

# Kassin Fein Markus Social Psychology 9

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## **Resource Efficiency of Processing Plants** - Stefan Krämer 2018-05-07

This monograph provides foundations, methods, guidelines and examples for monitoring and improving resource efficiency during the operation of processing plants and for improving their design. The measures taken to improve their energy and resource efficiency are strongly

influenced by regulations and standards which are covered in Part I of this book. Without changing the actual processing equipment, the way how the processes are operated can have a strong influence on the resource efficiency of the plants and this potential can be exploited with much smaller investments than needed for the introduction of new process technologies. This aspect is the

focus of Part II. In Part III we discuss physical changes of the process technology such as heat integration, synthesis and realization of optimal processes, and industrial symbiosis. The last part deals with the people that are needed to make these changes possible and discusses the path towards a resource efficiency culture. Written with industrial solutions in mind, this text will benefit practitioners as well as the academic community.

The Science of Selling - David Hoffeld 2016-11-15

The Revolutionary Sales Approach Scientifically Proven to Dramatically Improve Your Sales and Business Success Blending cutting-edge research in social psychology, neuroscience, and behavioral economics, The Science of Selling shows you how to align the way you sell with how our brains naturally form buying decisions, dramatically increasing your ability to earn more sales. Unlike other sales books, which primarily rely on anecdotal evidence and unproven advice, Hoffeld's

evidence-based approach connects the dots between science and situations salespeople and business leaders face every day to help you consistently succeed, including proven ways to: - Engage buyers' emotions to increase their receptiveness to you and your ideas - Ask questions that line up with how the brain discloses information - Lock in the incremental commitments that lead to a sale - Create positive influence and reduce the sway of competitors - Discover the underlying causes of objections and neutralize them - Guide buyers through the necessary mental steps to make purchasing decisions Packed with advice and anecdotes, The Science of Selling is an essential resource for anyone looking to succeed in today's cutthroat selling environment, advance their business goals, or boost their ability to influence others. \*\*Named one of The 20 Most Highly-Rated Sales Books of All Time by HubSpot

**Introduction to Psychology:**

Downloaded from [id-blockchain.idea.gov.vn](http://id-blockchain.idea.gov.vn) on  
by guest

## **Gateways to Mind and Behavior** - Dennis Coon

2015-01-01

INTRODUCTION TO PSYCHOLOGY: GATEWAYS TO MIND AND BEHAVIOR, 14th Edition attracts and holds the attention of even difficult-to-reach students. The book's hallmark continues to be its pioneering integration of the proven-effective SQ4R learning system (Survey, Question, Read, Reflect, Review, Recite), which promotes critical thinking and guides students step-by-step to an understanding of psychology's broad concepts and diversity of topics. Every chapter contains active learning tools and relatable examples in a discussion style, all while presenting cutting-edge coverage of the field's newest research findings. With this book, students find the study of psychology fascinating, relevant, and above all, accessible. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Visualizing Psychology - Siri

Carpenter 2012-12-26  
Visualizing Psychology 3rd Edition helps students examine their own personal studying and learning styles with several new pedagogical aids--encouraging students to apply what they are learning to their everyday lives while offering ongoing study tips and psychological techniques for mastering the material. Most importantly, students are provided with numerous opportunities to immediately access their understanding.

Essential Social Psychology -

Richard J. Crisp 2020-03-30  
From aggression to altruism, prejudice to persuasion, Essential Social Psychology, Fourth Edition introduces students to the discoveries and debates that define social psychology today.

