

## Political Cognition As Social Cognition Are We All

The **Psychology of Politicians** explores a topic which fuels public and media debate yet is under-researched and has potentially far-reaching consequences for the success of our political systems. Focusing on research with democratically elected representatives from the UK, Poland and Italy, and on the political behaviour of a former US President and voters' perceptions in the emerging democracy of Ukraine, this book is packed with psychological insights. Using quantitative and qualitative methodologies, the contributors chart the progress of the individual politician from selection as a candidate to becoming established in Parliament examining their qualities as communicators, thinkers and leaders. The impact of work and non-work pressures on their mental well-being and capacity to handle a crisis are probed and the roles of personality traits in politicians' values and in public perceptions of our elected representatives are highlighted.

**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.

A tribute to Robert S. Wyer, Jr.'s remarkable contributions to social psychology, **Foundations of Social Cognition** offers a compelling analysis of the underlying processes that have long been the focus of Bob Wyer's own research, including attention, perception, inference, and memory. Leading scholars provide an in-depth analysis of these processes as they pertain to one or more substantive areas, including attitudes, construct accessibility, impressions of persons and groups, the interplay between affect and cognition, motivated reasoning, and stereotypes. Each chapter reviews and synthesizes past scholarship with the assessment of current understanding and cutting-edge trends and issues. A "must have" for scholars, researchers, and advanced students in the fields of social and cognitive psychology, as well as those in related fields such as consumer, organizational, and political psychology, neuroscience, marketing, advertising, and communication.

**Evolution, Biology, and Politics**

**Theories and Methods**

**Neuroimaging Personality, Social Cognition, and Character**

**Left and Right**

**A Festschrift in Honor of Robert S. Wyer, Jr.**

**Comparisons of Experts and Novices**

*This book is an appreciation of the long and illustrious career of Milton Lodge. Having begun his academic life as a Kremlinologist in the 1960s, Milton Lodge radically shifted gears to become one of the most influential scholars of the past half century working at the intersection of psychology and political science. In borrowing and refashioning concepts from cognitive psychology, social cognition and neuroscience, his work has led to wholesale transformations in the way political scientists understand the mass political mind, as well as the nature and quality of democratic citizenship. In this collection, Lodge's collaborators and colleagues describe how his work has influenced their own careers, and how his insights have been synthesized into the bloodstream of contemporary political psychology. The volume includes personal reflections from Lodge's longstanding collaborators as well as original research papers from leading figures in political psychology who have drawn inspiration from the Lodgean oeuvre. Reflecting on his multi-faceted contribution to the study of political psychology, *The Feeling, Thinking Citizen* illustrates the centrality of Lodge's work in constructing a psychologically plausible model of the democratic citizen.*

*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.*

*With a list of contributors that reads like a "Who's Who" of political psychology, this comprehensive volume introduces the major concepts, debates, and themes in the field and provides an overview of its intellectual development, its disparate parts, the major controversies and some suggestions for the future direction of the field.*

*Handbook of Implicit Social Cognition*

*Handbook of Social Cognition, Second Edition*

*Applied Social Psychology*

*The Psychological Significance of a Political Distinction*

*Political Psychology*

*A Piagetian View*

**This comprehensive and accessible textbook overviews the applications of social psychology to a wide range of problems and issues in contemporary society. With internationally respected contributors who survey the major developments in their fields, this practical guide incorporates advice, examples and reading lists. The first part of the book outlines a number of general frameworks that inform the applications of social psychology, namely language, attitudes, decision-making and survey research; Part Two focuses on major behavioural domains,**

*including health and economic behaviour; Part Three explains the relationship between social psychology and social institutions, highlighting, for instance, the media, law and politics; and the final part addresses the broader social and cultural implications of contemporary social psychology, covering such key concerns as violence, ageing and cross-cultural questions.*

*This volume honors the work of Arie W. Kruglanski. It represents a collection of chapters written by Arie's former students, friends, and collaborators. The chapters are rather diverse and cover a variety of topics from politics, including international terrorism, to health related issues, such as addiction and self-control, to basic psychological principles, such as motivation and self-regulation, the formation of attitudes, social influence, and interpersonal relationships. What these chapters have in common is that they have all been inspired by Arie's revolutionary work on human motivation and represent the authors' attempt to apply the basic principles of motivation to the understanding of diverse phenomena.*

