

By Susan T Fiske Social Beings Core Motives In Social

What shapes political behavior more: the situations in which individuals find themselves, or the internal psychological makeup—beliefs, values, and so on—of those individuals? This is perhaps the leading division within the psychological study of politics today. *Political Psychology: Situations, Individuals, and Cases*, 2nd edition, provides a concise, readable, and conceptually organized introduction to the topic of political psychology by examining this very question. Using this situationism--dispositionism framework—which roughly parallels the concerns of social and cognitive psychology—this book focuses on such key explanatory mechanisms as behaviorism, obedience, personality, groupthink, cognition, affect, emotion, and neuroscience to explore topics ranging from voting behavior and racism to terrorism and international relations. The new edition includes a new chapter on the psychology of the media and communication. Houghton has also updated the text to analyze recent political events such as the 2012 election, and to include up-and-coming research in the areas of neuroscience, behavioral economics, and more. Houghton's clear and engaging examples directly challenge students to place themselves in both real and hypothetical situations which involve intense moral and political dilemmas. This highly readable text will provide students with the conceptual foundation they need to make sense of the rapidly changing and increasingly important field of political psychology.

In the World Library of Psychologists series, international experts present career-long collections of what they judge to be their finest pieces—extracts from books, key articles, salient research findings, and their major practical theoretical contributions. Susan T. Fiske has an international reputation as an eminent scholar and pioneer in the field of social cognition. Throughout her distinguished career, she has investigated how people make sense of other people, using shortcuts that reveal prejudices and stereotypes. Her research in particular addresses how these biases are encouraged or discouraged by social relationships, such as cooperation, competition, and power. In 2013, she was elected to the National Academy of Sciences, and, in 2011, to the British Academy. She has also won several scientific honours, including the Guggenheim Fellowship, the APA Distinguished Scientific Contributions Award, the APS William James Fellow Award, as well as the European Federation of Psychologists' Associations Wundt-James Award and honorary degrees in Belgium, the Netherlands, Spain, and Switzerland. This collection of selected publications illustrates the foundations of modern social cognition research and its development in the late twentieth and early twenty-first century. In a specially written introductory chapter, Fiske traces the key advances in social cognition throughout her career, and so this book will be invaluable reading for students and researchers in social cognition, person perception, and intergroup bias. 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.

Challenging and rigorous, yet strikingly accessible, this book offers a complete overview of the field and is essential reading for all students of social psychology from undergraduate to post-graduate and beyond.

The foremost reference resource for academics, researchers, and graduate students in psychology looking for the most current, well-researched, and thorough information in the field of social psychology Established for over 50 years; no other reference in the field can claim the stature or thoroughness of content as this classic resource

Represents the full field from neuron to nation This fifth edition brings on board mostly new authors as befits a vigorous, cutting-edge science Features chapters on social neuroscience, mind perception, morality, and social stratification, among other new

topics 4 Volumes <http://onlinelibrary.wiley.com/book/10.1002/9780470561119>

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

The SAGE Handbook of Social Cognition is a landmark volume. Edited by two of the field's most eminent academics and supported by a distinguished global advisory board, the 56 authors - each an expert in their own chapter topic - provide authoritative and thought-provoking overviews of this fascinating territory of research. Not since the early 1990s has a Handbook been published in this field, now, Fiske and Macrae have provided a timely and seminal benchmark; a state of the art overview that will benefit advanced students and academics not just within social psychology but beyond these borders too. Following an introductory look at the 'uniqueness of social cognition', the Handbook goes on to explore basic and underlying processes of social cognition, from implicit social cognition and consciousness and meta-cognition to judgment and decision-making. Also, the wide-ranging applications of social cognition research in 'the real world' from the burgeoning and relatively recent fields of social cognitive development and social cognitive aging to the social cognition of relationships are investigated. Finally, there is a critical and exciting exploration of the future directions in this field. The SAGE Handbook of Social Cognition will be an indispensable volume for any advanced student or academic wanting or needing to understand the landscape of

social cognition research in the 21st century.

