

# Social Psychology (PSY2003M)

View Online



---

1.

Hogg, M.A., Vaughan, G.M.: Social psychology. Prentice Hall, Harlow (2011).

2.

Hogg, M.A., Vaughan, G.M.: Social psychology. Pearson, Harlow, England (2014).

3.

Hogg and Vaughan (2018): Social psychology (ebook). Pearson, New York.

4.

Aronson, Elliot, Wilson, Timothy D., Akert, Robin M.: Social psychology. Prentice Hall, London (2010).

5.

Aronson et al (2017): Social psychology (ebook). Pearson, Columbus.

6.

Augoustinos, Martha, Walker, Iain, Donaghue, Ngaire: Social cognition: an integrated introduction. SAGE, London (2014).

7.

Baron, Robert A., Byrne, Donn Erwin, Branscombe, Nyla R.: Social psychology. Pearson/Allyn & Bacon, Boston (2009).

8.

Crisp, Richard J., Turner, Rhiannon N.: Essential social psychology. SAGE, London (2010).

9.

Stroebe, W., Jonas, K., Hewstone, M. eds: An introduction to social psychology. John Wiley & Sons, Hoboken, NJ (2015).

10.

Fiske, Susan T., Taylor, Shelley E.: Social cognition. McGraw Hill (1991).

11.

Forsyth, D.R.: Group dynamics. Wadsworth Cengage Learning, Belmont, Calif (2013).

12.

Langdridge, Darren, Taylor, Stephanie: Critical readings in social psychology. Open University Press, Maidenhead (2006).

13.

Wetherell, Margaret, Open University: Identities, groups and social issues. SAGE, London (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, 652–668. <https://doi.org/10.1521/soco.2012.30.6.652>.

16.

Fesinger and Carlsmith (1959): Cognitive consequences of forced compliance. *The Journal of Abnormal Psychology*. 58, 203–210.

17.

Cooper, J.F.: A new look at dissonance theory.

18.

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

19.

Elliot, Andrew J.<sup>1</sup>Devine, Patricia G.<sup>2</sup>: On the Motivational Nature of Cognitive Dissonance: Dissonance as Psychological Discomfort. *Journal of Personality & Social Psychology*. 67, 382–394.

20.

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

21.

Girandola, Fabien<sup>1</sup>: Double Forced Compliance and Cognitive Dissonance Theory. *Journal of Social Psychology*. 137, 594–605.

22.

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

23.

Aaker, Jennifer L.1: Accessibility or Diagnosticity? Disentangling the Influence of Culture on Persuasion Processes and Attitudes. *Journal of Consumer Research*. 26, 340–357.

24.

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

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,.

26.

Cialdini, Robert B.1: Harnessing the science of persuasion. *ASCA Newsletter*. 2014,.

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,.

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*. 9, 181–196 (1983).

29.

Chaiken, S., Baldwin, M.W.: Affective-cognitive consistency and the effect of salient

behavioral information on the self-perception of attitudes. *Journal of Personality and Social Psychology*. 41, 1–12 (1981). <https://doi.org/10.1037/0022-3514.41.1.1>.

30.

Valins, S.: Emotionality and information concerning internal reactions. *Journal of Personality and Social Psychology*. 6, 458–463 (1967). <https://doi.org/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*. 33, 517–520 (1976). <https://doi.org/10.1037/0022-3514.33.5.517>.

32.

Fiske, S.T.: Stereotyping, prejudice, and discrimination. In: *The handbook of social psychology*. pp. 357–411. McGraw-Hill, Boston, Mass (1998).

33.

Greenwald, A.G., McGhee, D.E., Schwartz, J.L.K.: Measuring individual differences in implicit cognition: The implicit association test. *Journal of Personality and Social Psychology*. 74, 1464–1480 (1998). <https://doi.org/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, 649–705. <https://doi.org/10.1348/014466608X393136>.

35.

Leary, M.R., Tambor, E.S., Terdal, S.K., Downs, D.L.: Self-esteem as an interpersonal monitor: The sociometer hypothesis. *Journal of Personality and Social Psychology*. 68, 518–530 (1995). <https://doi.org/10.1037/0022-3514.68.3.518>.

36.

Forsyth, D.R.: Group dynamics. Wadsworth Cengage Learning, Belmont, Calif (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, USSchimel, Jeff, Department of Psychology, University of Alberta, Edmonton, AB, Canada: Why Do People Need Self-Esteem? A Theoretical and Empirical Review. Psychological Bulletin.

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. 72, 24–36 (1997).

39.

Burke, B.L., Martens, A., Faucher, E.H.: Two Decades of Terror Management Theory: A Meta-Analysis of Mortality Salience Research. Personality and Social Psychology Review. 14, 155–195 (2010). <https://doi.org/10.1177/1088868309352321>.