**Essentials of Psychology** -

Douglas Bernstein 2018-01-01  
In a concise and readable 16-chapter format, ESSENTIALS OF PSYCHOLOGY, 7th Edition, incorporates the most effective features of the sixth edition along with the latest and most important research findings

from psychological science. Combining extensive pedagogical support with an emphasis on active learning, the text challenges students to learn by doing -- to actively participate and to think about what they are learning rather than just passively read written information. The integrated pedagogical program helps students master the material by supporting the elements of the PQ4R (Preview, Question, Read, Recite, Review, and Reflect) study system. Douglas Bernstein also shows how topics in psychology are interrelated and guides students in thinking critically -- including organizing select research studies around questions to help readers think objectively about research and results. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

*Heroic Leadership* - Scott T. Allison 2013-07-04

Heroic Leadership is a celebration of our greatest heroes, from legends such as

Mahatma Gandhi to the legions of unsung heroes who transform our world quietly behind the scenes. The authors argue that all great heroes are also great leaders. The term 'heroic leadership' is coined to describe how heroism and leadership are intertwined, and how our most cherished heroes are also our most transforming leaders. This book offers a new conceptual framework for understanding heroism and heroic leadership, drawing from theories of great leadership and heroic action. Ten categories of heroism are described: Trending Heroes, Transitory Heroes, Transparent Heroes, Transitional Heroes, Tragic Heroes, Transposed Heroes, Transitional Heroes, Traditional Heroes, Transforming Heroes, and Transcendent Heroes. The authors describe the lives of 100 exceptional individuals whose accomplishments place them into one of these ten hero categories. These 100 hero profiles offer supporting evidence for a new integration of theories of leadership and theories of heroism.

Social Research - Bruce Curtis  
2011-11-14

Original, fresh and relevant this is a theoretically-informed practical guide to researching social relations. The text provides a mixed methods approach that challenges historical divisions between quantitative and qualitative research. It adopts a multidisciplinary approach to social science research, drawing from areas such as sociology, social psychology and social anthropology. Explicitly addressing the concerns of emergent researchers it provides both a 'how to' account of social research and an understanding of the main factors that contextualize research by discussing 'why do' social scientists work this way. Throughout the twelve comprehensive chapters procedural (how to) accounts and contextual (why do) issues are usefully applied to major themes and substantive questions. These key themes include: (1) Research design (2) The practices of research and

emergent researchers: Beyond ontology, epistemology and methodology (3) The impact of technology on research (4) Putting the research approach in context. A superb teaching text this book will be relished by lecturers seeking an authoritative introduction to social research and by students who want an accessible, enriching text to guide and inspire them.

**Industrial/Organizational Psychology: An Applied Approach** - Michael G. Aamodt  
2015-01-01

Striking a balance between research, theory, and application, the eighth edition of INDUSTRIAL/ORGANIZATIONAL PSYCHOLOGY: AN APPLIED APPROACH helps students discover the relevance of industrial/organizational psychology in everyday life through practical application. The book guides students in analyzing topics such as resume writing, interview survival, job description authoring, performance appraisal, employment law, job

satisfaction, work motivation, and leadership. Humor, case studies, real-world examples, and a friendly writing style make the book both readable and interesting. Numerous charts, tables, flowcharts, and exercises help students conceptualize complex issues. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

**Arguing, Obeying and Defying** - Stephen Gibson  
2019-03-07

Presents an extensive qualitative analysis of the transcripts of Stanley Milgram's (in)famous obedience experiments.

Social Psychology - Saul M. Kassin 2010

Distinguished by its current-events emphasis, strong diversity coverage, and engaging connections drawn between social psychology and students' everyday lives, *Social Psychology, International 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. In addition, coverage of culture and diversity are integrated into every chapter by Hazel Rose Markus, a leader and respected researcher in the study of cultural psychology.

**Sell More with Science** - David Hoffeld 2022-03-24

The groundbreaking system scientifically proven to increase your performance and launch you to unprecedented levels of success. In sales, you need every advantage you can get. In **SELL MORE WITH SCIENCE**, world-leading expert, David Hoffeld, applies science to selling, sharing his revolutionary three-part system for sure-fire sales success at home, at work, and out in the world. **SELL MORE WITH SCIENCE** utilizes research studies from social psychology, neuroscience and behavioral economics to reveal actionable insights you can use to grow

your sales, achieve more, and stay ahead of the competition. You'll discover: - Two evidence-based mindsets that will help you earn more sales - Seven strategies that will boost your chances of reaching any goal - Powerful principles that will enhance your ability to guide potential clients into positive buying decisions - Ways to win day-to-day interactions - in business and beyond - How to reframe any idea or situation - What it means to sell with integrity - A science-backed formula you can follow to create positive career change - And much more Filled with practical insights and exercises, **SELL MORE WITH SCIENCE** is a game-changing guide for anyone who wants to take their influence, sales, or career to new heights.