Susan Fiske propose dans ce manuel une introduction à la psychologie sociale, tout aussi attractive que rigoureuse, suivant une approche fondée sur les 5 motivations de base (appartenir à un groupe, donner un sens aux réactions de chacun, contrôler les comportements et les événements, se mettre en valeur, faire confiance). Présentant à chaque fois les liens que celles-ci entretiennent avec la vie quotidienne, l'auteure montre comment ces motivations n'entreront pas en jeu de la même manière selon la question ou le problème abordé mais qu'elles interviennent néanmoins toujours dans des propositions variables liées à la situation. Evitant le double écueil de la simplification outrancière et de l'ethnocentrisme, cet ouvrage constitue bien un ouvrage de premier choix, qui accompagnera l'étudiant tout au long de son cursus: progressif et écrit dans une langue accessible et agréable, il propose à chaque étape du raisonnement un résumé qui structure ce qui a été exposé et permet ainsi plusieurs lectures en fonction du niveau d'avancement de l'étudiant. Il présente en outre les résultats de recherches fondamentales (méta-analyses issues de revues critiques et statistiques du monde entier) et établit ainsi des bases solides et reconnues pour l'apprentissage de l'étudiant. Cet ouvrage est destiné aux étudiants de psychologie (License/Baccalauréat 2-3 & Master) mais il intéressera également les étudiants de sociologie, communication et sciences politiques. L'influence de la neuropsychologie sur la formation de stéréotypes sociaux. Pourquoi sommes-nous plus attirés par tel visage que par tel autre ? Comment s'élaborent les stéréotypes et les préjugés ? Pourquoi retenons-nous davantage ceci que cela ? Sommes-nous vraiment libres quand nous posons un choix ? L'idée que nous nous faisons de nous-mêmes influence-t-elle notre façon de juger autrui ? Autant de questions auxquelles s'efforce de répondre la cognition

sociale, discipline qui étudie les processus mentaux que nous mettons en oeuvre en tant qu'être social et de culture, et donc la manière dont nous donnons du sens à nous-mêmes et à autrui. Autant de questions donc que Susan Fiske et Shelley Taylor, deux grandes spécialistes du domaine, abordent dans cet ouvrage fondamental appelé à devenir un classique. Les deux chercheuses retracent l'histoire de la cognition sociale, en rappellent les théories fondamentales et en exposent les recherches contemporaines. Leur originalité est d'intégrer à la cognition sociale les progrès les plus récents en neurosciences et en psychologie culturelle. Elles démontrent par là l'importance fondamentale du rôle de la culture, notamment dans les domaines de la santé, des relations intergroupes, de la politique, des inégalités. Susan Fiske et Shelley Taylor tracent ainsi un champ disciplinaire nouveau qui nous emmène des neurones à la culture : les neurosciences sociales, cognitives et affectives. Cet ouvrage de référence permet de comprendre le rôle joué par les processus mentaux dans nos relations sociales. CE QU'EN PENSE LA CRITIQUE La cognition sociale est un champ de recherche qui s'inscrit dans le giron de la psychologie, qui vise à comprendre comment "les gens se donnent du sens, et en donnent à autrui". Cet imposant manuel (592 pages !) en présente les apports et objets d'étude : attention, mémoire, attitudes, stéréotypes, préjugés, affects... - Sciences humaines, n°233 À PROPOS DES AUTEURS Shelley E. Taylor est Professeure de psychologie à l'Université de Californie. Elle est spécialiste de la cognition sociale ; ses domaines de recherches portent notamment sur les stéréotypes sociaux et la psychologie de la santé. Susan T. Fiske est Professeure de psychologie à l'Université de Princeton, où elle est titulaire de la Chaire Eugene Higgins. Elle est l'une des auteurs majeurs du champ de la psychologie sociale contemporaine.

