Political Cognition As Social Cognition Are We All

This volume presents different perspectives on a dual model of impression formation -- a theory about how people form impressions about other people by combining information about a person with prior knowledge found in long-term memory. This information is of real importance to graduate students and advanced undergraduates in cognitive and social psychology, experimental psychology, social cognition and perception. Each volume in the series will contain a target article on a recent theoretical development pertinent to current study followed by critical commentaries offering varying theoretical viewpoints. This productive dialogue concludes with a reply by the target article author. The first volume of the series presents an evaluation of theoretical advances in social cognition and information processing from new and different perspectives. Volume 2 presents a new conceptualization of personality and social cognition by Cantor and Kihlstrom which addresses both new and old issues. The volumes in this series will interest and enlighten graduate and advanced undergraduates in cognitive and social psychology, experimental psychology, social cognition and perception. The first volume of the series presents an evaluation of theoretical advances in social cognition and information processing from new and different perspectives. Each volume in the series will contain a target article on a recent theoretical development pertinent to current study followed by critical commentaries offering varying theoretical viewpoints. This productive dialog concludes with a reply by the target article author. The information provided in Volume 1 promises to enrich graduate and advanced undergraduates in cognitive and social psychology, experimental psychology, social cognition and perception. This first volume of the series evaluates the theoretical advances made in social cognition and information processing from new and different perspectives. This unique and lively interchange between the target article author and the critics will enrich and enlighten psychologists from many disciplines. Each volume in the series will contain a target article on a recent theoretical development pertinent to current study followed by critical commentaries offering varying theoretical viewpoints. This productive dialog concludes with a reply by the target article author. The first volume of the series presents an evaluation of theoretical advances in social cognition and information processing from new and different perspectives. Volume 2 presents a new conceptualization of personality and social cognition by Cantor and Kihlstrom which addresses both new and old issues. All volumes in this series will interest and enlighten graduate and advanced undergraduates in cognitive and social psychology, experimental psychology, social cognition and perception.

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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.

Political psychology applies what is known about human psychology to the study of politics. It examines how people reach political decisions on topics such as voting, party identification, and political attitudes as well as how leaders mediate political conflicts and make foreign policy decisions. The Oxford Handbook of Political Psychology gathers together a distinguished group of scholars from around the world to shed light on these vital questions. Focusing first on political psychology at the individual level (attitudes, values, decision-making, ideology, personality) and then moving to the collective (group identity, mass mobilization, political violence), this fully interdisciplinary volume covers models of the mass public and political elites and addresses both domestic issues and foreign policy. Now with new material providing an up-to-date account of cutting-edge research within both psychology and political science, this is an essential reference for scholars and students interested in the intersection of the two fields.

Social Psychology of Political and Economic Cognition presents a broad range of discussion on current issues and thinking within the field, examining such questions as: In what way has Soviet youth responded to perestroika? How does economic understanding develop in children? What are the social psychological processes in party identification? This first volume in the Surrey Seminars in Social Psychology Series includes contributions from international experts. It covers political and economic attitudes in terms of their social psychological framework.

This work presents a new, alternative approach to studying the formation of political ideologies and attitudes, addressing a concern in political science that research in this area is at a crossroads. The authors provide an epistemologically grounded critique on the literature of belief systems, explaining why traditional approaches have reached the limits of usefulness. Following the lead of such continental theorists such as Jurgen Habermas and Anthony Giddens, who stress the importance of Jean Piaget to the development of a strong theoretical perspective in political psychology, the authors develop a different epistemology, theory,and research strategy based on Piaget, then apply it in two emperical studies of belief systems, and finally present a third theoretical study of political culture and political development.

A unified, general theory of functional cognition is presented in this book. Its generality appears in the titles of the 13 chapters listed below. Its unity appears in the effectiveness of the same methods and concepts across all of these areas. Generality and unity both stem from the foundation axiom of purposiveness. The axiom of purposiveness has been made effective through capability for functional measurement of values, which embody the goal-directed character of purposiveness. This measurement capability is based on the general cognitive algebra established in information integration theory. Functional theory can thus be made precise and effective near the level of everyday phenomenology. The book is written at a relatively simple level, directed at readers in every field of psychology. Among its characteristics are: * self-sufficient theory near the level of everyday phenomenology; * foundation on structure of the internal

world; and * solid grounding in experimental analysis.

