

Social Psychology (PSY2003M)

View Online



[1]

M. A. Hogg and G. M. Vaughan, *Social psychology*, 6th ed. Harlow: Prentice Hall, 2011 [Online]. Available: <http://proxy.library.lincoln.ac.uk/login?qurl=http%3A%2F%2Flib.myilibrary.com%3Fid%3D305594>

[2]

M. A. Hogg and G. M. Vaughan, *Social psychology*, 7th edition. Harlow, England: Pearson, 2014 [Online]. Available: <https://www.vlebooks.com/vleweb/product/openreader?id=UniLincoln&isbn=9780273764601>

[3]

Hogg and Vaughan (2018), *Social psychology* (ebook), Eighth edition. New York: Pearson [Online]. Available: <https://ebookcentral-proquest-com.proxy.library.lincoln.ac.uk/lib/ulinc/detail.action?docID=5174497>

[4]

Aronson, Elliot, Wilson, Timothy D., and Akert, Robin M., *Social psychology*, 7th ed. London: Prentice Hall, 2010.

[5]

Aronson et al (2017), *Social psychology* (ebook), Ninth edition, Global edition. Columbus: Pearson [Online]. Available: <https://www.vlebooks.com/vleweb/product/openreader?id=UniLincoln&isbn=9781292>

186573

[6]

Augoustinos, Martha, Walker, Iain, and Donaghue, Ngaire, *Social cognition: an integrated introduction*, 3rd ed. London: SAGE, 2014.

[7]

Baron, Robert A., Byrne, Donn Erwin, and Branscombe, Nyla R., *Social psychology*, 12th int. ed. Boston: Pearson/Allyn & Bacon, 2009.

[8]

Crisp, Richard J. and Turner, Rhiannon N., *Essential social psychology*, 2nd ed. London: SAGE, 2010.

[9]

W. Stroebe, K. Jonas, and M. Hewstone, Eds., *An introduction to social psychology*, Sixth edition., vol. BPS textbooks in psychology. Hoboken, NJ: John Wiley & Sons, 2015.

[10]

Fiske, Susan T. and Taylor, Shelley E., *Social cognition*, 2nd ed., vol. McGraw-Hill series in social psychology. McGraw Hill, 1991.

[11]

D. R. Forsyth, *Group dynamics*, Sixth international edition (cover). Belmont, Calif: Wadsworth Cengage Learning, 2013.

[12]

Langdrige, Darren and Taylor, Stephanie, *Critical readings in social psychology*. Maidenhead: Open University Press, 2006.

[13]

Wetherell, Margaret and Open University, *Identities, groups and social issues*. London: 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*, vol. 30, no. 6, pp. 652–668, doi: 10.1521/soco.2012.30.6.652.

[16]

Fesinger and Carlsmith (1959), 'Cognitive consequences of forced compliance.', *The Journal of Abnormal Psychology*, vol. 58, no. 2, pp. 203–210.

[17]

J. F. Cooper, 'A new look at dissonance theory' [Online]. Available: 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), vol. 18, no. 11, pp. 978–983 [Online]. Available: <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*, vol. 67, no. 3, pp. 382-394 [Online]. Available:
<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*, vol. 3, no. 4 [Online]. Available:
<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, Fabien1, 'Double Forced Compliance and Cognitive Dissonance Theory.', *Journal of Social Psychology*, vol. 137, no. 5, pp. 594-605 [Online]. Available:
<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*, vol. 24, no. 3, pp. 315-328 [Online]. Available:
<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.1, 'Accessibility or Diagnosticity? Disentangling the Influence of Culture on Persuasion Processes and Attitudes.', *Journal of Consumer Research*, vol. 26, no. 4, pp. 340-357 [Online]. Available:
<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*, vol. 11, no. 1, pp. 673-675 [Online]. Available:
<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*, vol. 36, no. 10 [Online]. Available: <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*, vol. 2014, no. 6 [Online]. Available: <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)*, vol. 11, no. 2 [Online]. Available: <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]

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

[29]

S. Chaiken and M. W. Baldwin, 'Affective-cognitive consistency and the effect of salient behavioral information on the self-perception of attitudes.', *Journal of Personality and Social Psychology*, vol. 41, no. 1, pp. 1–12, 1981, doi: 10.1037/0022-3514.41.1.1.