Meticulously researched, and featuring in-depth analyses of companies such as Hershey's, Zappos, Amazon and Chobani, a customer loyalty expert and social psychiatrist reveals the driving forces behind the choices we make and the brands we support.

?Since its very first edition, *Social Cognition* has been the undisputed bible of the field.

Insightful, authoritative and beautifully written by two of the field's most eminent researchers, it is an indispensable guide for students and scientists alike? -Daniel Gilbert, Harvard University

Fiske provides psychologists with a cutting-edge approach on evolutionary and cross-cultural psychology. The book addresses research on three different levels: brain function and cognition, individual and situations, and groups and cultures. The second edition has been updated to present contemporary research in social psychology. It also discusses increasingly important issues in the field. This includes emotion science and the impact of neuroscience on social and personality psychology. Psychologists agree that the second edition captures an important movement in social psychology with the core motives approach.

Political behavior is the result of innumerable unnoticed forces and conscious deliberation is often a rationalization of automatically triggered feelings and thoughts. Citizens are very sensitive to environmental contextual factors such as the title 'President' preceding 'Obama' in a newspaper headline, upbeat music or patriotic symbols accompanying a campaign ad, or question wording and order in a survey, all of which have their greatest influence when citizens are unaware. This book develops and tests a dual-process theory of political beliefs, attitudes and behavior, claiming that all thinking, feeling, reasoning and doing have an automatic component as well as a conscious deliberative component. The authors are especially interested in the impact of automatic feelings on political judgments and evaluations. This

research is based on laboratory experiments, which allow the testing of five basic hypotheses: hot cognition, automaticity, affect transfer, affect contagion and motivated reasoning.

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Whether a student, an instructor, a researcher, or just someone interested in understanding the roots of sociology and our social world, *The Cambridge Handbook of Sociology, Volume 2* is for you. This second volume of the Handbook covers specialties within sociology and interdisciplinary studies that relate to sociology. It includes perspectives on race, class, feminist theories, special topics (e.g. the sociology of nonhuman animals, quality of life/social indicators research, the sociology of risk, the sociology of disaster, the sociology of mental health, sociobiology, the sociology of science and technology, the sociology of violence, environmental justice, and the sociology of food), the sociology of the self, the sociology of the life course, culture and behavior, sociology's impact on society, and related fields (e.g. criminology, criminal justice studies, social work, social psychology, sociology of translation and translation studies, and women and gender studies). Each essay includes a discussion of how the respective subfield contributes to the overall discipline and to society. Written by some of the most respected scholars, teachers, and public sociologists in the world, the essays are highly readable and authoritative.

This book examines the Black and mainstream press's digital interpretations of the Tea Party during President Barack Obama's first term. It addresses questions surrounding the idea of

our society as one that is “postracial” and the ongoing struggle of Black people to have their voices heard in the mainstream press.

Social Beings: Core Motives in Social Psychology, 3rd Edition provides psychologists with a cutting-edge approach on evolutionary and cross-cultural psychology. The book addresses research on three different levels: brain function and cognition, individual and situations, and groups and cultures. The second edition has been updated to present contemporary research in social psychology. It also discusses increasingly important issues in the field including emotion science and the impact of neuroscience on social and personality psychology. The Third Edition retains the previous editions' features and adds the most up-to-date literature. This encyclopaedic resource book on social cognition provides an accessible and readable text and contains over 3000 articles and chapter and book references, all of which have been reviewed and synthesized. It is intended as a resource for any field in which a cognitive perspective is strongly represented.

