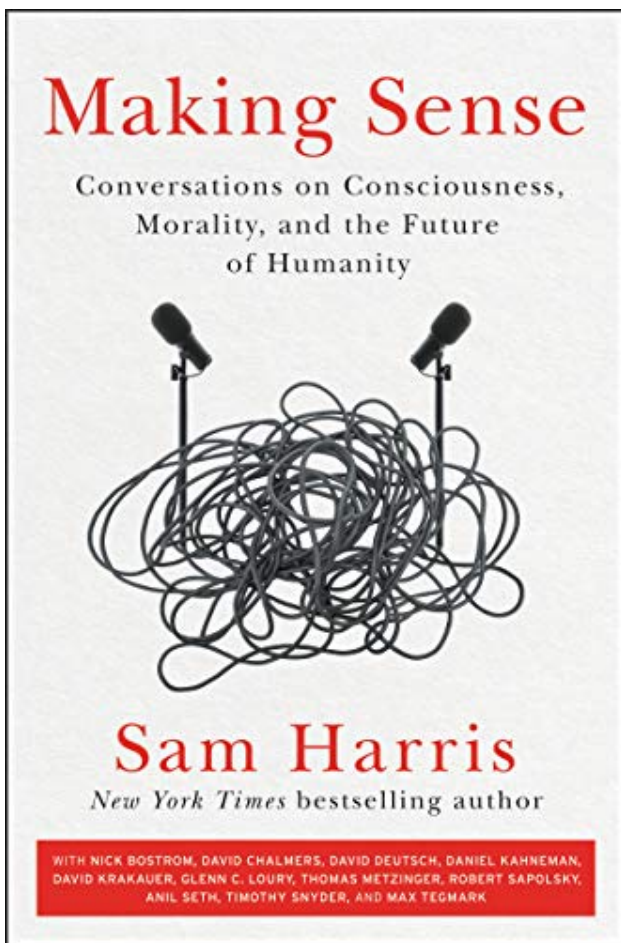
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