*Applied Social Psychology* -

Linda Steg 2017-04-27

An introduction to how social psychological theories, methods and interventions can be applied to manage real-world social problems.

**Disunity in Christ** - Christena Cleveland 2013-11-03

Despite Jesus' prayer that all Christians "be one," divisions have been epidemic in the body of Christ. Though we may think we know why this happens, Christena Cleveland says we probably don't. Learn the hidden reasons behind conflict and divisions, the unseen dynamics at work that tend to separate us from others. Here are the tools we need to build bridges.

*Social Psychology* - Saul Kassin 2020-04-08

Kassin/Fein/Markus' **SOCIAL PSYCHOLOGY**, 11th Edition, brings chapter concepts to life through a unique emphasis on current events in sports, music, entertainment, technology, social media, business, world politics and more. Combining scholarship with real-world illustrations, it helps you understand the field of social psychology through engaging connections to everyday life. Integrating both classic and emerging research, the text delivers comprehensive coverage of social cognition and applications to law, business, and health and well-

being. In addition, author Hazel Rose Markus, a respected researcher in the study of cultural psychology, integrates culture and diversity topics into every chapter. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

**Social Psychology** - Saul Kassin 2013-02-15

Distinguished by its current-events emphasis, the aim to bring the outside world into the field of social psychology, strong diversity coverage, and engaging connections drawn between social psychology and everyday life, SOCIAL PSYCHOLOGY, Ninth Edition, remains one of the most scholarly and well-written books in its field. Integrating classic and contemporary research, the book 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. Available with InfoTrac Student Collections

<http://gocengage.com/infotrac>. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

**Psychology: Modules for Active Learning** - Dennis Coon 2014-01-01

PSYCHOLOGY: MODULES FOR ACTIVE LEARNING is a best-selling text by renowned author and educator Dennis Coon and coauthor John O. Mitterer. This thirteenth edition continues to combine the highly effective SQ4R (Survey, Question, Read, Recite, Reflect, Review) active learning system, an engaging style, appealing visuals, and detailed coverage of core topics and cutting-edge research in one remarkable, comprehensive text. Fully updated and reorganized, the new edition builds on the proven modular format, extensive special features, and



teaching and learning tools integrated throughout the text. While the text provides a broad overview of essential psychology topics ideal for introductory courses, its modular design also readily supports more specialized curricula, allowing instructors to use the self-contained instructional units in any combination and order. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

**Culture Across the Curriculum** - Kenneth D. Keith  
2018-04-12

Provides background content and teaching ideas to support the integration of culture in a wide range of psychology courses.

**Introduction to Psychology: Gateways to Mind and Behavior with Concept Maps and Reviews** - Dennis Coon  
2012-01-01

Co-written by an author who garners more accolades and rave reviews from instructors and students with each

succeeding edition, **INTRODUCTION TO PSYCHOLOGY: GATEWAYS TO MIND AND BEHAVIOR, THIRTEENTH EDITION** attracts and holds the attention of even difficult-to-reach students. The Thirteenth Edition's hallmark continues to be its pioneering integration of the proven-effective SQ4R learning system (Survey, Question, Read, Reflect, Review, Recite), which promotes critical thinking as it guides students step-by-step to an understanding of psychology's broad concepts and diversity of topics. Throughout every chapter, these active learning tools, together with the book's example-laced writing style, discussions of positive psychology, cutting-edge coverage of the field's new research findings, and excellent media resources, ensure that students find the study of psychology fascinating, relevant, and above all, accessible. Important Notice: Media content referenced within the product description or the product text may not be

available in the ebook version.  
Heart, Mind and Money -  
Vangile Makwakwa 2013-07  
Intelligence and education are often considered primary keys to financial security in today's world. Yet money-trouble is still a problem faced by thousands of people in spite of their schooling and acumen. The root of this issue is frequently something almost never thought of when considering finance: emotion. Emotions are the link between one's thoughts and one's behavior --  
Publisher's description.