An insightful examination of why we compare ourselves to those above and below us. The United States was founded on the principle of equal opportunity for all, and this ethos continues to inform the nation’s collective identity. In reality, however, absolute equality is elusive. The gap between rich and poor has widened in recent decades, and the United States has the highest level of economic inequality of any developed country. Social class and other differences in status reverberate throughout American life, and prejudice based on another’s perceived status persists among individuals and groups. In *Envy Up, Scorn Down*, noted social psychologist Susan Fiske examines the psychological underpinnings of interpersonal and intergroup comparisons, exploring why we compare ourselves to those both above and below

us and analyzing the social consequences of such comparisons in day-to-day life. What motivates individuals, groups, and cultures to envy the status of some and scorn the status of others? Who experiences envy and scorn most? *Envy Up, Scorn Down* marshals a wealth of recent psychological studies as well as findings based on years of Fiske's own research to address such questions. She shows that both envy and scorn have distinctive biological, emotional, cognitive, and behavioral characteristics. And though we are all "wired" for comparison, some individuals are more vulnerable to these motives than others. Dominant personalities, for example, express envy toward high-status groups such as the wealthy and well-educated, and insecurity can lead others to scorn those perceived to have lower status, such as women, minorities, or the disabled. Fiske shows that one's race or ethnicity, gender, and education all correlate with perceived status. Regardless of whether one is accorded higher or lower status, however, all groups rank their members, and all societies rank the various groups within them. We rate each group as either friend or foe, able or unable, and accordingly assign them the traits of warmth or competence. The majority of groups in the United States are ranked either warm or competent but not both, with extreme exceptions: the homeless or the very poor are considered neither warm nor competent. Societies across the globe view older people as warm but incompetent. Conversely, the very rich are generally considered cold but highly competent. *Envy Up, Scorn Down* explores the nuances of status hierarchies and their consequences and shows that such prejudice in its most virulent form dehumanizes and can lead to devastating outcomes—from the scornful neglect of the homeless to the envious anger historically directed at Tutsis in Rwanda or Jews in Europe. Individuals, groups, and even cultures will always make comparisons between and among themselves.

Envy Up, Scorn Down is an accessible and insightful examination of drives we all share and the prejudice that can accompany comparison. The book deftly shows that understanding envy and scorn—and seeking to mitigate their effects—can prove invaluable to our lives, our relationships, and our society.

From the acclaimed author of *Unfinished Business*, a story of crisis and change that can help us find renewed honesty and purpose in our personal and political lives Like much of the world, America is deeply divided over identity, equality, and history. *Renewal* is Anne-Marie Slaughter's candid and deeply personal account of how her own odyssey opened the door to an important new understanding of how we as individuals, organizations, and nations can move backward and forward at the same time, facing the past and embracing a new future. Weaving together personal stories and reflections with insights from the latest research in the social sciences, Slaughter recounts a difficult time of self-examination and growth in the wake of a crisis that changed the way she lives, leads, and learns. She connects her experience to our national crisis of identity and values as the country looks into a four-hundred-year-old mirror and tries to confront and accept its full reflection. The promise of the Declaration of Independence has been hollow for so many for so long. That reckoning is the necessary first step toward renewal. The lessons here are not just for America. Slaughter shows how renewal is possible for anyone who is willing to see themselves with new eyes and embrace radical honesty, risk, resilience, interdependence, grace, and vision. Part personal journey, part manifesto, *Renewal* offers hope tempered by honesty and is essential reading for citizens, leaders, and the change makers of tomorrow.

Help your clients successfully integrate the angel and the rebel! *Saints and Rogues: Conflicts*

and Convergence in Psychotherapy is a unique look at two extremes of human behavior and thought—and how they meet within the psychotherapy experience. In this extensive resource, you will gain a greater understanding of human potential by exploring personalities where the line between conformity and divergence has been blurred. This book will help psychotherapists, pastoral and marriage and family counselors, and medical/nursing service providers guide patients and clients in turning negative actions and decisions into positive ones. In *Saints and Rogues*, you will find: an assessment of the life of Harry Stack Sullivan (1892-1949)— called “rogue therapist” by his peers; today a hero for his influence on psychotherapy practice bullying in school—the creation of a prevention program used at the K-5 level designed to appeal to the empathy of the children who are bullied as well as the perpetrators an examination of historical, sociological, and psychoanalytic research about Italian Americans stereotyped as rogues during the twentieth century and in the media today interviews with individuals self-identified as “third gender” who live as neither men nor women—and their frequent encounters with spirituality and much more! *Saints and Rogues: Conflicts and Convergence in Psychotherapy* reevaluates the ethical ramifications of dual/duel relationships, revealing how a roguish character may be seen as saintly and vice versa. This book emphasizes the importance of seeing and treating one another with the same consideration as we would give ourselves. If knowledge is power, the reader—therapist and layperson alike—will find strength in these pages to face their home, work, or school lives with more confidence and pride.