*Div 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 empirical studies of belief systems, and finally present a third theoretical study of political culture and political development./div*

**Political Accounts and Attribution Process**

**Political Reasoning and Cognition**

**The Psychology of Politicians**

**Researching the Presidency**

**Handbook of Social Cognition**

**Essays in Honor of Milton Lodge**

Social psychology and politics are intricately related, and understanding how humans manage power and govern themselves is one of the key issues in psychology. This volume surveys the latest theoretical and empirical work on the social psychology of politics, featuring cutting-edge research from a stellar group of international researchers. It is organized into four main sections that deal with political attitudes and values; political communication and perceptions; social cognitive processes in political decisions; and the politics of intergroup behavior and social identity. The contributions address such exciting questions as how do political attitudes and values develop and change? What role do emotions and moral values play in political behavior? How do political messages and the media influence political perceptions? What are the psychological requirements of effective democratic decision making, and why do democracies sometimes fail? How can intergroup harmony be developed, and what is the role of social identity in political processes? As such, this volume integrates the role of cognitive, affective, social and cultural influences on political perception and behavior, offering an overview of the psychological mechanisms underlying political processes. It provides essential reading for teachers, students, researchers and practitioners in areas related to power, social influence and political behavior. Social cognition, as a field, can be characterized as a distinct subarea of social psychology that examines all of the countless cognitive complexities, mental representations, and processes implicated in interaction, as well as an approach to studying interactions in the context of the groups, cultures, and societies to which they belong. Together these two facets of social cognition create one of the most influential and important social sciences to come along in some time. Providing a comprehensive review of major topics in the field of social cognition, The Oxford Handbook of Social Cognition expresses that excitement and fascination in describing the content and approach that constitute the field today. The 43 chapters included in this handbook cover: - central aspects of the field of social cognition, including its history and historically important foundational research areas (attribution, attitudes, impression formation, and prejudice/stereotyping), along with methodology - core issues relating to social cognitive representations and processes (including those that are visual, implicit, or automatic) and the stages of information processing (attention, perception, memory, and judgment, along with simulation and thought suppression) - applications of the social cognition approach to areas of social psychology, general psychology, and other disciplines, such as marketing, law, health and politics After more than 30 years, the vibrant field of social cognition continues to reign as one of psychology's most dominant approaches. The impressive chapters collected in this volume define the field and contribute enormously to our understanding of what social cognition is today.

In Man Is by Nature a Political Animal, Peter K. Hatemi and Rose McDermott bring together

a diverse group of contributors to examine the ways in which evolutionary theory and biological research are increasingly informing analyses of political behavior. Focusing on the theoretical, methodological, and empirical frameworks of a variety of biological approaches to political attitudes and preferences, the authors consider a wide range of topics, including the comparative basis of political behavior, the utility of formal modeling informed by evolutionary theory, the genetic bases of attitudes and behaviors, psychophysiological methods and research, and the wealth of insight generated by recent research on the human brain. Through this approach, the book reveals the biological bases of many previously unexplained variances within the extant models of political behavior. The diversity of methods discussed and variety of issues examined here will make this book of great interest to students and scholars seeking a comprehensive overview of this emerging approach to the study of politics and behavior.

An Integrated Introduction

Communication Yearbooks Vols 6-33 Set

Social Psychology of Politics

Social Cognition

Social Psychology of Political and Economic Cognition

From Brains to Culture

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.

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.

Social Psychology and Politics

Man Is by Nature a Political Animal

Volume 1: Basic Processes

Communication and Social Cognition

Foundations of Social Cognition

The Social Psychology of Politics

This new volume on Social and Psychological Bases of Ideology and System Justification brings together several of the most prominent social and political psychologists who are responsible for the resurgence of interest in the study of ideology, broadly defined. Leading scientists and scholars from several related disciplines, including psychology, sociology, political science, law, and organizational behavior present their cutting-edge theorizing and research. Topics include the social, personality, cognitive and motivational antecedents and consequences of adopting liberal versus conservative ideologies, the social and psychological functions served by political and religious ideologies, and the myriad ways in which people defend, bolster, and justify the social systems they inhabit. This book is the first of its kind, bringing together formerly independent lines of research on ideology and system justification.