`Throughout, the text is written in a lively, engaging style with key points illustrated by everyday examples... entertaining to the reader... The book will be clearly useful as an undergraduate text to introduce students to the range of North American and European research in the social cognitive tradition. No other single text currently achieves this aim... for those not familiar with social cognition research, we would recommend it as a good, balanced overview and introduction to the broad range of research and theories used in this area' - Psychology and Health This comprehensive introduction to social cognition is the first to integrate successfully the distinct traditions that have grown up on different

In The Simple Art of Voting, Delia Baldassarri provides a new understanding of how voting works by focusing on how choices are made rather than on what their outcomes are. Drawing on recent advances in cognitive psychology, political cognition, and behavioral economics, Baldassarri distinguishes voters based on the cognitive shortcuts, or heuristics, they use to reduce the complexity of political choice. In doing so, she reveals which factors-parties, leaders, ideology, the media-are most important to different types of voters.

Advances in the social sciences are used to uncover cognitive foundations of social decision making.

Communication and Social Cognition represents the explosion of work in the field of social cognition over the past 25 years. Expanding the contribution made by Social Cognition and Communication, published in 1982, this scholarly collection updates the study of communication from a social cognitive perspective, with contributions from well-known experts and promising new scholars in diverse areas of communication. Organized into sections--message production, interpersonal communication, media, and social influence--the collection reflects the areas in which social cognition theories have become integral in understanding communicative processes, and in which a proliferation of scholarship has emerged. Readers are informed of the current major trends in social cognition research, and are introduced to its history. Throughout the text, chapter authors highlight both theoretical and methodological aspects of research, encouraging communication scholars to include social cognition in their research, and, likewise, promoting communication to social cognition researchers. The volume addresses the future of social cognition, including the most fitting directions in which to take scholarship, emerging theories in the field, and the methods currently yielding the most promising results. Communication and Social Cognition appeals to scholars, researchers, and advanced students in communication and psychology. It can be used as a textbook in graduate courses related to social cognition, social influence, message production, interpersonal communication, media effects, and message design.

The International Encyclopedia of Political Communication is the definitive single–source reference work on the subject, with state–of–the–art and in–depth scholarly reflection on the key issues within political communication from leading international experts. It is available both online and in print. Explores pertinent/salient topics within political science, sociology, psychology, communication and many other disciplines Theory, empirical research and academic as well as professional debate are widely covered in this truly international and comparative work Provides clear definitions and explanations which are both cross–national and cross–disciplinary by nature Offers an unprecedented level of authority, accuracy and balance, with contributions from leading international experts in their associated fields Published with regularly updating online edition which will ensure readers are kept abreast of the latest developments in research

This handbook provides an authoritative, up-to-date overview of the social psychology of group processes. The topics covered include group decisions, juries, group remembering, roles, status, leadership, social identity and group membership, socialization, group performance, negotiation and bargaining, emotion and mood, computer-mediated communication, organizations and mental health. Provides an authoritative, up-to-date overview of the social psychology of group processes. Written by leading researchers from around the world to provide a classic and current overview of research as well as providing a description of future trends within the area. Includes coverage of group decisions, juries, group remembering, roles, status, leadership, social identity and group membership, socialization, group performance, negotiation and bargaining, emotion and mood, computer-mediated communication, organizations and mental health. Essential reading for any serious scholar of group behavior. Now available in full text online via xreferplus, the award-winning reference library on the web from xrefer. For more information, visit www.xreferplus.com

