

Communication and Social
Influence (Addison-Wesley
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King, Stephen

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Communication And Social Influence

Charles R. Berger, Michael Burgoon



Communication And Social Influence:

Communication and Social Influence Processes Charles R. Berger, Michael Burgoon, 1998-03 Communications and Social Influence Processes examines the relationships between verbal and nonverbal communicative activity and social influence processes in a new light The authors of the eight essays contained in this work have abandoned the narrow constraints of the standard experimental paradigm and move toward redefining the relationships between communication and social influence processes This volume does not look at the social influence venue as one in which a single source disseminates a message to an audience as an individual presenting a public speech Instead social influence is viewed from a broad array of perspectives including individual level processes like cognition language and personality interaction based processes like deception compliance gaining and social exchange and macro social network interactions

Persuasion Robert H. Gass, John S. Seiter, 2022-04-06 The seventh edition of this field leading textbook provides an accessible and rigorous presentation of major theories of persuasion and their applications to a variety of real world contexts In addition to presenting established theories and models this text encourages students to develop and apply general conclusions about persuasion in real world settings Along the way students are introduced to the practice of social influence in an array of contexts e g advertising marketing politics interpersonal relationships social media groups and across a variety of topics e g credibility personality deception motivational appeals visual persuasion The new edition features expanded treatment of digital and social media up to date research on theory and practice an increased number of international cases and new and expanded discussions of topics such as online influencers disinformation and fake news deepfakes message framing normative influence stigmatized language and inoculation theory This is the ideal textbook for courses on persuasion in communication psychology advertising and marketing programs Instructors can also use the book s downloadable test bank instructor s manual and PowerPoint slides in preparing course material

Perspectives on Persuasion, Social Influence, and Compliance Gaining John S. Seiter, Robert H. Gass, 2004 This collection of chapters written by some of the most important persuasion scholars of our time represents the scope depth and richness of the field of persuasion With contributions from authors in a wide variety of disciplines Perspectives On Persuasion Social Influence and Compliance Gaining provides students with a panoramic view of the field broadening their perspective and understanding of the influence and impact of persuasion in our lives Contributing authors include Richard Petty John Cacioppo James Dillard Daniel O Keefe Michael Cody Robert Cialdini Michael Burgoon Linda Carli David Buller Judee Burgoon and others Features Students gain insights directly from those who produced the theories and research as these top notch scholars reflect on the development of the theory or research where it is going and where it has been The contributors come from multiple disciplines including communication psychology and business offering students multiple perspectives on the content Introductions to each section provide students with the rationale for student an appreciation of ethics an orientation to each chapter and an understanding of each chapter s contribution to the

field Early chapters on conceptualizations of persuasion the history of the field and theoretical developments give students the background necessary for understanding what persuasion is and how it functions Chapters on both theories of persuasion and the practice of persuasion in multiple contexts help students see the connection between theory and practice Concrete examples of theories and concepts bring the text to life and help students more easily understand the material Chapter on deception enables students to see how one of the most recently researched areas fits into the field of persuasion

Gabriel Tarde On Communication and Social Influence Gabriel Tarde, 2010 Gabriel Tarde ranks as one of the most outstanding sociologists of nineteenth century France though not as well known by English readers as his peers Comte and Durkheim This book makes available Tarde's most important work and demonstrates his continuing relevance to a new generation of students and thinkers Tarde's landmark research and empirical analysis drew upon collective behavior mass communications and civic opinion as elements to be explained within the context of broader social patterns Unlike the mass society theorists that followed in his wake Tarde integrated his discussions of societal change at the macrosocietal and individual levels anticipating later twentieth century thinkers who fused the studies of mass communications and public opinion research Terry N Clark's introduction considered the premier guide to Tarde's opus accompanies this important work reprinted here for the first time in forty years

Leadership, Communication, and Social Influence Brent D. Ruben, Ralph A. Gigliotti, 2019-09-10 Designed for leadership and communication students scholars and practitioners this book offers a timely exploration into the evolution of leadership communication and social influence and sheds light on how we can all become more responsible leaders followers and citizens

Persuasion and Social Influence Sarah Trenholm, 1989 Social Influence, Power, and Multimodal Communication Isabella Poggi, Francesca D'Errico, 2022-11-30 Social Influence Power and Multimodal Communication reveals how democratic leaders and dictators exploit multimodal communication to convince or seduce their audiences using words voice gesture face gaze and posture to boast about their merits or insult and ridicule rivals Poggi and D'Errico explore questions such as what is charisma and how do we perceive it in a leader And how do politicians display their dominance over opponents or discredit them in TV debates and social media Starting from a sociocognitive model of social interaction observational studies reveal the rhetoric of words hands and faces explaining how to see beyond their literal meanings while experimental studies test their uses and persuasive effects The authors affirm that multimodality helps others to influence us through displays of dominance and by undermining our power through comments insults irony ridicule and parody The devices of social influence and its multimodal management are illuminated giving readers insight into how people influence others lives by using body language and verbal communication either explicitly or in subtle but inexorable ways This fascinating text is a superb resource for students of psychology communication pragmatics and political sciences as well as for school teachers politicians spin doctors active citizenship workers and anyone seeking to understand how communicative power is managed both in politics and everyday social contexts

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order is unstable because good faith two way discourse has been undermined [100 Effective Techniques of Social Influence](#) Dariusz Dolinski, Tomasz Grzyb, 2022-07-12 [100 Effective Techniques of Social Influence](#) provides a revolutionary look into the effectiveness of many techniques of social influence providing an overview of the ways in which people use techniques to persuade others to meet various requests suggestions and commands For each technique the authors explore the idea behind it what empirical research says about it and what the psychological mechanism behind its effectiveness is aka why it works The techniques included span across multiple areas in people s everyday lives ranging from business negotiations managements marketing and close relationships to people s behavior in public as well as in their private sphere Covering research from the 1970s to the present day the book describes techniques of social influence with the purpose of provoking certain behaviors such as convincing an individual to donate to a charity or purchase a certain product By exclusively focusing on techniques influencing human behaviors rather than beliefs biases or emotions the authors show how humans can be reliably convinced to behave in a certain way in a huge range of situations and contexts Rather than being based on anecdotal evidence or legends of famous people the authors have only included techniques that have been proven to be effective through scientific research With each technique described in an engaging manner this is ideal reading for students and academics in fields such as social psychology leadership marketing sociology management and communication It will also appeal to professionals who need to influence others and any readers who desire a better and more contemporary understanding of how people interact and influence others on a daily basis

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