**Learning From Violent  
Extremist Attacks:  
Behavioural Sciences  
Insights For Practitioners  
And Policymakers** - Majeed

Khader 2018-12-19  
How can we use psychology and the behavioural sciences to aid law enforcement to better identify violent extremists? What can we learn from past attacks to ensure that our society is more prepared? How can societies deal with tension after these attacks? Violent extremists are evolving, constantly honing their

strategies to out-manuever the 'good guys'. Faced with the quandary, challenges, and responsibilities of ensuring the safety of the society, practitioners and policymakers have to take decisive steps to respond and mitigate the impact of an attack. However, the daunting task of countering violent extremism is still plagued by the lack of basic understanding of the phenomenon. This book, Learning from Violent Extremist Attacks: Behavioural Sciences Insights for Practitioners and Policymakers, attempts to fill a gap in the extant literature by offering a behavioural sciences approach to integrate our understanding of the threat of violent extremism, with knowledge drawn from diverse fields, such as psychology, sociology, history, political science, technology, and communications to identify the lessons learned and provide scientifically defensible interventions and approaches for both the practitioners and policymakers.

Essential Psychology - Philip

Banyard 2019-05-13

With a vivid narrative writing style for undergraduates, this third edition gives students a firm foundation in all areas covered on accredited British Psychological Society degree courses.

**Innovative Approaches to Tourism and Leisure** - Vicky Katsoni 2017-12-29

This book examines the many ways in which innovative technologies represent a powerful development tool for the tourism and leisure sector and presents novel strategies based on these technologies that foster sustainable tourism management and promote sustainable destinations. The aim is to elucidate the ways in which ICTs can be used to create a high-quality experience for citizens and visitors while ensuring the wise, ecologically sound management of human and natural resources. Attention is also focused on the globalized environment in which these advances are occurring, and on the impacts of broader social, economic, and political forces in

transforming our understanding of "tourism" in the era of online devices. The book is based on the proceedings of the Fourth International Conference of the International Association of Cultural and Digital Tourism (IACuDiT) and is edited in collaboration with IACuDiT. It will have broad appeal to professionals from academia, industry, government, and other organizations who wish to learn about the latest perspectives in the fields of tourism, travel, hospitality, culture and heritage, leisure, and sports within the context of a knowledge society and smart economy.

**Skilled Interpersonal Communication** - Owen Hargie 2021-11-29

Established as the foremost textbook on communication, the seventh edition of Owen Hargie's Skilled Interpersonal Communication is thoroughly revised and updated with the latest research findings, theoretical developments and applications. The contribution of skilled interpersonal communication to success in

both personal and professional contexts is now widely recognised and extensively researched. People have a deep-seated and universal need to interact with others, and the greater their communicative ability the more satisfying and rewarding will be their lives. The main focus of this book is on the identification, analysis and evaluation of the core skills needed in these interactions. The first two chapters provide details of the nature of interpersonal communication and socially skilled performance, respectively, with a review of the main theoretical perspectives pertaining to each. The book then offers detailed accounts of the fourteen main skill areas: nonverbal communication, reinforcement, questioning, reflecting, listening, explaining, self-disclosure, set induction, closure, assertiveness, influencing, negotiating and interacting in and leading group discussions. The book concludes with a discussion on the ethical issues in interpersonal communication.

This new edition also features an extended section on groupthink and analyses the impact of the coronavirus pandemic on aspects such as greeting patterns and the effectiveness of Project Fear by the UK government to secure citizen compliance. Written by one of the foremost international experts in the field, this is essential reading for students of interpersonal communication in general and to qualified personnel and trainees in many fields.

Applied Social Psychology - Jamie A. Gruman 2016-09-08

This student-friendly introduction to the field focuses on understanding social and practical problems and developing intervention strategies to address them. Offering a balance of theory, research, and application, the updated Third Edition includes the latest research, as well as new, detailed examples of qualitative research throughout.

