



Social Influence & Persuasion

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Persuasion And Social Influence

Thomas MacTavish, Santosh Basapur



Persuasion And Social Influence:

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

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settings The 5th edition explores how social media continues to be a form of influence but it also looks at grassroots movements such as the Tea Party and Occupy Wall Street and traditional forms of persuasion such as advertising marketing and political campaigning This text is available in a variety of formats print and digital Check your favorite digital provider for your eText including CourseSmart Kindle Nook and more To learn more about our programs pricing options and customization click the Choices tab Learning Goals Upon completing this book readers will be able to Understand how persuasion works Discuss the impact culture has on persuasion Understand and identify key differences among persuasion propaganda and manipulation 0205956254 9780205956258 Persuasion Social Influence and Compliance Gaining Plus MySearchLab with eText Access Card Package Package consists of 0205239927 9780205239924 MySearchLab with Pearson eText Valuepack Access Card 0205912966 9780205912964 Persuasion Social Influence and Compliance Gaining

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techniques in question and explores the research behind them considering questions such as How do we know that they work Under what conditions are they more or less likely to be effective How might individuals successfully resist attempts by others to influence them The book groups social influence techniques according to a common characteristic for instance early chapters describe sequential techniques and techniques involving egotistic mechanisms such as using the name of one's interlocutor Later chapters present techniques based on gestures and facial movements and others based on the use of specific words re examining on the way whether please really is a magic word In every case author Dariusz Dolinski discusses the existing experimental studies exploring their effectiveness and how that effectiveness is enhanced or reduced under certain conditions The book draws on historical material as well as the most up to date research and unpicks the methodological and theoretical controversies involved The ideal introduction for psychology graduates and undergraduates studying social influence and persuasion Techniques of Social Influence will also appeal to scholars and students in neighbouring disciplines as well as interested marketing professionals and practitioners in related fields

Strategic Political Communication Karen S. Johnson-Cartee, Gary A. Copeland, 2003-10-14 To become a successful political communicator and a savvy political consumer it is essential to know the elements of social influence what works and why Strategic Political Communication provides an introduction to persuasion social influence and propaganda tactics focusing on political communication This rich well documented work looks at the power of language the importance of targeting a specific audience and the significance of interpersonal relationships among other key issues It further examines propaganda in order to understand how communicators can best exercise influence in contemporary society

Persuasive Technology Thomas MacTavish, Santosh Basapur, 2015-05-25 This book constitutes the refereed proceedings of the 10th International Conference on Persuasive Technology PERSUASIVE 2015 held in Chicago IL USA in June 2015 The 19 revised full papers and 5 revised short papers presented were carefully reviewed and selected from 41 submissions The papers are grouped in topical sections on understanding individuals empowering individuals and understanding and empowering communities

Human-Computer Interaction - INTERACT 2019 David Lamas, Fernando Loizides, Lennart Nacke, Helen Petrie, Marco Winckler, Panayiotis Zaphiris, 2019-08-24 The four volume set LNCS 11746 11749 constitutes the proceedings of the 17th IFIP TC 13 International Conference on Human Computer Interaction INTERACT 2019 held in Paphos Cyprus in September 2019 The total of 111 full papers presented together with 55 short papers and 48 other papers in these books was carefully reviewed and selected from 385 submissions The contributions are organized in topical sections named Part I accessibility design principles assistive technology for cognition and neurodevelopment disorders assistive technology for mobility and rehabilitation assistive technology for visually impaired co design and design methods crowdsourcing and collaborative work cyber security and e voting systems design methods design principles for safety critical systems Part II e commerce education and HCI curriculum I education and HCI curriculum II eye gaze interaction games and gamification human robot

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Resistance and Persuasion Eric S. Knowles, Jay A. Linn, 2004-02-26 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 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 Looking ahead reduces resistance to persuasive attempts 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

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Persuasive Technology: Design for Health and Safety Magnus Bang, Eva L. Ragnemalm, 2012-07-05 This book constitutes the proceedings of the 7th International Conference on Persuasive Technology PERSUASIVE 2012 held in Linköping Sweden in June 2012 The 21 full papers presented together with 5 short papers were carefully reviewed and selected from numerous submissions In addition three keynote papers are included in this volume The papers cover the typical fields of persuasive technology such as health

safety and education The Science of Social Influence Anthony R. Pratkanis, 2011-02-25 The contributions to this volume capture the thrill of current work on social influence as well as providing a tutorial on the scientific and technical aspects of this research The volume teaches the student to Learn how to conduct lab field and case research on social influence through example by leading researchers Find out about the latest discoveries including the status of research on social influence tactics dissonance theory conformity and resistance to influence Discover how seemingly complex issues such as power rumors group and minority influence and norms can be investigated using the scientific method Apply knowledge to current influence campaigns to find out what works and what does not The Science of Social Influence is the perfect core or complementary text for advanced undergraduate or graduate students in courses such as Attitudes and Attitude Change Communications Research Methods and of course Social Influence Communication and Social Influence Processes Charles R. Berger, Michael Burgoon, 1995 Communication and Social Influence Processes examines the relationships between verbal and nonverbal communicative activity and social influence processes in a new light The authors of the eight essays contained in this work have abandoned the narrow constraints of the standard experimental paradigm and move toward redefining the relationships between communication and social influence processes This volume does not look at the social influence venue as one in which a single source disseminates a message to an audience as an individual presenting a public speech Instead social influence is viewed from a broad array of perspectives including individual level processes like cognition language and personality interaction based processes like deception compliance gaining and social exchange and macro social network interactions 21st Century Communication: A Reference Handbook William F. Eadie, 2009-05-15 Highlights the most important topics issues questions and debates affecting the field of communication in the 21st Century

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