

Social Psychology (PSY2003M)

View Online



-
1.
Hogg MA, Vaughan GM. Social Psychology. 6th ed. Prentice Hall; 2011.
<http://proxy.library.lincoln.ac.uk/login?qurl=http%3A%2F%2Flib.mylibrary.com%3Fid%3D305594>

 2.
Hogg MA, Vaughan GM. Social Psychology. 7th edition. Pearson; 2014.
<https://www.vlebooks.com/vleweb/product/openreader?id=UniLincoln&isbn=9780273764601>

 3.
Hogg and Vaughan (2018). Social Psychology (Ebook). Eighth edition. Pearson
<https://ebookcentral-proquest-com.proxy.library.lincoln.ac.uk/lib/ulinc/detail.action?docID=5174497>

 4.
Aronson, Elliot, Wilson, Timothy D., Akert, Robin M. Social Psychology. 7th ed. Prentice Hall; 2010.

 5.
Aronson et al (2017). Social Psychology (Ebook). Ninth edition, Global edition. Pearson
<https://www.vlebooks.com/vleweb/product/openreader?id=UniLincoln&isbn=9781292186573>

6.

Augoustinos, Martha, Walker, Iain, Donaghue, Ngaire. *Social Cognition: An Integrated Introduction*. 3rd ed. SAGE; 2014.

7.

Baron, Robert A., Byrne, Donn Erwin, Branscombe, Nyla R. *Social Psychology*. 12th int. ed. Pearson/Allyn & Bacon; 2009.

8.

Crisp, Richard J., Turner, Rhiannon N. *Essential Social Psychology*. 2nd ed. SAGE; 2010.

9.

Stroebe W, Jonas K, Hewstone M, eds. *An Introduction to Social Psychology*. Vol BPS textbooks in psychology. Sixth edition. John Wiley & Sons; 2015.

10.

Fiske, Susan T., Taylor, Shelley E. *Social Cognition*. Vol McGraw-Hill series in social psychology. 2nd ed. McGraw Hill; 1991.

11.

Forsyth DR. *Group Dynamics*. Sixth international edition (cover). Wadsworth Cengage Learning; 2013.

12.

Langdrige, Darren, Taylor, Stephanie. *Critical Readings in Social Psychology*. Open University Press; 2006.

13.

Wetherell, Margaret, Open University. *Identities, Groups and Social Issues*. SAGE; 1996.

14.

Moscovici (1984: reprinted in 2000). The phenomenon of social representations. In: Social Representations. Polity Press.

15.

Gawronski (2012). Back to the Future of Dissonance Theory: Cognitive Consistency as a Core Motive. *Social Cognition*. 30(6):652-668. doi:10.1521/soco.2012.30.6.652

16.

Festinger and Carlsmith (1959). Cognitive consequences of forced compliance. *The Journal of Abnormal Psychology*. 58(2):203-210.

17.

Cooper JF. A new look at dissonance theory.

http://www.google.co.uk/url?sa=t&rct=j&q=&esrc=s&frm=1&source=web&cd=1&cad=rja&uact=8&ved=0CCEQFjAA&url=http%3A%2F%2Fwww.researchgate.net%2Fpublication%2F200773026_A_new_look_at_dissonance_theory%2Flinks%2F0c96052dd64f60e658000000&ei=Mlo2VNTGLqGV7AbbmoCoCQ&usg=AFQjCNFIJbnJj_kmfdeqmSK8nScYR4KALQ

18.

Egan et al (2007). The Origins of Cognitive Dissonance: Evidence From Children and Monkeys. *Psychological Science* (Wiley-Blackwell). 18(11):978-983.

<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=bth&AN=27142201&site=eds-live&scope=site>

19.

Elliot, Andrew J.1Devine, Patricia G.2. On the Motivational Nature of Cognitive Dissonance: Dissonance as Psychological Discomfort. *Journal of Personality & Social Psychology*. 67(3):382-394.

<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=bth&AN=9411035042&site=eds-live&scope=site>

20.

Aronson (1992). The Return of the Repressed: Dissonance Theory Makes a Comeback. *Psychological Inquiry*. 3(4).

<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=bth&AN=7402384&site=eds-live&scope=site>

21.

Girandola, Fabien. Double Forced Compliance and Cognitive Dissonance Theory. *Journal of Social Psychology*. 137(5):594-605.

<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=bth&AN=9711110259&site=eds-live&scope=site>

22.

Aaker and Maheswaran (1997). The Effect of Cultural Orientation on Persuasion. *Journal of Consumer Research*. 24(3):315-328.

<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=bth&AN=9712015347&site=eds-live&scope=site>

23.

Aaker, Jennifer L. Accessibility or Diagnosticity? Disentangling the Influence of Culture on Persuasion Processes and Attitudes. *Journal of Consumer Research*. 26(4):340-357.