*Psychology Gone Wrong* - Tomasz Witkowski 2015-01-29  
*Psychology Gone Wrong: The*

Dark Sides of Science and Therapy explores the dark sides of psychology, the science that penetrates almost every area of our lives. It must be read by everyone who has an interest in psychology, by all those who are studying or intend to study psychology, and by present and potential clients of psychotherapists. This book will tell you which parts of psychology are supported by scientific evidence, and which parts are simply castles built on sand. This is the first book which comprehensively covers all mistakes, frauds and abuses of academic psychology, psychotherapy, and psycho-business.

*The Social Psychology of Good and Evil, Second Edition* -

Arthur G. Miller 2016-07-03

"This timely, accessible reference and text addresses some of the most fundamental questions about human behavior, such as what causes racism and prejudice and why good people do bad things. Leading authorities present state-of-the-science theoretical and empirical work. Essential

themes include the complex interaction of individual, societal, and situational factors underpinning good or evil behavior; the role of moral emotions, unconscious bias, and the self-concept; issues of responsibility and motivation; and how technology and globalization have enabled newer forms of threat and harm. Key Words/Subject Areas: aggression, altruism, antisocial, evil, free will, good, guilt, heroism, human behavior, morality, prejudice, prosocial, racism, shame, social psychology, stereotyping, terrorism, values, violence Audience: Students and researchers in social psychology; also of interest to sociologists. "--

**Social Psychiatry** - Rakesh K Chadda 2018-12-31

Social psychiatry is a branch of psychiatry that focuses on the interpersonal and cultural context of mental disorders and mental wellbeing. This book is a comprehensive guide to social psychiatry for psychiatrists, psychologists and mental health nurses. Divided into five

sections, the text begins with an overview and the basics of social psychiatry. The following sections cover social dimensions of psychiatric disorders, social interventions and therapies, and social issues and mental health. The book is presented in an easy to read format and explains both theoretical and clinical aspects of psychosocial assessment and management. The multidisciplinary text features contributions from worldwide experts, as well as diagrams and tables to enhance learning. Key points Comprehensive guide to social psychiatry Covers both theoretical and clinical aspects of psychosocial assessment and management Multidisciplinary, international author team Features diagrams and tables to enhance learning

**Research Integrity** - Lee Jussim 2022

"Scientific discoveries often build on - and are inspired by - previous discoveries. If the scientific enterprise were a tower of blocks, each piece representing a scientific finding, scientific progress might entail

making the tower bigger and better block by block, discovery by discovery. Rather than strong wooden blocks, imagine the blocks, or scientific findings, can take on shape based on scientific accuracy. The most accurate pieces are the strongest and sturdiest, while the least accurate are soft and pliable. Building a tower of the scientific enterprise with a large number of inaccurate blocks will cause the tower to start to wobble, lean over, and potentially collapse, as more and more blocks are placed upon weak and faulty pieces"--

*Credit and Blame at Work* - Ben Dattner 2011-03-15

Previously published as *The Blame Game*, this acclaimed guide by a leading workplace expert offers essential advice about how to succeed at work by avoiding the pitfalls of pervasive credit-grabbing and finger-pointing. *Credit and Blame at Work*, praised by bestselling management expert Robert Sutton as "a modern management classic; one of the most well-crafted business books I have ever read,"

psychologist and workplace consultant Ben Dattner reveals that at the root of the worst problems at work is the skewed allocation of credit and blame. It's human nature to resort to blaming others, as well as to take more credit for successes than we should. Many managers also foster a "blame or be blamed" culture that can turn a workplace into a smoldering battlefield and upend your career. Individuals are scapegoated, teams fall apart, projects get derailed, and people become disengaged because fear and resentment take hold. But Dattner shows that we can learn to understand the dynamics of this bad behavior so that we can inoculate ourselves against it. In lively prose, Dattner tells a host of true stories from individuals and teams he's worked with, identifying the eleven personality types who are especially prone to credit and blame problems and introducing simple methods for dealing with each of them. The rich insights and powerful practical advice Dattner offers

allow readers to master the vital skills necessary for rising above the temptations of the blame game, defusing the tensions, and achieving greater success.