[30]

S. Valins, 'Emotionality and information concerning internal reactions', *Journal of Personality and Social Psychology*, vol. 6, no. 4, Pt.1, pp. 458–463, 1967, doi: 10.1037/h0024842.

[31]

C. Seligman, M. Bush, and K. Kirsch, 'Relationship between compliance in the foot-in-the-door paradigm and size of first request.', *Journal of Personality and Social Psychology*, vol. 33, no. 5, pp. 517–520, 1976, doi: 10.1037/0022-3514.33.5.517.

[32]

S. T. Fiske, 'Stereotyping, prejudice, and discrimination', in *The handbook of social psychology*, 4th ed., Boston, Mass: McGraw-Hill, 1998, pp. 357–411.

[33]

A. G. Greenwald, D. E. McGhee, and J. L. K. Schwartz, 'Measuring individual differences in implicit cognition: The implicit association test.', *Journal of Personality and Social Psychology*, vol. 74, no. 6, pp. 1464–1480, 1998, 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*, vol. 48, no. 4, pp. 649–705, doi: 10.1348/014466608X393136.

[35]

M. R. Leary, E. S. Tambor, S. K. Terdal, and D. L. Downs, 'Self-esteem as an interpersonal monitor: The sociometer hypothesis.', *Journal of Personality and Social Psychology*, vol. 68, no. 3, pp. 518–530, 1995, doi: 10.1037/0022-3514.68.3.518.

[36]

D. R. Forsyth, *Group dynamics*, Sixth international edition (cover). Belmont, Calif: Wadsworth Cengage Learning, 2013.

[37]

Pyszczynski, Tom, Department of Psychology, University of Colorado at Colorado Springs, Colorado Springs, CO, US, tpyszcz@uccs.edu Greenberg, Jeff, Department of Psychology, University of Arizona, Tucson, AZ, USSolomon, Sheldon, Department of Psychology, Skidmore College, Saratoga Springs, NY, USArndt, 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* [Online]. Available:
<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]

E. Harmon-Jones, L. Simon, J. Greenberg, T. Pyszczynski, S. Solomon, and H. McGregor, 'Terror management theory and self-esteem: Evidence that increased self-esteem reduced mortality salience effects.', *Journal of Personality and Social Psychology*, vol. 72, no. 1, pp. 24-36, 1997.

[39]

B. L. Burke, A. Martens, and E. H. Faucher, 'Two Decades of Terror Management Theory: A Meta-Analysis of Mortality Salience Research', *Personality and Social Psychology Review*, vol. 14, no. 2, pp. 155-195, May 2010, doi: 10.1177/1088868309352321.

[40]

Lickel, Brian, U California, Dept of Psychology, Santa Barbara, CA, US
Hamilton, David L. Wierzchowska, Grazyna Lewis, Amy Sherman, Steven J. Uhles, A. Neville, 'Varieties of groups and the perception of group entitativity.', *Journal of Personality and Social Psychology* [Online]. Available:
<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'. [Online]. Available:
<http://www.ecologyandsociety.org/vol14/iss1/art34/>

[42]

M. A. Hogg, Z. P. Hohman, and J. E. Rivera, 'Why Do People Join Groups? Three Motivational Accounts from Social Psychology', *Social and Personality Psychology Compass*, vol. 2, no. 3, pp. 1269-1280, 2008, doi: 10.1111/j.1751-9004.2008.00099.x.

[43]

T. W. Adorno, B. Aron, M. H. Levinson, and W. Morrow, *The authoritarian personality*, Abridged ed., vol. *Studies in prejudice*. New York: W. W. Norton, 1993.

[44]

R. Brown and R. Brown, *Prejudice: It's social psychology*. Oxford: Blackwell, 1995.

[45]

P. G. Devine, 'Stereotypes and prejudice: Their automatic and controlled components.', *Journal of Personality and Social Psychology*, vol. 56, no. 1, pp. 5–18, 1989, doi: 10.1037/0022-3514.56.1.5.