<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=bth&AN=3087030&site=eds-live&scope=site>

24.

Cacioppo and Petty (1984). The elaboration likelihood model of persuasion. *Advances in Consumer Research*. 11(1):673-675.

<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=bth&AN=6434227&site=eds-live&scope=site>

25.

Chen and Lee (2008). The role of personality traits and perceived values in persuasion: an elaboration likelihood model perspective on online shopping. *Social Behavior & Personality: an international journal*. 36(10).

<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=s3h&AN=35826349&site=eds-live&scope=site>

26.

Cialdini, Robert B.1. Harnessing the science of persuasion. ASCA Newsletter. 2014(6).
<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=s3h&AN=96844914&site=eds-live&scope=site>

27.

Meungguk Park1parkm@siu.eduTurner, Brian A.2Pastore, Donna L.2. Effective Public Service Advertisements to Attract Volunteers for the Special Olympics: An Elaboration Likelihood Perspective. Sport Management Review (Sport Management Association of Australia & New Zealand). 11(2).
<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=s3h&AN=60308974&site=eds-live&scope=site>

28.

Beaman A, Cole C, Preston M, Klentz B. Fifteen years of foot-in-the-door research: A meta-analysis. Personality and Social Psychology Bulletin. 1983;9:181-196.

29.

Chaiken S, Baldwin MW. Affective-cognitive consistency and the effect of salient behavioral information on the self-perception of attitudes. Journal of Personality and Social Psychology . 1981;41(1):1-12. doi:10.1037/0022-3514.41.1.1

30.

Valins S. Emotionality and information concerning internal reactions. Journal of Personality and Social Psychology. 1967;6(4, Pt.1):458-463. doi:10.1037/h0024842

31.

Seligman C, Bush M, Kirsch K. Relationship between compliance in the foot-in-the-door paradigm and size of first request. Journal of Personality and Social Psychology. 1976;33(5):517-520. doi:10.1037/0022-3514.33.5.517

32.

Fiske ST. Stereotyping, prejudice, and discrimination. In: The Handbook of Social

Psychology. 4th ed. McGraw-Hill; 1998:357-411.

33.

Greenwald AG, McGhee DE, Schwartz JLK. Measuring individual differences in implicit cognition: The implicit association test. *Journal of Personality and Social Psychology*. 1998;74(6):1464-1480. doi:10.1037/0022-3514.74.6.1464

34.

Manning (2009). The effects of subjective norms on behaviour in the theory of planned behaviour: A meta-analysis. *British Journal of Social Psychology*. 48(4):649-705. doi:10.1348/014466608X393136

35.

Leary MR, Tambor ES, Terdal SK, Downs DL. Self-esteem as an interpersonal monitor: The sociometer hypothesis. *Journal of Personality and Social Psychology*. 1995;68(3):518-530. doi:10.1037/0022-3514.68.3.518

36.

Forsyth DR. *Group Dynamics*. Sixth international edition (cover). Wadsworth Cengage Learning; 2013.

37.

Pyszczynski, Tom, Department of Psychology, University of Colorado at Colorado Springs, Colorado Springs, CO, US, tpyszczy@uccs.edu Greenberg, Jeff, Department of Psychology, University of Arizona, Tucson, AZ, US Solomon, Sheldon, Department of Psychology, Skidmore College, Saratoga Springs, NY, US Arndt, Jamie, Department of Psychological Sciences, University of Missouri--Columbia, Columbia, MO, US Schimmel, Jeff, Department of Psychology, University of Alberta, Edmonton, AB, Canada. Why Do People Need Self-Esteem? A Theoretical and Empirical Review. *Psychological Bulletin*. <http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=pdh&AN=2004-13724-007&site=eds-live&scope=site>

38.

Harmon-Jones E, Simon L, Greenberg J, Pyszczynski T, Solomon S, McGregor H. Terror

management theory and self-esteem: Evidence that increased self-esteem reduced mortality salience effects. *Journal of Personality and Social Psychology*. 1997;72(1):24-36.

39.

Burke BL, Martens A, Faucher EH. Two Decades of Terror Management Theory: A Meta-Analysis of Mortality Salience Research. *Personality and Social Psychology Review*. 2010;14(2):155-195. doi:10.1177/1088868309352321

40.

Lickel, Brian, U California, Dept of Psychology, Santa Barbara, CA, USHamilton, David L.Wieczorkowska, GrazynaLewis, AmySherman, Steven J.Uhles, A. Neville. Varieties of groups and the perception of group entitativity. *Journal of Personality and Social Psychology*.
<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=pdh&AN=2000-13328-003&site=eds-live&scope=site>

41.