The Communication Yearbook annuals originally published between 1977 and 2009 publish diverse, state-of-the-discipline literature reviews that advance knowledge and understanding of communication systems, processes, and impacts across the discipline. Topics dealt with include Communication as Process, Research Methodology in Communication, Communication Effects, Taxonomy of Communication and European Communication Theory, Information Systems Division, Mass Communication Research, Mapping the Domain of Intercultural Communication, Public Relations, Feminist Scholarship, Communication Law and Policy, Visual Communication, Communication and Cross-Sex Friendships Across the Life Cycle, Television Programming and Sex Stereotyping, InterCultural Communication Training, Leadership and Relationships, Media Performance Assessment, Cognitive Approaches to Communication.

Mapping the territory where political science and psychology intersect, Explorations in Political Psychology offers a broad overview of the the field of political psychology--from its historical evolution as an area of inquiry to the rich and eclectic array of theories, concepts, and methods that mark it as an emerging discipline. In introductory essays, editors Shanto Iyengar and William J. McGuire identify the points of exchange between the disciplines represented and discuss the issues that make up the subfields of political psychology. Bringing together leading scholars from social psychology and political science, the following sections discuss attitude research (the study of political attitudes and

opinions); cognition and information-processing (the relationship between the structures of human information-processing and political and policy preferences); and decision making (how people make decisions about political preferences). As a comprehensive introduction to a growing field of interdisciplinary concern, *Explorations in Political Psychology* will prove a useful guide for historians, social psychologists, and political scientists with an interest in individual political behavior. Contributors: Stephen Ansolabehere, Donald Granberg, Shanto Iyengar, Robert Jervis, Milton Lodge, Roger D. Masters, William J. McGuire, Victor C. Ottati, Samuel L. Popkin, William M. Runyan, David O. Sears, Patrick Stroh, Denis G. Sullivan, Philip E. Tetlock, Robert S. Wyer, Jr.

*The Feeling, Thinking Citizen*

*Explorations in Political Psychology*

*Personality, Cognition and Social Interaction*

*Handbook of Social Cognition: Basic processes*

*The Political Psychology of Democratic Citizenship*

*Volume 2: Applications*

***This collection brings together two groups of scholars. The first, persons active in presidential research, assess the state of the literature in the recruitment and selection of presidential candidates, presidential personality, advisory networks, policy making, evaluations of presidents, and comparative analysis of chief executives. A second group of scholars, specialists in cognitive psychology, formal theory, organization theory, leadership theory, institutionalism, and methodology, apply their expertise to the analysis of the presidency in an effort to generate innovative approaches to presidential research. By taking a fresh look at a well-established field, these groundbreaking essays encourage scholars to renew their emphasis on explanation in research.***

***Language is the essence of interpersonal behavior and social relationships, and it is social cognitive processes that determine how we produce and understand language. However, there has been surprisingly little interest in the past linking social cognition and communication. This book presents the latest cutting-edge research from a select group of leading international scholars investigating the how language shapes our thinking, and how social cognitive processes in turn influence language production and communication. The chapters represent diverse perspectives of investigating the links between language and communication, including evolutionary, linguistic, cognitive and affective approaches as well as the empirical analysis of written and spoken narratives. New methodologies are presented including the latest techniques of text analysis to illuminate the psychology of individual language users, and entire cultures and societies. The chapters address such questions as how are cognitive and identity processes reflected in language? How do affective states influence language production? Are political correctness norms in language use effective? How do partners manage to accommodate to each other's communicative expectations? What is the role of language as a medium of interpersonal and intergroup influence? How are individual and cultural identities reflected in, and shaped by narratives in literature, school texts and the media? The book is aimed at all students, researchers and laypersons interested in the interplay between thinking and communication, and should be required reading for all professionals who use language in their everyday work to interact with people.***