[46]

D. R. Kinder and D. O. Sears, 'Prejudice and politics: Symbolic racism versus racial threats to the good life.', *Journal of Personality and Social Psychology*, vol. 40, no. 3, pp. 414–431, 1981, doi: 10.1037/0022-3514.40.3.414.

[47]

K. Durrheim and J. Dixon, 'Attitudes in the Fiber of Everyday Life: The Discourse of Racial Evaluation and the Lived Experience of Desegregation.', *American Psychologist*, vol. 59, no. 7, pp. 626–636, 2004, doi: 10.1037/0003-066X.59.7.626.

[48]

J. H. Duckitt, 'Psychology and prejudice: A historical analysis and integrative framework.', *American Psychologist*, vol. 47, no. 10, pp. 1182–1193, 1992, doi: 10.1037/0003-066X.47.10.1182.

[49]

P. Glick and S. T. Fiske, 'An ambivalent alliance: Hostile and benevolent sexism as complementary justifications for gender inequality.', *American Psychologist*, vol. 56, no. 2, pp. 109–118, 2001, doi: 10.1037/0003-066X.56.2.109.

[50]

D. O. Sears and P. J. Henry, 'The origins of symbolic racism.', *Journal of Personality and Social Psychology*, vol. 85, no. 2, pp. 259–275, 2003, 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*, vol. 128, no. 1, 1988 [Online].

Available:

<http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=a9h&AN=5388385&site=ehost-live>

[52]

T. F. Pettigrew and R. W. Meertens, 'Subtle and blatant prejudice in western Europe.', *European Journal of Social Psychology*, vol. 25, no. 1, pp. 57–75, 1995.

[53]

G. Hodson, H. Hooper, J. F. Dovidio, and S. L. Gaertner, 'Aversive racism in Britain: the use of inadmissible evidence in legal decisions', *European Journal of Social Psychology*, vol. 35, no. 4, pp. 437–448, Jul. 2005, doi: 10.1002/ejsp.261.

[54]

K. Sassenberg and G. B. Moskowitz, 'Don't stereotype, think different! Overcoming automatic stereotype activation by mindset priming', *Journal of Experimental Social Psychology*, vol. 41, no. 5, pp. 506–514, Sep. 2005, doi: 10.1016/j.jesp.2004.10.002.

[55]

J. W. Jackson, 'Realistic group conflict theory: A review and evaluation of the theoretical and empirical literature', *Psychological Record*, vol. 43, no. 3, pp. 395–404, 1993.

[56]

L. Bobo, 'Whites' opposition to busing: Symbolic racism or realistic group conflict?', *Journal of Personality and Social Psychology*, vol. 45, no. 6, pp. 1196–1210, 1983, doi:

10.1037/0022-3514.45.6.1196.

[57]

H. Tajfel, M. G. Billig, R. P. Bundy, and C. Flament, 'Social categorization and intergroup behaviour.', *European Journal of Social Psychology*, vol. 1, no. 2, pp. 149–178, 1971.

[58]

R. J. Crisp and R. N. Turner, *Essential social psychology*, 2nd ed. London: SAGE, 2010.

[59]

J. K. Swim, K. J. Aikin, W. S. Hall, and B. A. Hunter, 'Sexism and racism: Old-fashioned and modern prejudices.', *Journal of Personality and Social Psychology*, vol. 68, no. 2, pp. 199–214, 1995, doi: 10.1037/0022-3514.68.2.199.

[60]

S. D. Reicher, S. A. Haslam, and R. Rath, 'Making a virtue of evil: A five-step social identity model of the development of collective hate', *Social and Personality Psychology Compass*, vol. 2, no. 3, pp. 1313–1344, 2008.

[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*, vol. 2, no. 1, pp. 204–222, 2008 [Online]. Available: <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]

T. Postmes and R. Spears, 'Deindividuation and antinormative behavior: A meta-analysis.', *Psychological Bulletin*, vol. 123, no. 3, pp. 238–259, 1998, doi: 10.1037/0033-2909.123.3.238.