*Social Psychology (with APA Card)* - Saul Kassin 2020-04-17 Kassin/Fein/Markus' SOCIAL PSYCHOLOGY, 11th Edition, brings chapter concepts to life through a unique emphasis on current events in sports, music, entertainment, technology, social media, business, world politics and more. Combining scholarship with real-world illustrations, it helps you understand the field of social psychology through engaging connections to everyday life. Integrating both classic and emerging research, the text delivers comprehensive coverage of social cognition and applications to law, business, and health and well-being. In addition, author Hazel Rose Markus, a respected researcher in the study of cultural psychology, integrates culture and diversity topics into every chapter. Also available, the MindTap digital learning

solution powers you from memorization to mastery with videos, interactive assignments, note-taking tools, a text-to-speech app, a reader and much more.

**Psychology: A Journey** -

Dennis Coon 2013-02-14

A psychology text that you'll actually want to read!

PSYCHOLOGY: A JOURNEY is guaranteed to spark your curiosity, insight, imagination, and interest. Using the proven SQ4R (Survey, Question, Read, Recite, Reflect, and Review) active learning system to help you study smarter, Coon leads you to an understanding of major concepts as well as how psychology relates to the challenges of everyday life. Each chapter of this book takes you into a different realm of psychology, such as personality, abnormal behavior, memory, consciousness, and human development. Each realm is complex and fascinating, with many pathways, landmarks, and detours to discover. Take the journey and find yourself becoming actively involved with

the material as you develop a basic understanding of psychology that will help you succeed in this course and enrich your life. Available with InfoTrac Student Collections <http://gocengage.com/infotrac>. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. Social Psychology - Sharon S. Brehm 2005

The most up-to-date account of social psychology, this text introduces key concepts through balanced coverage of classic studies, contemporary research, and current social issues. The authors bring vivid examples to reflect social psychology concepts in real life. The use of current events, social issues, and evocative photographs makes the text more compelling to students by helping them relate concepts to their own lives and to see the world through the eyes of a social psychologist. Increased coverage of cross-cultural research and sociocultural perspectives includes studies of



sexual orientation, ostracism, Milgram in the 21st century, and social relations over the Internet. These viewpoints are examined through topics such as the social self, personal and group perception of attitudes, conformity and obedience, interpersonal behavior, and group influences. The authors relate current references throughout the text--such as 9/11 and its aftermath, the Supreme Court's 2003 ruling on affirmative action, and the "celebrity" trials of Martha Stewart and Kobe Bryant--directly to social psychology. Icons in the text reference video footage available on the new Houghton Mifflin Social Psych in Film DVD/VHS (for instructors) and video stills on the student CD-ROM. Expanded coverage of the use of social neuroscience techniques includes brain imaging techniques to explore social psychology questions. The Social Construction of Landscapes in Games - Dennis Edler 2022-07-27

The book is dedicated to a compilation of diverse and

creative landscapes which occur in games. Being part of a game setting, these landscapes trigger social construction processes in specific ways. A selection of twenty-four research articles addresses the social constructions of landscapes represented in analogue, digital and hybrid game formats as well as their theoretical framing and future perspectives.

**Social Psychology** - Gilovich, Tom 2018-09-01

An award-winning author team challenges students to think critically about the concepts, controversies, and applications of social psychology using abundant tools, both in text and online. (NEW) infographics examine important topics like social class, social media effects, and research methodology. InQuizitive online assessment reinforces fundamental concepts, and PowerPoints, test questions, and (NEW) Concept Videos, will help you create the best course materials in the shortest amount of time.

