

SOCIAL INFLUENCE PROCESSES AND PREVENTION



Edited by

**John Edwards, R. Scott Tindale,
Linda Heath, and Emil J. Posavac**

The Social Influence Processes

Ying-Ying Zheng



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The Social Influence Processes James T. Tedeschi, 2017-07-12 Social psychologists have always been concerned with two person interactions and the factors enabling one person to gain dominance Although social psychology has devised a revolutionary set of techniques to investigate the phenomenon of power hypotheses are too often ambiguously stated research programs end in cul de sacs and experiments take on the character of one shot studies In an attempt to stimulate new directions in research and to provide cumulative emphasis on the development of scientific theory in the area of power relations Tedeschi has assembled original and path breaking essays from a dozen outstanding scholars and researchers in the behavioral sciences More tightly integrated than leading books in the field of power relations *The Social Influence Processes* focuses on two person interactions A full explanation of the terms power and influence is followed by an analysis of the major variables in connections between two persons that must be taken into account in a scientific theory of social influence The subsequent chapters respond to the categories established attempting a comprehensive construction of social reality and offering suggestions and techniques for measuring and ordering its complexity Particular areas of research and theory are isolated for consideration in depth such topics as personality as a power construct *Power and Personality* by Henry L Minton influence in exchange theory *The Tactical Use of Social Power* by Andrew Michener and Robert W Suchner and leadership through charisma *Interpersonal Attraction and Social Influence* by Elaine Walster and Darcy Abrahams In the final chapter Tedeschi Thomas Bonoma and Barry R Schlenker attempt to provide a general theory of social influence processes as they affect the target individual by reviewing the research literature in their own theoretical terms This remarkable volume will be of interest to students as well *Social Influence* Joseph P. Forgas, Kipling D.

Williams, 2016-12-05 Social influence processes play a key role in human behavior Arguably our extraordinary evolutionary success has much to do with our subtle and highly developed ability to interact with and influence each other In this volume leading international researchers review and integrate contemporary theory and research on the many ways people influence each other considering both explicit direct and implicit indirect influence strategies Three sections examine fundamental processes and theory in social influence research the role of cognitive processes and strategies in social influence phenomena and the operation of social influence mechanisms in group settings By applying the latest research to a wide range of interpersonal phenomena this volume greatly advances our understanding of social influence mechanisms in strategic social interaction and should be of interest to all students researchers and practitioners interested in the dynamics of everyday interpersonal behavior **The Social Influence Processes** James T. Tedeschi, 2017-07-12 Social psychologists have always been concerned with two person interactions and the factors enabling one person to gain dominance Although social psychology has devised a revolutionary set of techniques to investigate the phenomenon of power hypotheses are too often ambiguously stated research programs end in cul de sacs and experiments take on the character of one shot studies In

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Social Influence John C. Turner,1991 When do we want people to agree with us and when do we not want people to agree with us How can we convince someone that their views are wrong Such questions are raised by SOCIAL INFLUENCE This milestone text provides both a straightforward introduction to the topic of social influence for the beginning student and a sophisticated theoretical analysis of social influence processes for the more knowledgeable reader The author summarizes a vast literature integrating many differing views on social influence in a coherent and meaningful pattern He reevaluates and reinterprets the findings of many classic studies into an integrative self categorization theory which may resolve many inconsistencies in the literature and account for a diverse set of social influence phenomena

Social Influence Processes and Prevention John Edwards,R. Scott Tindale,Linda Heath,Emil J. Posavac,2013-06-29

Social Influence Processes Anthony R. Pratkanis,2006

Social Influence Mark P. Zanna,James M. Olson,C. P. Herman,2014-03-05 First published in 1987 This volume presents papers from the Fifth Ontario Symposium on Personality and Social Psychology held at the University of Waterloo August 21 23 1984 The contributors are active researchers in the area of social influence One of the purposes of this volume is to provide an accurate picture of our current knowledge about social influence processes Thus the chapters describe important recent developments in this area A second and perhaps more important purpose of this volume is to bring together scholars with different perspectives on the social influence process in order to stimulate further research and theorizing in this area