This edition of the Handbook follows the first edition by 10 years. The earlier edition was a promissory note, presaging the directions in which the then-emerging field of social cognition was likely to move. The field was then in its infancy and the areas of research and theory that came to dominate the field during the next decade were only beginning to surface. The concepts and methods used had frequently been borrowed from cognitive psychology and had been applied to phenomena in a very limited number of areas. Nevertheless, social cognition promised to develop rapidly into an important area of psychological inquiry that would ultimately have an impact on not only several areas of psychology but other fields as well. The promises made by the earlier edition have generally been fulfilled. Since its publication, social cognition has become one of the most active areas of research in the entire field of psychology; its influence has extended to health and clinical psychology, and personality, as well as to political science, organizational behavior, and marketing and consumer behavior. The impact of social cognition theory and research within a very short period of time is incontrovertible. The present volumes provide a comprehensive and detailed review of the theoretical and empirical work that has been performed during these years, and of its implications for information processing in a wide variety of domains. The handbook is divided into two volumes. The first provides an overview of basic research and theory in social information processing, covering the automatic and controlled processing of information and its implications for how information is encoded and stored in memory, the mental representation of persons -- including oneself -- and events, the role of procedural knowledge in information processing, inference processes, and response processes. Special attention is given to the cognitive determinants and consequences of affect and emotion. The second book provides detailed discussions of the role of information processing in specific areas such as stereotyping; communication and persuasion; political judgment; close relationships; organizational, clinical and health psychology; and consumer behavior. The contributors are theorists and researchers who have themselves carried out important studies in the areas to which their chapters pertain. In combination, the contents of this two-volume set provide a sophisticated and in-depth treatment of both theory and research in this major area of psychological inquiry and the directions in which it is likely to proceed in the future.

Applying Social Cognition to Consumer-Focused Strategy, a book in the Advertising and Consumer Psychology series sponsored by the Society for Consumer Psychology, focuses on the most important recent developments at the interface of social cognition and marketing, and develops integrative theoretical frameworks with rich practical implications. More specifically, the chapters offer a novel and thought-

provoking perspective on consumer-focused strategy--or the effects of marketing stimuli and activities on an integrated system of consumer processes and responses. Divided into four parts, this book: *offers new perspectives on consumer information processing, selective or one sided information processing, and attribution theory; *discusses how asking questions in focus groups, surveys, and experiments leads consumers to create opinions that would not have occurred to them otherwise; *advances a new approach for modeling uncertainty and a new framework for thinking about uncertainty; *summarizes recent developments concerning the Implicit Association Test and their implications for branding strategy; *develops a new approach for analyzing the effects of intention on behavior and unplanned purchase behaviors; *discusses the devaluation effect and shows both how implementation intentions can be used to increase new product consumption and also how promotion versus prevention regulatory focus influences consumer preferences; and *focuses on consumer information processing and persuasion. The text is intended for advanced graduate students, academics, and practitioners who embrace cutting-edge paradigms and methodologies in social-cognitive consumer research.

This handbook provides a comprehensive review of social cognition, ranging from its history and core research areas to its relationships with other fields. The 43 chapters included are written by eminent researchers in the field of social cognition, and are designed to be understandable and informative to readers with a wide range of backgrounds.

Processing Political and Non-political Information: the Effect of Social Cognition on Candidate EvaluationSocial Psychology of PoliticsPsychology Press

Exploration of a new integrative intellectual enterprise: the cognitive social sciences.

Virtually every question in social psychology is currently being shaped by the concepts and methods of implicit social cognition. This tightly edited volume provides the first comprehensive overview of the field. Foremost authorities synthesize the latest findings on how automatic, implicit, and unconscious cognitive processes influence social judgments and behavior. Cutting-edge theories and data are presented in such crucial areas as attitudes, prejudice and stereotyping, self-esteem, self-concepts, close relationships, and morality. Describing state-of-the-art measurement procedures and research designs, the book discusses promising applications in clinical, forensic, and other real-world contexts. Each chapter both sums up what is known and identifies key directions for future research.