Advances in Experimental

Social Psychology - 2012-10-22  
Advances in Experimental Social Psychology continues to be one of the most sought after and most often cited series in this field. Containing contributions of major empirical and theoretical interest, this series represents the best and the brightest in new research, theory, and practice in social psychology. This serial is part of the Social Sciences package on ScienceDirect. Visit [info.sciencedirect.com](http://info.sciencedirect.com) for more information. Advances in Experimental Social Psychology is available online on ScienceDirect — full-text online of volume 32 onward. Elsevier book series on ScienceDirect gives multiple users throughout an institution simultaneous online access to an important complement to primary research. Digital delivery ensures users reliable, 24-hour access to the latest peer-reviewed content. The Elsevier book series is compiled and written by the most highly regarded authors in their fields and are selected from across the globe using Elsevier's

extensive researcher network. For more information about the Elsevier Book Series on ScienceDirect, please visit [info.sciencedirect.com/bookseries/](http://info.sciencedirect.com/bookseries/). One of the most sought after and most often cited series in this field Contains contributions of major empirical and theoretical interest This series represents the best and the brightest in new research, theory, and practice in social psychology

**Psychology: A Very Short Introduction** - Gillian Butler  
2014-01-23

Psychology is part of everyone's experience: it influences the way we think about everything from education and intelligence, to relationships and emotions, advertising and criminality. People readily behave as amateur psychologists, offering explanations for what people think, feel, and do. But what exactly are psychologists trying to do? What scientific grounding do they have for their approach? This Very Short Introduction explores some of psychology's leading ideas and

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their practical relevance. In this new edition, Gillian Butler and Freda McManus explore a variety of new topics and ways of studying the brain. Until recently it was not possible to study the living human brain directly, so psychologists studied our behaviour, and used their observations to derive hypotheses about what was going on inside. Now - through neuroscience - our knowledge of the workings of the brain has increased and improved technology provides us with a scientific basis on which to understand the structure and workings of the brain, and allows brain activity to be observed and measured. Exploring some of the most important advances and developments in psychology - from evolutionary psychology and issues surrounding adolescence and aggression to cognitive psychology - this is a stimulating introduction for anyone interested in understanding the human mind. ABOUT THE SERIES: The Very Short Introductions series from Oxford University Press

contains hundreds of titles in almost every subject area. These pocket-sized books are the perfect way to get ahead in a new subject quickly. Our expert authors combine facts, analysis, perspective, new ideas, and enthusiasm to make interesting and challenging topics highly readable.

*Social Psychology Australian & New Zealand Edition* - Saul Kassin 2019-08-01

Using a balanced approach, *Social Psychology, 2e* connects social psychology theories, research methods, and basic findings to real-world applications with a current-events emphasis. Coverage of culture and diversity is integrated into every chapter in addition to strong representation throughout of regionally relevant topics such as: Indigenous perspectives; environmental psychology and conservation; community psychology; gender identity; and attraction and close relationships (including same-sex marriage in different cultures, gendered behaviours when dating, and updated data

on online dating), making this visually engaging textbook useful for all social psychology students.

*Psychology Australian and New Zealand Edition* - Douglas A. Bernstein 2020-10-05

Make introductory psychology modern and accessible! Strike a balance between classic and contemporary topics and theory. The third AU/NZ edition of Bernstein, *Psychology*, engages students with local ideas and examples, within the context of psychology as an international discipline. Rich cultural and indigenous coverage is integrated throughout the text, as well as specific chapters, 'Indigenous psychology', and 'Culture and psychology'. There is also the continued, and unique focus throughout the text on graduate competencies for accreditation, careers in psychology and the professional discipline of psychology. Linkages features in the text knit together student understanding of psychology's sub-disciplines, and the research sections show the how

and why of research. Premium online teaching and learning tools are available on the MindTap platform. Learn more about the online tools [cengage.com.au/mindtap](http://cengage.com.au/mindtap)

**Stolen Charleston** - J. Grahame Long 2014-07-01  
During both the American Revolution and the Civil War, Charleston was not just a symbolic target but also one of the wealthiest--at least until the shelling started. Once the redcoats of 1780 and the Yankees of 1865 stormed in, nary a church, business or private home was spared fevered plundering. Worse, Charleston's own homefront defenders oftentimes helped themselves to unguarded heirlooms. In 1779, Eliza Wilkinson's shoe buckles were stolen right off her feet. In 1865, Union soldiers butchered several of Williams Middleton's valuable water buffalo and stole the others, some of which were later found at the Central Park Zoo in New York City. Join author and historian J. Grahame Long as he recounts the looting and lost treasures of

Charleston.