Ecology and Society: The People Paradox: Self-Esteem Striving, Immortality Ideologies, and Human Response to Climate Change. <http://www.ecologyandsociety.org/vol14/iss1/art34/>

42.

Hogg MA, Hohman ZP, Rivera JE. Why Do People Join Groups? Three Motivational Accounts from Social Psychology. *Social and Personality Psychology Compass*. 2008;2(3):1269-1280. doi:10.1111/j.1751-9004.2008.00099.x

43.

Adorno TW, Aron B, Levinson MH, Morrow W. *The Authoritarian Personality*. Vol Studies in prejudice. Abridged ed. W. W. Norton; 1993.

44.

Brown R, Brown R. *Prejudice: It's Social Psychology*. Blackwell; 1995.

45.

Devine PG. Stereotypes and prejudice: Their automatic and controlled components. *Journal of Personality and Social Psychology*. 1989;56(1):5-18. doi:10.1037/0022-3514.56.1.5

46.

Kinder DR, Sears DO. Prejudice and politics: Symbolic racism versus racial threats to the good life. *Journal of Personality and Social Psychology*. 1981;40(3):414-431. doi:10.1037/0022-3514.40.3.414

47.

Durrheim K, Dixon J. Attitudes in the Fiber of Everyday Life: The Discourse of Racial Evaluation and the Lived Experience of Desegregation. *American Psychologist*. 2004;59(7):626-636. doi:10.1037/0003-066X.59.7.626

48.

Duckitt JH. Psychology and prejudice: A historical analysis and integrative framework. *American Psychologist*. 1992;47(10):1182-1193. doi:10.1037/0003-066X.47.10.1182

49.

Glick P, Fiske ST. An ambivalent alliance: Hostile and benevolent sexism as complementary justifications for gender inequality. *American Psychologist*. 2001;56(2):109-118. doi:10.1037/0003-066X.56.2.109

50.

Sears DO, Henry PJ. The origins of symbolic racism. *Journal of Personality and Social Psychology*. 2003;85(2):259-275. doi:10.1037/0022-3514.85.2.259

51.

Louw-Potgieter, J. The Authoritarian Personality: An Inadequate Explanation for Intergroup Conflict in South Africa. *Journal of Social Psychology*. 1988;128(1).
<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=t>

ue&db=a9h&AN=5388385&site=ehost-live

52.

Pettigrew TF, Meertens RW. Subtle and blatant prejudice in western Europe. *European Journal of Social Psychology*. 1995;25(1):57-75.

53.

Hodson G, Hooper H, Dovidio JF, Gaertner SL. Aversive racism in Britain: the use of inadmissible evidence in legal decisions. *European Journal of Social Psychology*. 2005;35(4):437-448. doi:10.1002/ejsp.261

54.

Sassenberg K, Moskowitz GB. Don't stereotype, think different! Overcoming automatic stereotype activation by mindset priming. *Journal of Experimental Social Psychology*. 2005;41(5):506-514. doi:10.1016/j.jesp.2004.10.002

55.

Jackson JW. Realistic group conflict theory: A review and evaluation of the theoretical and empirical literature. *Psychological Record*. 1993;43(3):395-404.

56.

Bobo L. Whites' opposition to busing: Symbolic racism or realistic group conflict? *Journal of Personality and Social Psychology*. 1983;45(6):1196-1210. doi:10.1037/0022-3514.45.6.1196

57.

Tajfel H, Billig MG, Bundy RP, Flament C. Social categorization and intergroup behaviour. *European Journal of Social Psychology*. 1971;1(2):149-178.

58.

Crisp RJ, Turner RN. *Essential Social Psychology*. 2nd ed. SAGE; 2010.

59.

Swim JK, Aikin KJ, Hall WS, Hunter BA. Sexism and racism: Old-fashioned and modern prejudices. *Journal of Personality and Social Psychology*. 1995;68(2):199-214. doi:10.1037/0022-3514.68.2.199

60.

Reicher SD, Haslam SA, Rath R. Making a virtue of evil: A five-step social identity model of the development of collective hate. *Social and Personality Psychology Compass*. 2008;2(3):1313-1344.

61.

Hornsey, Matthew J.. University of Queensland, St. Lucia, QLD, Australia, m.hornsey@uq.edu.au. Social identity theory and self-categorization theory: A historical review. *Social and Personality Psychology Compass*,. 2008;2(1):204-222. <http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=psyh&AN=2009-00612-013&site=eds-live&scope=site>

62.

Postmes T, Spears R. Deindividuation and antinormative behavior: A meta-analysis. *Psychological Bulletin*. 1998;123(3):238-259. doi:10.1037/0033-2909.123.3.238

63.