Despite the long-standing and prominent place of partisan identification (PID) in many aggregate- and individual-level models of voting behavior and political cognition in the United States, several basic features of this attachment remain poorly understood and significant controversies persist. The research presented here seeks to build upon the recent conceptualization of PID as a social identity (Green, Palmquist & Schickler, 2002; Greene, 1999, 2000, 2004; Huddy, Mason & Aaroe, 2010) in order to increase our knowledge of the ways in which it may function as such and to expand our understanding of partisan intensity and PID's biasing effects. This conceptualization is one that has been put to surprisingly limited use in political science. This work draws upon new data I have generated during my time as a doctoral student, making use of survey experimental paradigms and a new implicit measure. I call upon foundational and cutting-edge concepts and methods from social psychology in addressing several active research programs in political behavior. The first essay presents the most direct evidence to date regarding the presence of an affective identity component of PID (the way in which Campbell, Converse, Miller & Stokes (1960) conceived of the attachment), which sheds light on partisan intensity and measurement of it. Using data from a survey fielded among subjects in the Project Implicit research pool, it introduces a novel measure of implicit PID that directly measures the identity component as it is defined in balanced identity theory (Greenwald, Banaji, Rudman, Farnham, Nosek & Mellott, 2002), and compares it to standard PID measures. Among other things, the findings offer some confirmation that the traditional two-item, seven-point PID measure largely captures respondent identity levels. This is arguably the strongest evidence to date that the measure does, for the most part, what it was designed to do. I also find that Republican partisans, in the current political environment, are significantly stronger partisan identifiers than their Democratic counterparts. The second essay brings new data from embedded survey experiments to bear, assessing, in the case of political party, the presence of the kind of group-based bias often associated with social identities. The manipulation and measure are designed to avoid the confounders present in prior studies that have allowed some to question the biasing effect of PID. Consistent evidence suggestive of group-based bias emerges. These findings establish a new benchmark in this research program by demonstrating, at a micro level, the extent to which partisans are susceptible to a set of standard mechanisms for rationalization, information dismissal and motivated processing. Beyond adding evidence to the debate regarding perceptual bias, though, this paradigm allows for more nuanced analysis of the nature of that bias and heterogeneity in its expression. The final essay uses the notion of "rooting interest" to link this perceptual bias with a social identity model of PID. A manipulation was used to vary the relative salience of an individual's personal and collective self-concepts (Ambady, Paik, Steele, Owen-Smith & Mitchell, 2004), the interplay between which is at the heart of psychological conceptualizations of identity. The effects of this manipulation on the level of bias observed suggest that the strength of rooting interest may vary somewhat, but that the nature of the variation depends upon the political saturation of the context and differs between Republicans and Democrats in the current political environment. The results 1) demonstrate that manipulation of self-concept salience and variations in background politicization can alter the magnitude of bias; 2) provide evidence that this bias is pronounced even in less politicized contexts and when the personal self-concept is made more salient; and 3) suggest that bias is asymmetric across the two parties, with Republicans showing a higher baseline level, but some propensity to have their bias level manipulated downward, and Democrats starting at a lower point, but with the potential to be manipulated upward. Taken together, these new data (from both the experimental and measurement work) demonstrate two important points that were not as apparent in prior studies using other methods. To begin with, it appears that partisans of various intensities (strong Democrat versus strong Republican, for instance) should not be thought of or analyzed as mirror images of each other. Furthermore, it appears that a meaningful "Identity Gap" may exist between Republicans and Democrats in the current political moment. These emergent findings suggest future areas of inquiry, ways in which we might reexamine prior findings, and new potential research programs.

Social psychology has maintained a keen interest over the years in issues related to intergroup behavior, such as ingroup favoritism and discrimination. The field has also been preoccupied with ways to reduce prejudice and discrimination. Intergroup contact has been offered as the main mechanism for prejudice and discrimination reduction. In the last 15 years, the social cognitive perspective has been applied to the study of intergroup relations. Theoretical advances have been made regarding such issues as the representation of information about ingroup and outgroup members, the structural properties of stereotypes, the relation between cognitive representation and judgment, and the ways in which cognition, effect, and motivation interactively influence the perception, judgment, and memory of ingroup and outgroup members. The first volume in this new series, this book seeks to bring the above two traditions together. Focusing on the interplay between cognition and behavior in intergroup settings, it addresses four general questions: * How does intergroup cognition (perceptions, judgments, and memories) influence intergroup behavior (ingroup favoritism and discrimination)? * How does intergroup behavior subsequently change intergroup cognition? * What is the mediational role of effect, motivational processes, and social context? * How effective can change in intergroup cognition be in altering intergroup behavior? This volume focuses not on a specific theory but rather on an approach. This approach is the interface between intergroup cognition and intergroup behavior. The various contributors are leading investigators in these areas and share the belief that the field has reached a level of maturity where it can start asking the hard questions regarding the complex and multifaceted ways in which intergroup cognition and behavior are related. The investigators do not just summarize their work. Instead, they connect aspects of their work to the theme of the volume and integrate their work with existing approaches in the relevant literature.