Modern social psychology has devoted a significant share of its resources to the study of human prejudice. Most research to date has focused on those groups that exhibit prejudice.

However, a number of recent studies have begun to investigate prejudice from the perspective of its targets. These studies have shown prejudice to be a powerful stressor that places unique and costly demands on its targets. They have also identified a number of strategies that targets of prejudice use to cope with their predicaments. These findings hold real promise for scholars of early Christianity, for not only were early Christians frequently the targets of religious prejudice - they were to become its perpetrators soon enough! - but much of what they wrote sought either directly or indirectly to address this problem. In this study, Paul A. Holloway applies the findings of social psychology to the early Christian pseudepigraphon known as 1 Peter. He argues that 1 Peter marks one of the earliest attempts by a Christian author to craft a more or less comprehensive response to anti-Christian prejudice and its outcomes. Unlike later Apologists, however, who also wrote in response to anti-Christian prejudice, the author of 1 Peter does not seek to influence directly the thoughts and actions of those hostile to Christianity, but writes instead for his beleaguered coreligionists, consoling them in their suffering and advising them on how to cope with popular prejudice and the persecution it engendered.

In the coming years, complex domestic and international environments and challenges to national security will continue. Intelligence analysts and the intelligence community will need access to the appropriate tools and developing knowledge about threats to national security in order to provide the best information to policy makers. Research and knowledge from the social and behavioral sciences (SBS) can help inform the work of intelligence analysis; however, in the past, bringing important findings from research to bear on the day-to-day work of intelligence analysis has been difficult. In order to understand how knowledge from science

can be directed and applied to help the intelligence community fulfill its critical responsibilities, the National Academies of Sciences, Engineering, and Medicine will undertake a 2-year survey of the social and behavioral sciences. To launch this discussion, a summit designed to highlight cutting-edge research and identify future directions for research in a few areas of the social and behavioral sciences was held in October 2016. This publication summarizes the presentations and discussions from the summit.

Are the dynamics of contention changing? This is the question confronted by the contributors of this volume, among the most influential scholars in the field of social movements. The answers, arriving at a time of extraordinary worldwide turmoil, not only provide a wide-ranging and varied understanding of how social movements arise and persist, but also engender unanswered questions, pointing to new theoretical strands and fields of research. The Future of Social Movement Research asks: How are the dynamics of contention shaped by globalization? By societies that are becoming increasingly more individualized and diverse? By the spread of new communication technologies such as social media, cell phones, and the Internet? Why do some movements survive while others dissipate? Do local and global networks differ in nature? The authors' essays explore such questions with reference to changes in three domains of contention: the demand of protest (changes in grievances and identities), the supply of protest (changes in organizations and networks), and how these changes affect the dynamics of mobilization. In doing so, they theorize and make empirically insightful how globalization, individualization, and virtualization create new grievances, new venues for action, new action forms, and new structures of contention. The resulting work—brought together through engaging discussions and debates between the contributors—is