Cronin P, Reicher S. Accountability processes and group dynamics: a SIDE perspective on the policing of an anti-capitalist riot. *European Journal of Social Psychology*. 2009;39(2):237-254. doi:10.1002/ejsp.544

64.

Reicher, S. D. The St. Pauls' riot: An explanation of the limits of crowd action in terms of a social identity model. *European Journal of Social Psychology*, Vol 14(1), Jan-Mar, 1984. Published online 1984.

doi:<http://dx.doi.org.proxy.library.lincoln.ac.uk/10.1002/ejsp.2420140102>

65.

Potter J, Reicher S. Discourses of community and conflict: The organization of social categories in accounts of a 'riot.' *British Journal of Social Psychology*. 1987;26(1):25-40.

66.

Aiello, G. Citizen, interrupted: The 2011 English riots from a psychosocial perspective. *Epidemiology and Psychiatric Sciences*, Vol 22(1), Mar, 2013. Published online 2013.
<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=psyh&AN=2013-07152-012&site=ehost-live>

67.

Drury J, Reicher S. Collective action and psychological change: The emergence of new social identities. *British Journal of Social Psychology*. 2000;39(4):579-604.
doi:10.1348/014466600164642

68.

Festinger, L. Some consequences of de-individuation in a group. *The Journal of Abnormal and Social Psychology*, Vol 47(2, Suppl), Apr, 1952. Published online 1952.
doi:<http://dx.doi.org.proxy.library.lincoln.ac.uk/10.1037/h0057906>

69.

Reicher SD. 'The Battle of Westminster': Developing the social identity model of crowd behaviour in order to explain the initiation and development of collective conflict. *European Journal of Social Psychology*. 1996;26(1):115-134.
doi:10.1002/(SICI)1099-0992(199601)26:1<115::AID-EJSP740>3.0.CO;2-Z

70.

Reicher, S. Deindividuation, power relations between groups and the expression of social identity: The effects of visibility to the out-group. *British Journal of Social Psychology*, Vol 33(2), Jun, 1994. Published online 1994.
doi:<http://dx.doi.org.proxy.library.lincoln.ac.uk/10.1111/j.2044-8309.1994.tb01015.x>

71.

Stott, Clifford. Crowds, context and identity: Dynamic categorization processes in the 'poll tax riot.' *Human Relations*, Vol 53(2), Feb, 2000. Published online 2000.
<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=psyh&AN=2001-14652-004&site=ehost-live>

72.

Stott, Clifford. Crowd action as intergroup process: Introducing the police perspective. *European Journal of Social Psychology*, Vol 28(4), Jul-Aug, 1998. Published online 1998.
doi:[http://dx.doi.org.proxy.library.lincoln.ac.uk/10.1002/\(SICI\)1099-0992\(199807/08\)28:4<509::AID-EJSP877>3.0.CO;2-C](http://dx.doi.org.proxy.library.lincoln.ac.uk/10.1002/(SICI)1099-0992(199807/08)28:4<509::AID-EJSP877>3.0.CO;2-C)

73.

Waddington D, King M. The Disorderly Crowd: From Classical Psychological Reductionism to Socio-Contextual Theory--The Impact on Public Order Policing Strategies. *Howard Journal of Criminal Justice*. 2005;44(5):490-503. doi:10.1111/j.1468-2311.2005.00393.x

74.

Prentice-Dunn S, Rogers RW. Effects of public and private self-awareness on deindividuation and aggression. *Journal of Personality and Social Psychology*. 1982;43(3):503-513. doi:10.1037/0022-3514.43.3.503

75.

van Zomeren M, Postmes T, Spears R. Toward an integrative social identity model of collective action: A quantitative research synthesis of three socio-psychological perspectives. *Psychological Bulletin*. 2008;134(4):504-535.
doi:10.1037/0033-2909.134.4.504

76.

Gergen KJ. The social constructionist movement in modern psychology. *American Psychologist*. 1985;40(3):266-275. doi:10.1037/0003-066X.40.3.266

77.

Kessen W. The American child and other cultural inventions. *American Psychologist*. 1979;34(10):815-820. doi:10.1037/0003-066X.34.10.815

78.

Gergen KJ. Social psychology as history. *Journal of Personality and Social Psychology*. 1973;26(2):309-320. doi:10.1037/h0034436

79.

Shotter (1997). The social construction of our 'inner lives'.
<http://www.massey.ac.nz/~alock/virtual/inner.htm>

80.

Burr (1995), Mylibrary. An Introduction to Social Constructionism. Routledge
<http://proxy.library.lincoln.ac.uk/login?qurl=http%3A%2F%2Flib.mylibrary.com%3Fid%3D47851>

81.

Slife BD. The Special Issue on Ken Gergen's Book. *Journal of Constructivist Psychology*. 2011;24(4):277-279. doi:10.1080/10720537.2011.593448