First published in 1982. Paradoxical psychotherapy has rapidly become one of the most important approaches to family therapy and psychotherapy during the past few years. The aim of this book is to present an overview of paradoxical therapy. Paradoxical Psychotherapy: Theory and Practice with Individuals, Couples, and Families is designed for all clinical psychologists. Applications are offered for the individual, marital, and family therapist.

With more than 300 entries, these two volumes provide a one-stop source for a comprehensive overview of communication theory, offering current descriptions of theories as well as the background issues and concepts that comprise these theories. This is the first resource to summarize, in one place, the diversity of theory in the communication field. Key Themes Applications and Contexts Critical Orientations Cultural Orientations Cybernetic and Systems Orientations Feminist Orientations Group and Organizational Concepts Information, Media, and Communication Technology International and Global Concepts Interpersonal Concepts Non-Western Orientations Paradigms, Traditions, and Schools Philosophical Orientations Psycho-Cognitive Orientations Rhetorical Orientations Semiotic, Linguistic, and Discursive Orientations Social/Interactional Orientations Theory, Metatheory, Methodology, and Inquiry

Coping with Lack of Control in a Social World offers an integrated view of cutting-edge research on the effects of control deprivation on social cognition. The book integrates multi-method research demonstrating how various types of control deprivation, related not only to experimental settings but also to real life situations of helplessness, can lead to variety of cognitive and emotional coping strategies at the social cognitive level.
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This book brings together leading scientists to illustrate how key theories and concepts in social psychology help to predict and explain behavior, and can be successfully applied to benefit social and practical problems. It focuses on robust theories and models known for their successful applications and covers a diverse range of settings spanning classroom interventions, health behavior, financial decision making, climate change and much more. Each chapter comprises of a theoretical section to define the key concepts and summarize the theory, providing evidence for its reliability and limitations from basic research, as well as an application section that summarizes research in an applied context and provides details about a particular study including the respective application setting. The textbook expertly shows how theory can make meaningful predictions for real world contexts, and isn’t afraid to explain the potential hurdles and pitfalls when applying a theory and its underlying set of concepts in a certain context. Crucially, this format moves towards theory testing in applied contexts, enabling a closer examination of why and under what circumstances interventions may be successful in obtaining a desired behavioral or psychological end-state. Among the topics explored: Mindset theory of action phases and if-then planning Quality of motivation in self-determination theory The focus theory of normative conduct Social identity theory and intergroup theory Intergroup forgiveness Social Psychology in Action is a critical resource for advanced undergraduate and graduate students in social and cultural psychology, as well as students of behavioral economics seeking to develop a deeper understanding of major theories and applications of the fields. Practitioners working in the areas of organizational behavior and management, health communication, social work, and educational science and pedagogy will also find the volume pertinent to their work.

Les hommes n’ont jamais cessé de vouloir s’influencer les uns les autres. Experts, universitaires et chercheurs ont développé de très nombreuses théories autour de la persuasion. Celle-ci requiert encore trop souvent de colossaux investissements sans que les opérateurs puissent être bien certains de l’efficacité démontrée d’annonces ou de campagnes publicitaires. S’appuyant sur près de deux décennies d’investigations ayant trait à l’impact de la publicité et des messages commerciaux sur le cerveau humain, Christophe Morin et Patrick Renvoisé proposent le premier modèle intégré de la persuasion fondé sur les recherches les plus récentes en neurosciences, en psychologie des médias et en économie comportementale. Les auteurs révèlent que les messages les plus convaincants doivent d’abord atteindre le cerveau primitif, notre système cérébral le plus ancien, mais aussi le plus instrumental, dans les processus de persuasion. Les auteurs expliquent en termes simples la façon dont les messages persuasifs affectent les fonctions du cerveau telles que l’attention, les émotions, l’effort cognitif et le processus de décision. Plus important encore, ils dévoilent au lecteur un processus simple, systématique, dénommé...
Some people save and others with similar incomes and wealth do not. Why? Whilst psychology has devoted little attention to the forward looking dimension of human behavior, it contributes theories and techniques for studying the cognitive, motivational, and social factors that affect saving. The book examines the assumption that man is forward looking and desires to provide for the future. It summarizes theories and behavioral research in the area of saving and explores the psychological insights and findings of economists and interprets them in terms of modern psychology. The Psychology of Saving will be welcomed as a major contribution to economic psychology which brings together research and analysis, developing our understanding about rationality, expectations, and consumer behavior.

Psychological Reactance: A Theory of Freedom and Control provides information pertinent to the fundamental aspects of reactance theory. This book discusses a number of special topic areas to which the reactance theory seems especially relevant. Organized into five parts encompassing 17 chapters, this book begins with an overview of the relationship between freedom and perceived freedom as conceived by reactance theory. This text then describes the clinical applications, societal problem solutions, and power relations in the real world. Other chapters consider the developmental aspects of reactance. This book discusses as well the reactance theory in a wider theoretical context by examining impression management formulations of the theory and by comparing reactance to other theoretical models whereby the notion of control plays a major role. The final chapter deals with the role of cognitive processes in association with reactance in attitude change phenomena. This book is a valuable resource for social psychologists.
Resistance and Persuasion is the first book to analyze the nature of resistance and demonstrate how it can be reduced, overcome, or used to promote persuasion. By examining resistance, and providing strategies for overcoming it, this new book generates insight into new facets of influence and persuasion. With contributions from the leaders in the field, this book presents original ideas and research that demonstrate how understanding resistance can improve persuasion, compliance, and social influence. Many of the authors present their research for the first time. Four faces of resistance are identified: reactance, distrust, scrutiny, and inertia. The concluding chapter summarizes the book’s theoretical contributions and establishes a resistance-based research agenda for persuasion and attitude change. This new book helps to
Theories in Social Psychology is an edited volume that identifies and discusses in-depth the important theoretical perspectives and theories in social psychology. It covers a wide range of topics, including group dynamics, attitude formation, and social influence. The volume is intended for researchers, students, and practitioners in the field of social psychology.