***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.***

***Handbook of Social Cognition: Applications***

***Social Cognition and Communication***

***Unified Social Cognition***

***The Motivation-Cognition Interface***

***Political Conservatism as Motivated Social Cognition***

***Social and Psychological Bases of Ideology and System Justification***

Early studies of political behavior examined the sociological, attitudinal, and rational determinants of political behavior. However, none of these approaches provided a descriptive model of how people process political information and make political decisions under naturalistic conditions that involve limited cognitive capacity and motivation. Fortunately, contemporary approaches within the field of political psychology have begun to address these concerns. Inspired by recent advances in the area of social psychology, researchers are rapidly developing more realistic and detailed models of the psychological process that determines political judgements and behavior. Early attempts to merely predict political behavior have been replaced by an attempt to describe the actual process whereby individuals gather, interpret, exchange, and combine information to arrive at a political judgement or decision. This volume provides comprehensive coverage of this pioneering era of research in political psychology.

First Published in 2004. Routledge is an imprint of Taylor & Francis, an informa company.

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.

**Processing Political and Non-political Information: the Effect of Social Cognition on Candidate Evaluation**

**Key Readings**

**The SAGE Handbook of Social Cognition**

**The Oxford Handbook of Political Psychology**

**Thinking about Politics**

**Vital Questions, New Approaches**

Originally published in 1981, this volume presents the domain of personality as a fuzzy set that includes features previously identified with cognitive and social psychology. Few of the individual contributions are centrally concerned with individual differences and cross-situational stability, but these traditional themes certainly appear in several of the chapters. The remaining chapters deal with the general processes mediating the interaction between the person and the social environment, filling out the fuzzy set of personality psychology. Part 1 seeks to locate contemporary trends in the cognitive psychology of personality against a backdrop of historical events. The chapters in Part 2 discuss some of the cognitive processes mediating social behaviour. Part 3 contains contributions concerned with the rules by which people make judgments about objects in the social world. The self, a dominant topic in personality theory and research, is treated extensively in Part 4. Although many of the chapters are explicitly concerned with the relations between cognition and action – after all, most human interaction takes the form of judgments and communication – the contributions in Part 5 make the links to overt behaviour. Finally, Part 6 offers two discussions of the previous contributions from the perspective of cognitive 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.

Neuroimaging Personality, Social Cognition, and Character covers the science of combining brain imaging with other analytical techniques for use in understanding cognition, behavior, consciousness, memory, language, visual perception, emotional control, and other human attributes. Multidimensional brain imaging research has led to a greater understanding of character traits such as honesty, generosity, truthfulness, and foresight previously unachieved by quantitative mapping. This book summarizes the latest brain imaging research pertaining to character with structural and functional human brain imaging in both normal individuals and those with brain disease or disorder, including psychiatric disorders. By reviewing and synthesizing the latest structural and functional brain imaging research related to character, this book situates itself into the larger framework of cognitive neuroscience, psychiatric neuroimaging, related fields of research, and a wide range of academic fields, such as politics, psychology, medicine, education, law, and religion. Provides a novel innovative reference on the emerging use of neuroimaging to reveal the biological substrates of character, such as optimism, honesty, generosity, and others Features chapters from leading physicians and researchers in the field Contains full-color text that includes both an overview of multiple disciplines and a detailed review of modern neuroimaging tools as they are applied to study human character Presents an integrative volume with far-reaching implications for guiding future imaging research in the social, psychological and medical sciences, and for applying these findings to a wide range of non-clinical disciplines such as law, politics, and religion Connects brain structure and function to human character and integrates modern neuroimaging techniques and other research methods for this purpose

Measurement, Theory, and Applications

The Oxford Handbook of Social Cognition

From the Lab to the Real World: A Festschrift in Honor of Arie W. Kruglanski

***A psychological approach to the study of political ideology -- The end of the end of ideology -- Elective affinities : the intersection of "top-down" and "bottom-up" processes -- Political conservatism as motivated social cognition -- The secret lives of liberals and conservatives : dispositional and situational factors -- Authoritarian aggression, group-based dominance, and the liberal conundrum -- Ideological asymmetries and the essence of political psychology -- The promise and pitfalls of political neuroscience -- Epilogue: The values of a political psychologist.***

***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***

***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.***