Nature and Dynamics of Social Influence Janak Pandey,2022-09-02 The book presents the various ways in which persuasion can be used to make people behave in certain ways without coercion intimidation or brute force It explores the intricacies of social influence processes like self presentation impression management ingratiation

persuasion manipulative social behavior and compliance in socio cultural contexts Social influence constitutes one of the key themes in the field of social psychology Contributions in the book highlight social influence behavior and its importance in human social life The book deepens the reader s understanding of social psychology research on the science and applications of social influence It invites readers to consider critical questions such as the interactive effects of personality disposition and situational factors on social influence Given its scope the book is of interest to those in academic fields like social psychology political science mass communication and marketing

Social Influence Processes and Prevention John Edwards,R. Scott Tindale,Linda Heath,Emil J. Posavac,1990-01-31 *The Practice of Social Influence in Multiple Cultures* Wilhelmina Wosinska,Robert B. Cialdini,Daniel W. Barrett,Janusz Reykowski,2000-11 Intended for scholars and professionals interested in cross and multicultural research into the mechanisms of the social influence process **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

A Structural Theory of Social Influence Noah E. Friedkin,1998-09-13 This book addresses a phenomenon that has been much studied in anthropology sociology and administrative science the social structural foundations of coordinated activity and consensus in complexly differentiated communities and organizations Such foundations are important because social differentiation makes coordination and agreement especially hard to achieve and maintain Friedkin focuses on the process of social influence and on how this process when it is played out in a network of interpersonal influence may result in interpersonal agreements among actors who are located in different parts of a complexly differentiated organization This work builds on structural role analysis which provides a description of the pattern of social differentiation in a population Interpretation of the revealed social structures has long been a problem The steps for structural analysis that are proposed in this book are addressed to the above problem To explain the coordination of social positions the author pursues the development of a structural social psychology that attends to both social structure and process *Social Influence* Joseph P. Forgas,Kipling D. Williams,2001 *Social Influence Processes* ,1985 *The Oxford Handbook of Social Influence* Stephen G. Harkins,Kipling D. Williams,Jerry M. Burger,2017-07-07 The study of social influence has been central to social psychology since its inception In fact research on social influence predated the coining of the term social psychology Its influence

continued through the 1960s when it made seminal contributions to the beginning of social psychology's golden age. However, by the mid-1980s, interest in this area waned, while at the same time, and perhaps not coincidentally, interest in social cognition waxed. Now the pendulum is swinging back, as seen in growing interest in non-cognitive motivational accounts. The Oxford Handbook of Social Influence will contribute to a resurgence of interest in social influence that will restore it to its once preeminent position. Written by leading scholars, the chapters cover a variety of topics related to social influence, incorporating a range of levels of analysis: intrapersonal, interpersonal, and intragroup, and both source (the influencers) and target (the influenced) effects. The volume also examines theories that are most relevant to social influence, as well as social influence in applied settings. The chapters contribute to the renaissance of interest in social influence by showing that it is time to reexamine classic topics in social influence by illustrating how integrations and elaborations that advance our understanding of social influence processes are now possible by revealing gaps in the social influence literature and by suggesting future lines of research. Perhaps the most important of these lines of work will take into account the change from traditional social influence that occurs face-to-face to social media-mediated influence that is likely to characterize many of our interactions in the future.

Majority and Minority Influence Stamos Papastamou, Antonis Gardikiotis, Gerasimos Prodromitis, 2017-04-07. Majority and minority influence research examines how groups influence the attitudes, thoughts, and behaviours of individuals, groups, and society as a whole. This volume collects recent work by an international group of scholars representing a variety of different theoretical approaches to majority and minority influence. The book provides a thorough evaluation of significant current developments with a particular focus on how active minorities can influence people's thinking and behaviour, fight against conformity, and contribute to real social change. It also discusses the following themes: Social vs. cognitive processes of social influence; cooperation vs. antagonism; Majority and minority influence: a singular or a dual socio-psychological process; Conversion vs. appropriation of minority ideas; Different meta-theoretical considerations underlying social influence research. New avenues for future research are presented, and many are born from a new integration between influence and persuasion theoretical traditions. By focusing on the societal dimension of social influence, this book contributes to filling a theoretical and epistemological gap in the relative literature. It offers a balanced and thorough presentation of the distinct theoretical and epistemological approaches employed by active and important researchers in the field, making it essential reading for researchers and upper-level students of social psychology.

Social Influence and Social Change Serge Moscovici, 1976

The Process of Social Influence Thomas D. Beisecker, Donn W. Parson, 1972

A study of social influence processes in an organized group John Robert Pugh, 1970

The Social Influence Process in Counseling and Psychotherapy Fred J. Dorn, 1986

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