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Establish resistance as a legitimate sub-field of persuasion that is equal in force to influence. Resistance and Persuasion offers many new revelations about persuasion: *Acknowledging resistance helps to reduce it. *Raising reactance makes a strong message more persuasive. *Putting arguments into a narrative increases their influence. *Identifying illegitimate sources of information strengthens the influence of legitimate sources. This volume will appeal to researchers and students from a variety of disciplines including social, cognitive, and health psychology, communication, marketing, political science, journalism, and education.

"Reference source for psychologists, psychiatrists, social workers, counselors, sociologists, anthropologists, and other professionals who do research in human behavior." With approximately 2,150 entries (1,500 subjects; 650 persons), some twenty-four are on psychology throughout the world, as well as biographical entries of deceased and living contributors to psychology. Encyclopedia may be consulted for ready reference, summary, or textbook information. Entries give name or subject, dates, discussion, cross references, references, and name of author. Volume 4 consists of bibliography of 24,521 items, name index, and subject index.

This volume examines the phenomenon of fake news by bringing together leading experts from different fields within psychology and related areas, and explores what has become a prominent feature of public discourse since the first Brexit referendum and the 2016 US election campaign. Dealing with misinformation is important in many areas of daily life, including politics, the marketplace, health communication, journalism, education, and science. In a general climate where facts and misinformation blur, and are intentionally blurred, this book asks what determines whether people accept and share (mis)information, and what can be done to counter misinformation? All three of these aspects need to be understood in the context of online social networks, which have fundamentally changed the way information is produced, consumed, and transmitted. The contributions within this volume summarize the most up-to-date empirical findings, theories, and applications and discuss cutting-edge ideas and future directions of interventions to counter fake news. Also providing guidance on how to handle misinformation in an age of alternative facts, this is a fascinating and vital reading for students and academics in psychology, communication, and political science and for professionals including policy makers and journalists.

This is a compact and economic student's version of the critically acclaimed "APA Dictionary of Psychology". It contains 5,000 entries offering clear and authoritative definitions - including many revised and updated definitions from the parent dictionary. It includes about 200 entries that have never appeared in the parent dictionary or its abridgment, the "APA Concise Dictionary of Psychology", selected through comparison with some of the best and most popular textbooks currently in use on college campuses. It offers basic coverage across 90 sub disciplines of psychology - with special emphasis on field typically encountered in undergraduate studies: general, social, developmental, abnormal, and cognitive psychology, as well as neuroscience and basic methodology and statistics. There is an appendix listing major figures in the history of psychology and their relation to outside disciplines and professions.
This text examines: the range of applications of psychological research; treatment of the hows and whys of research methods and examination; and historical background developed within the coverage of topics such as the function of neurons, the development of phobias and the concept of stress.

This informative volume presents the first comprehensive review of research and theory on dual-process models of social information processing. These models distinguish between qualitatively different modes of information processing in making decisions and solving problems (e.g., associative versus rule-based, controlled versus uncontrolled, and affective versus cognitive modes). Leading contributors review the basic assumptions of these approaches and review the ways they have been applied and tested in such areas as attitudes, stereotyping, person perception, memory, and judgment. Also examined are the relationships between different sets of processing modes, the factors that determine their utilization, and how they work in combination to affect responses to social information.

The Second Edition of The SAGE Handbook of Persuasion: Developments in Theory and Practice provides readers with logical, comprehensive summaries of research in a wide range of areas related to persuasion. From a topical standpoint, this handbook takes an interdisciplinary approach, covering issues that will be of interest to interpersonal and mass communication researchers as well as to psychologists and public health practitioners.

- This new edition gives students valuable practice in reading and evaluating research. All major methods of research are illustrated, including
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 País a país se producirá la conducción del ser humano hacia el empoderamiento de la ciencia de la información. Este proceso se reflejará en el mundo de las comunicaciones, con un enfoque mundial, resultando en una combinación de medios de comunicación que se encargan de conectar a todos. En este contexto, la educación digital se convierte en una herramienta fundamental para el desarrollo de las futuras generaciones. Las nuevas tecnologías, como la inteligencia artificial, la realidad virtual y la realidad aumentada, están cambiando el papel que desempeñan en la educación. Estos avances permiten una experiencia educativa más personalizada, adaptada a las necesidades de cada estudiante. Además, también está desapareciendo el papel del maestro como el único proveedor de conocimiento. En lugar de ello, el papel del maestro como guía y mediador se ha fortalecido. El maestro se convierte en un facilitador, un mentor y un aprendiz, y el aprendiz se convierte en un colaborador activo en el proceso de aprendizaje. En este nuevo modelo de educación, la creatividad y la innovación son valoradas y fomentadas. En conclusión, la educación digital es un cambio importante en el mundo de la educación, que está transformando el modo en que se aprende y se enseña. Los avances tecnológicos y la creación de nuevas plataformas educativas están desafiando el papel de los maestros y los estudiantes, y están transformando la educación en algo más dinámico y personalizado.