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# Persuasion: reception and responsibility

Larson, Charles U.

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# Persuasion Reception And Responsibility

**Charles U. Larson**



## **Persuasion Reception And Responsibility:**

**Persuasion** Charles U. Larson, 2000-04 Larson helps students become consumers of persuasion The text presents persuasion through the examination of various aspects of popular culture politics mass media advertising and the information superhighway as they exemplify and teach critical theories of persuasion Its focus on language and focus on critical thinking are combined with readability and current verbal and visual examples of persuasion in action Woven throughout this framework coverage of persuasion theory research and ethics is consistently and repeatedly tied back to the theme of the book developing students to be critical consumers of all forms of persuasion *Persuasion* Charles Larson, 2012-02 **Persuasion** Charles U. Larson, 1998-06-01 Persuasion: Reception and Responsibility Charles U. Larson, 1973 *Persuasion* Ron Larson, 1992-01 Persuasion Charles U. Larson, 2000-09 *Persuasion Ethics Today* Margaret Duffy, Esther Thorson, 2015-12-07 *Persuasion Ethics Today* explores persuasive communication in the fields of advertising promotions public relations and integrated marketing communication and is designed for course use in advertising curricula Ethical questions have become increasingly important in today's media landscape and issues of regulation privacy and convenience are the subjects of heated debate among consumers industry professional policy makers and interest groups With the explosion of social media mobile devices tracking technologies and behavioral targeting the ethical issues about persuasion continue to increase in importance This book's goal is to offer a broad introduction to the ethical standards challenges understanding and decision making strategies involved in the practice of persuasion *Persuasion Ethics Today* links real world persuasive communication activities to fundamental philosophies of ethics It also offers tools for students and practitioners to engage with ethical dilemmas in a systematic way and jumpstart debates about the right ethical choices in an increasingly complex media and social environment Persuasive Communication Skills S. Steinberg, 1999-10-31 This series covers topics in interpersonal small group organizational and mass communication Each chapter offers an overview a list of key terms and learning objectives while activities reinforce and expand learning through self evaluation **Studyguide for Persuasion** Cram101 Textbook Reviews, 2013-05 Never HIGHLIGHT a Book Again Virtually all testable terms concepts persons places and events are included Cram101 Textbook Outlines gives all of the outlines highlights notes for your textbook with optional online practice tests Only Cram101 Outlines are Textbook Specific Cram101 is NOT the Textbook Accompany's 9780521673761 Outlines and Highlights for Persuasion Cram101 Textbook Reviews, 2009-09 Never HIGHLIGHT a Book Again Virtually all of the testable terms concepts persons places and events from the textbook are included Cram101 Just the FACTS101 studyguides give all of the outlines highlights notes and quizzes for your textbook with optional online comprehensive practice tests Only Cram101 is Textbook Specific Accompany's 9780495091592 Outlines and Highlights for Persuasion Cram101 Textbook Reviews, 2011-06-01 Never HIGHLIGHT a Book Again Virtually all of the testable terms concepts persons places and events from the textbook are included Cram101

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*Understanding Persuasion* Raymond S. Ross,1994 **Resources in Education** ,1995-10 **Persuasion** William Rogers,2007 Persuasion Messages Receivers and Contexts covers key topics such as ethics and deception audience analysis nonverbal communication and culture and shows students how to develop critical skills as senders and receivers of persuasive messages The text presents contemporary research in an accessible and engaging format for students while also encouraging them to apply persuasion principles and theories to real world case studies like campaigns and news coverage Students are also guided to develop skills in public speaking debate courtroom communication interpersonal communication and more Persuasion features extended discussions of propaganda political persuasion advertising and sender receiver skills development The text covers research findings on persuasive effects and theories including theories of behavior and behavioral intention consistency elaboration likelihood dramatism classical rhetoric visual rhetoric and mass communication Filled with practical guidelines for creating and analyzing persuasive messages Persuasion is an ideal primary text for courses in persuasion persuasion and propaganda and persuasion and rhetoric *The Ethics of Persuasive Preaching* Raymond W. McLaughlin,1979 **Understanding Persuasion** Raymond Samuel Ross,1985 *Perspectives on Persuasion, Social Influence, and Compliance Gaining* John S. Seiter,Robert H. Gass,2004 This collection of chapters written by some of the most important persuasion scholars of our time represents the scope depth and richness of the field of persuasion With contributions from authors in a wide variety of disciplines Perspectives On Persuasion Social Influence and Compliance Gaining provides students with a panoramic view of the field broadening their perspective and understanding of the influence and impact of persuasion in our lives Contributing authors include Richard Petty John Cacioppo James Dillard Daniel O Keefe

Michael Cody Robert Cialdini Michael Burgoon Linda Carli David Buller Judee Burgoon and others Features Students gain insights directly from those who produced the theories and research as these top notch scholars reflect on the development of the theory or research where it is going and where it has been The contributors come from multiple disciplines including communication psychology and business offering students multiple perspectives on the content Introductions to each section provide students with the rationale for student an appreciation of ethics an orientation to each chapter and an understanding of each chapter s contribution to the field Early chapters on conceptualizations of persuasion the history of the field and theoretical developments give students the background necessary for understanding what persuasion is and how it functions Chapters on both theories of persuasion and the practice of persuasion in multiple contexts help students see the connection between theory and practice Concrete examples of theories and concepts bring the text to life and help students more easily understand the material Chapter on deception enables students to see how one of the most recently researched areas fits into the field of persuasion      *Principles, Elements, and Types of Persuasion* James Benjamin,1997 In this text the author emphasizes practical applications as students master the research and theories of persuasion By acknowledging that both rhetorical and behavioral theories contribute to the understanding of persuasion this text blends production and consumption of persuasion      **Persuasion** W. F. Strong,1987

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