interdisciplinary and unusually broad in scope, constituting the most comprehensive overview of the dynamics of social movements available today. Contributors: Marije Boekkooi, VU-U, Amsterdam; Pang Ching Bobby Chen, U of California, Merced; Donatella della Porta, European U Institute; Mario Diani, U of Trento, Italy; Jan Willem Duyvendak, U of Amsterdam; Myra Marx Ferree, U of Wisconsin–Madison; Beth Gharrity Gardner; Ashley Gromis; Swen Hutter, U of Munich; Ruud Koopmans, WZB, Berlin; Hanspeter Kriesi, U of Zurich; Nonna Mayer, National Centre for European Studies; Doug McAdam, Stanford U; John D. McCarthy, Pennsylvania State U; Debra Minkoff, Barnard College, Columbia U; Alice Motes; Pamela E. Oliver, U of Wisconsin–Madison; Francesca Polletta, U of California, Irvine; Jacomijne Prins, VU-U, Amsterdam; Patrick Rafail, Tulane U; Christopher Rootes, U of Kent, Canterbury; Dieter Rucht, Free U of Berlin; David A. Snow, U of California, Irvine; Sarah A. Soule, Stanford U; Suzanne Staggenborg, U of Pittsburgh; Sidney Tarrow, Cornell U; Verta Taylor, U of California, Santa Barbara; Marjoka van Doorn; Martijn van Zomeren, U of Groningen; Stefaan Walgrave, U of Antwerp; Saskia Welschen.

Highlighting cutting-edge research by notable and highly visible scholars working in the area of gender, race and management, this text will inspire new directions for future empirical research in this important area.

The United States has the most family-hostile public policy in the developed world. Contesting the idea that women need to negotiate better within the family, and redefining the notion of success in the workplace, Joan C. Williams reinvigorates the work-family debate and offers the first steps to making life manageable for all American families.

First published in 1935, *The Handbook of Social Psychology* was the first major reference work

to cover the field of social psychology. The field has since evolved and expanded tremendously, and in each subsequent edition, *The Handbook of Social Psychology* is still the foremost reference that academics, researchers, and graduate students in psychology turn to for the most current, well-researched, and thorough information covering the field of social psychology. This volume of the Fifth Edition covers the science of social psychology and the social being.

Changes are rarely accomplished by individuals. People are social animals and changes are social processes which have to be organized. Social psychology is essential for the effectiveness and development of the field of change management. It is necessary to understand people in change processes. Social psychology also teaches us that meaning is key during change and intervention. Social psychology makes change management comprehensible to people and allows them to consider their actions in groups and the organization on their merits. They may seem obvious and self-evident, but practice and science, as well as the popular change management literature, show that it is not. Drawing on the field of social psychology and based on primary research, *The Social Psychology of Change Management* presents more than forty social psychological theories and concepts that are relevant for the field of change management. The theories and concepts are analyzed and categorized following Fiske's five core social motives; belonging, understanding, controlling, enhancing self, and trusting. Each theory will have an introduction in which its assumptions and relevance is explained. By studying the scientific evidence, including meta-analytic evidence, the book provides practitioners, students and academics in the field of change management, organizational behaviour and business strategy the most relevant social

psychological ideas and best available evidence, thereby further unleashing the potential of social psychology in order to feed the field of change management. By categorizing and integrating the relevant theories and concepts, change management is enriched and restructured in a prudent, positive and practical way. The overarching goal, however, inspired by the ideas and perspective of leading thinkers like Kurt Lewin, James Q. Wilson and Susan T. Fiske, is to make the world a better place. Social psychologists (being social scientists) study practical social issues, in our case issues related to change management, and application to real-world problems is a key goal. Therefore, this book goes beyond the domain of organizational sciences.

This title explores the rise of the luxury goods economy and the growing role of intellectual property in creating, sustaining, and regulating this economy. Leading scholars across various disciplines critically consider the industry, its foundational intellectual property laws, and the public interest and social concerns arising from the intersection of economics and law.