People believe what they want to believe. It is a striking-yet all too familiar-fact about human beings that our belief-forming processes can be so distorted by fears, desires, and prejudices that an otherwise sensible person may sincerely uphold a false claim about the world despite overwhelming evidence to the contrary. When we describe someone as being "in denial," we mean that he or she is personally threatened by some set of facts and consequently fails to assess the situation properly according to the evidence, instead arguing and interpreting evidence in light of a pre-established conclusion. In a world polarized over politics, culture, race, and religion, it is evident that ideological commitments can influence one's perception of reality in socially destructive ways, especially when one perceives a threat to these commitments. When group interests, creeds, or dogmas are threatened by unwelcome factual information, biased thinking can become ideological denialism. This is a problem that affects everybody: Whereas denial can interfere with individual well-being, ideological denialism can stand in the way of urgent advancements in public policy. This book offers an accessible, historically and scientifically informed overview of our understanding of denial and denialism. Adrian Bardon introduces the reader to the latest developments in the interdisciplinary study of denial, and then investigates the role of human psychology and ideology in, respectively, science denial, economic policy, and religious belief.

Written by two of the field's most prominent academics, this textbook presents the latest research in social cognition integrated with pedagogical features and online resources to provide an indispensable textbook for students of social cognition and social psychology worldwide.

This volume provides comprehensive coverage of social cognition from worldwide leaders in the field, whose chapters combine an overview of seminal research with the state-of-the-art in this central topic in social psychology.

"This volume describes the role of social psychological factors in how political systems function in the 21st century. It presents new theories and evidence showing how attitudes, ideologies, communication, person perception, social cognition and group behavior constitute the foundations of political values; political perception and communication; social cognition and democracy; and identity, intergroup relations and political change. It will appeal to students and researchers in areas of social psychology, political science and public policy, and practitioners interested in the interplay of psychological processes and the functioning of political systems"--

This volume adopts an interdisciplinary approach to the analysis of citizenship that offers new insights and integrates previously disparate research agendas. It also suggests the possibility of informed interventions aimed at meeting new challenges faced by citizens in modern democracies.

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.

On Revolutions That Never Were "If you want to understand what a science is," the anthropologist Clifford Geertz (1973, p. 5) has written, "you should look in the first instance not at its theories or its findings, and certainly not at what its apologists say about it; you should look at what the practitioners of it do. " If it is not always possible to follow this instruction, it is because the rate of change in scientific work is rapid and the growth of publications reporting on this work is great. It is therefore the task of a handbook, like this Hand book of Political Behavior, to summarize and evaluate what the practi tioners report. But it is always prudent to keep in mind that a handbook is only a shortcut and that there is no substitute for looking directly at what the practitioners of a science do. For when scientists are "at work" (Walter, 1971), the image of what they are doing is often quite different from that conveyed in the "briefs" that, in their own way, make a hand book so valuable that we cannot do without it. These reflections set the stage.

Although Lawrence Kohlberg provided major ideas for psychological research in morality for decades, today some critics regard his work as outmoded, beyond repair, and too faulty for anybody to take seriously. These critics suggest that research would advance more profitably by taking a different approach. Postconventional Moral Thinking acknowledges particular philosophical and psychological problems with Kohlberg's theory and methodology, and proposes a reformulation called "Neo-Kohlbergian." Hundreds of researchers have reported a large body of findings after having employed Kohlberg's theory and methods to the Defining Issues Test (DIT), therefore attesting to the relevance of his ideas. This book provides a coherent theoretical overview for hundreds of studies that have used the DIT. The authors propose reformulations in the underlying psychological and philosophical theories. This book pulls together the analysis of criticisms of a Kohlbergian approach, a rationale for DIT research, and new theoretical ideas and new research.

Many studies in cognitive psychology have provided evidence of systematic deviations in cognitive task performance relative to that dictated by optimality, rationality, or coherency. The texts in this volume present an account of research into the cognitive biases observed on various tasks: reasoning, categorization, evaluation, and probabilistic and confidence judgments. The authors have attempted to discern the contribution of the study of bias to our understanding of the cognitive processes involved in each case, rather than proposing an inventory of the different types of biases. A special section has been devoted to studies on the correction of biases and cognitive aids.

This eagerly awaited volume presents Anderson's cumulative progress in unified social psychology. The research is grounded in the three fundamental laws of information integration theory.

Research shows these laws to apply to topics in social and personality psychology such as person cognition, attitudes, moral cognition, social development, group dynamics and self-cognition. This definitive work will broaden the appreciation of Anderson's unique treatment of psychological processes.