[63]

P. Cronin and S. Reicher, 'Accountability processes and group dynamics: a SIDE perspective on the policing of an anti-capitalist riot', *European Journal of Social Psychology*, vol. 39, no. 2, pp. 237-254, 2009, 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, 1984, doi: <http://dx.doi.org.proxy.library.lincoln.ac.uk/10.1002/ejsp.2420140102>. [Online]. Available: <http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=psyh&AN=1985-06421-001&site=ehost-live>

[65]

J. Potter and S. Reicher, 'Discourses of community and conflict: The organization of social categories in accounts of a "riot."', *British Journal of Social Psychology*, vol. 26, no. 1, pp. 25-40, 1987.

[66]

Aiello, G., 'Citizen, interrupted: The 2011 English riots from a psychosocial perspective.', *Epidemiology and Psychiatric Sciences*, Vol 22(1), Mar, 2013, 2013 [Online]. Available: <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]

J. Drury and S. Reicher, 'Collective action and psychological change: The emergence of new social identities', *British Journal of Social Psychology*, vol. 39, no. 4, pp. 579-604, Dec. 2000, 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, 1952, doi: <http://dx.doi.org.proxy.library.lincoln.ac.uk/10.1037/h0057906>. [Online]. Available: <http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=psyh&AN=1953-02609-001&site=ehost-live>

[69]

S. D. Reicher, "'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*, vol. 26, no. 1, pp. 115-134, 1996, 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, 1994, doi: <http://dx.doi.org.proxy.library.lincoln.ac.uk/10.1111/j.2044-8309.1994.tb01015.x>. [Online]. Available: <http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=psyh&AN=1995-01602-001&site=ehost-live>

[71]

Stott, Clifford, 'Crowds, context and identity: Dynamic categorization processes in the "poll tax riot."', *Human Relations*, Vol 53(2), Feb, 2000, 2000 [Online]. Available: <http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=psych&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, 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). [Online]. Available: <http://proxy.library.lincoln.ac.uk/login?url=http://search.ebscohost.com/login.aspx?direct=true&db=psych&AN=1998-10628-002&site=ehost-live>

[73]

D. Waddington and M. King, 'The Disorderly Crowd: From Classical Psychological Reductionism to Socio-Contextual Theory--The Impact on Public Order Policing Strategies.', *Howard Journal of Criminal Justice*, vol. 44, no. 5, pp. 490-503, 2005, doi: 10.1111/j.1468-2311.2005.00393.x.

[74]

S. Prentice-Dunn and R. W. Rogers, 'Effects of public and private self-awareness on deindividuation and aggression.', *Journal of Personality and Social Psychology*, vol. 43, no. 3, pp. 503-513, 1982, doi: 10.1037/0022-3514.43.3.503.

[75]

M. van Zomeren, T. Postmes, and R. Spears, 'Toward an integrative social identity model of collective action: A quantitative research synthesis of three socio-psychological perspectives.', *Psychological Bulletin*, vol. 134, no. 4, pp. 504-535, 2008, doi: 10.1037/0033-2909.134.4.504.

[76]

K. J. Gergen, 'The social constructionist movement in modern psychology.', *American Psychologist*, vol. 40, no. 3, pp. 266-275, 1985, doi: 10.1037/0003-066X.40.3.266.

[77]

W. Kessen, 'The American child and other cultural inventions.', *American Psychologist*, vol. 34, no. 10, pp. 815-820, 1979, doi: 10.1037/0003-066X.34.10.815.

[78]

K. J. Gergen, 'Social psychology as history.', *Journal of Personality and Social Psychology*, vol. 26, no. 2, pp. 309-320, 1973, doi: 10.1037/h0034436.

[79]

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

[80]

Burr (1995) and Mylibrary, *An introduction to social constructionism*. London: Routledge [Online]. Available: <http://proxy.library.lincoln.ac.uk/login?qurl=http%3A%2F%2Flib.mylibrary.com%3Fid%3D47851>

[81]

B. D. Slife, 'The Special Issue on Ken Gergen's Book', *Journal of Constructivist Psychology*, vol. 24, no. 4, pp. 277-279, Oct. 2011, doi: 10.1080/10720537.2011.593448.