Status is ubiquitous in modern life, yet our understanding of its role as a driver of inequality is limited. In *Status*, sociologist and social psychologist Cecilia Ridgeway examines how this ancient and universal form of inequality influences today's ostensibly meritocratic institutions and why it matters. Ridgeway illuminates the complex ways in which status affects human interactions as we work together towards common goals, such as in classroom discussions, family decisions, or workplace deliberations. Ridgeway's research on status has important implications for our

understanding of social inequality. Distinct from power or wealth, status is prized because it provides affirmation from others and affords access to valuable resources. Ridgeway demonstrates how the conferral of status inevitably contributes to differing life outcomes for individuals, with impacts on pay, wealth creation, and health and wellbeing. Status beliefs are widely held views about who is better in society than others in terms of esteem, wealth, or competence. These beliefs confer advantages which can exacerbate social inequality. Ridgeway notes that status advantages based on race, gender, and class—such as the belief that white men are more competent than others—are the most likely to increase inequality by facilitating greater social and economic opportunities. Ridgeway argues that status beliefs greatly enhance higher status groups' ability to maintain their advantages in resources and access to positions of power and make lower status groups less likely to challenge the status quo. Many lower status people will accept their lower status when given a baseline level of dignity and respect—being seen, for example, as poor but hardworking. She also shows that people remain willfully blind to status beliefs and their effects because recognizing them can lead to emotional discomfort. Acknowledging the insidious role of status in our lives would require many higher-status individuals to accept that they may not have succeeded based on their own merit; many lower-status individuals would have to acknowledge that they may have been discriminated against. Ridgeway suggests that inequality need not be an inevitable consequence of our status beliefs. She shows how

status beliefs can be subverted—as when we reject the idea that all racial and gender traits are fixed at birth, thus refuting the idea that women and people of color are less competent than their male and white counterparts. This important new book demonstrates the pervasive influence of status on social inequality and suggests ways to ensure that it has a less detrimental impact on our lives.

History shows us the same grim phenomenon over and over: under extreme circumstances, apparently ordinary citizens turn into merciless torturers and systematic executioners of defenseless victims. War crimes and genocides may be orchestrated by dictators and terrorist leaders, but they are carried out by individuals who otherwise show empathy, sound moral judgment, and aversion to violence. How does this happen? Is the pull of a murderous regime strong enough to make harmless men become amoral monsters, or is there some underlying psychological or physiological trait that predisposes certain people toward this transition? Can the pathological switch between sensitive human and desensitized killer be isolated, redicted, and prevented? Can it be overridden by compassion and altruism? Is violent aggression addictive? What implications does this have for the way we try and punish perpetrators of such crimes? These are among the questions taken up in a series of conferences on mass violence held from 2015 to 2017 at the Paris Institute of Advanced Studies. In this volume, neuroscientists, sociologists, historians, and legal scholars share research and insights on the roots of radicalization, in-group loyalty, how we learn to follow rules, and

many other themes. The result is a troubling but distinctly illuminating glimpse of human nature, and a model of how interdisciplinary dialogue can shed light into its darkest corners. With contributions from Xabier Agirre Aranburu; Scott Atran; Alain Berthoz and Bérangère Thirioux; Thomas Boraud; Michel Botbol; Emile Bruneau; Christopher R. Browning; David Cohen and Nicolas Campelo; Jean-Paul Costa; Susan T. Fiske; Itzhak Fried; Julie Grèzes and Jorge L. Armony; Patrick Haggard; Etienne Koechlin; Heather D. Lucas, Daniel Sanchez, Jessica D. Creery, Xiaoqing Hu, and Ken A. Paller; Gretty M. Mirdal; Mathias Pessiglione; Richard Rechtman; Trevor W. Robbins; Edmund T. Rolls; Françoise Sironi; James K. Stewart; and Jean-Pol Tassin.

Prejudiced communication is everywhere. Sexist jokes are transmitted over the Internet, coworkers tell outrageous stories about cross-cultural interactions, and children observe their parents' disgusted facial expressions as a target of prejudice passes along the street. What functions do these forms of communication serve for individuals, groups, and entire cultures? How do they contribute to the perpetuation of discrimination and status differences based on race, ethnicity, gender, sexual orientation, or other stigmatized attributes? And what can be done to reduce prejudiced communication and mitigate its harmful effects? This volume provides a comprehensive examination of these and other questions of critical importance for today's society. Bringing together current theory, empirical research, and real-life examples, it is essential reading for scholars and students in a range of disciplines. The book first

defines key terms and introduces several functions served by prejudiced communication, including the protection of established social hierarchies and the maintenance of "cognitive shortcuts." It explores how language reflects categorizations of ingroups and outgroups, and how shared stereotypes are encoded and transmitted. Subsequent chapters address ways that prejudice is subtly or blatantly communicated in interpersonal interactions, including patronizing and controlling speech, discriminatory nonverbal behavior, and disdain for nonstandard accents or dialects. Next, the book examines the larger cultural context, discussing such topics as skewed portrayals in the news media, entertainment, and advertising; hostile humor; and continued legal tolerance of hate speech. Featured throughout are thought-provoking examples drawn from the classroom, the workplace, and other everyday situations. A concluding chapter summarizes major themes of the book and points toward empirical and theoretical gaps that invite further investigation. Grounded in a social psychological perspective, the book also incorporates ideas and findings from communication, sociology, and related fields. It is an informative resource for anyone interested in prejudice and stereotyping, and an indispensable text for advanced undergraduate and graduate-level courses.

This exciting new version of the classic text, *Social Cognition*, describes the increasingly complete link between neuroscience and culture. Highlighting the cutting-edge research in social neuropsychology, mainstream experimental social-cognitive

psychology, and cultural psychology, it retains the authors' unique ability to be both scholarly and entertaining. Reader-friendly style and concise summaries combine with the authors' engaging perspectives on this flourishing field. Comprehensive without being overwhelming, this new standard for the field brings with it a new organization reflecting current consensus open issues of the field, and its trajectory into the future. Many Americans, holding fast to the American Dream and the promise of equal opportunity, claim that social class doesn't matter. Yet the ways we talk and dress, our interactions with authority figures, the degree of trust we place in strangers, our religious beliefs, our achievements, our senses of morality and of ourselves—all are marked by social class, a powerful factor affecting every domain of life. In *Facing Social Class*, social psychologists Susan Fiske and Hazel Rose Markus, and a team of sociologists, anthropologists, linguists, and legal scholars, examine the many ways we communicate our class position to others and how social class shapes our daily, face-to-face interactions—from casual exchanges to interactions at school, work, and home. *Facing Social Class* exposes the contradiction between the American ideal of equal opportunity and the harsh reality of growing inequality, and it shows how this tension is reflected in cultural ideas and values, institutional practices, everyday social interactions, and psychological tendencies. Contributor Joan Williams examines cultural differences between middle- and working-class people and shows how the cultural gap between social class groups can influence everything from voting practices and political

beliefs to work habits, home life, and social behaviors. In a similar vein, Annette Lareau and Jessica McCrory Calarco analyze the cultural advantages or disadvantages exhibited by different classes in institutional settings, such as those between parents and teachers. They find that middle-class parents are better able to advocate effectively for their children in school than are working-class parents, who are less likely to challenge a teacher's authority. Michael Kraus, Michelle Rheinschmidt, and Paul Piff explore the subtle ways we signal class status in social situations. Conversational style and how close one person stands to another, for example, can influence the balance of power in a business interaction. Diana Sanchez and Julie Garcia even demonstrate that markers of low socioeconomic status such as incarceration or unemployment can influence whether individuals are categorized as white or black—a finding that underscores how race and class may work in tandem to shape advantage or disadvantage in social interactions. The United States has one of the highest levels of income inequality and one of the lowest levels of social mobility among industrialized nations, yet many Americans continue to buy into the myth that theirs is a classless society. Facing Social Class faces the reality of how social class operates in our daily lives, why it is so pervasive, and what can be done to alleviate its effects.

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