40.

Lickel, Brian, U California, Dept of Psychology, Santa Barbara, CA, USHamilton, David L. Wiczorkowska, GrazynaLewis, AmySherman, Steven J.Uhles, A. Neville: Varieties of groups and the perception of group entitativity. Journal of Personality and Social Psychology.

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, M.A., Hohman, Z.P., Rivera, J.E.: Why Do People Join Groups? Three Motivational Accounts from Social Psychology. *Social and Personality Psychology Compass*. 2, 1269–1280 (2008). <https://doi.org/10.1111/j.1751-9004.2008.00099.x>.

43.

Adorno, T.W., Aron, B., Levinson, M.H., Morrow, W.: *The authoritarian personality*. W. W. Norton, New York (1993).

44.

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

45.

Devine, P.G.: Stereotypes and prejudice: Their automatic and controlled components. *Journal of Personality and Social Psychology*. 56, 5–18 (1989). <https://doi.org/10.1037/0022-3514.56.1.5>.

46.

Kinder, D.R., Sears, D.O.: Prejudice and politics: Symbolic racism versus racial threats to the good life. *Journal of Personality and Social Psychology*. 40, 414–431 (1981). <https://doi.org/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*. 59, 626–636 (2004). <https://doi.org/10.1037/0003-066X.59.7.626>.

48.

Duckitt, J.H.: Psychology and prejudice: A historical analysis and integrative framework. *American Psychologist*. 47, 1182–1193 (1992). <https://doi.org/10.1037/0003-066X.47.10.1182>.

49.

Glick, P., Fiske, S.T.: An ambivalent alliance: Hostile and benevolent sexism as complementary justifications for gender inequality. *American Psychologist*. 56, 109–118 (2001). <https://doi.org/10.1037/0003-066X.56.2.109>.

50.

Sears, D.O., Henry, P.J.: The origins of symbolic racism. *Journal of Personality and Social Psychology*. 85, 259–275 (2003). <https://doi.org/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*. 128, (1988).

52.

Pettigrew, T.F., Meertens, R.W.: Subtle and blatant prejudice in western Europe. *European Journal of Social Psychology*. 25, 57–75 (1995).

53.

Hodson, G., Hooper, H., Dovidio, J.F., Gaertner, S.L.: Aversive racism in Britain: the use of inadmissible evidence in legal decisions. *European Journal of Social Psychology*. 35, 437–448 (2005). <https://doi.org/10.1002/ejsp.261>.

54.

Sassenberg, K., Moskowitz, G.B.: Don't stereotype, think different! Overcoming automatic stereotype activation by mindset priming. *Journal of Experimental Social Psychology*. 41, 506–514 (2005). <https://doi.org/10.1016/j.jesp.2004.10.002>.

55.

Jackson, J.W.: Realistic group conflict theory: A review and evaluation of the theoretical and empirical literature. *Psychological Record*. 43, 395–404 (1993).



56.

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

57.

Tajfel, H., Billig, M.G., Bundy, R.P., Flament, C.: Social categorization and intergroup behaviour. *European Journal of Social Psychology*. 1, 149–178 (1971).

58.

Crisp, R.J., Turner, R.N.: *Essential social psychology*. SAGE, London (2010).

59.

Swim, J.K., Aikin, K.J., Hall, W.S., Hunter, B.A.: Sexism and racism: Old-fashioned and modern prejudices. *Journal of Personality and Social Psychology*. 68, 199–214 (1995).  
<https://doi.org/10.1037/0022-3514.68.2.199>.

60.

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

61.

Hornsey, Matthew J. University of Queensland, St. Lucia, QLD, Australia, [m.hornsey@uq.edu.au](mailto:m.hornsey@uq.edu.au): Social identity theory and self-categorization theory: A historical review. *Social and Personality Psychology Compass*,. 2, 204–222 (2008).

62.

Postmes, T., Spears, R.: Deindividuation and antinormative behavior: A meta-analysis. *Psychological Bulletin*. 123, 238–259 (1998). <https://doi.org/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*. 39, 237–254 (2009). <https://doi.org/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).  
<https://doi.org/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*. 26, 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).

67.

Drury, J., Reicher, S.: Collective action and psychological change: The emergence of new social identities. *British Journal of Social Psychology*. 39, 579–604 (2000).  
<https://doi.org/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).  
<https://doi.org/http://dx.doi.org.proxy.library.lincoln.ac.uk/10.1037/h0057906>.

69.

Reicher, S.D.: '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*. 26, 115–134 (1996).  
[https://doi.org/10.1002/\(SICI\)1099-0992\(199601\)26:1<115::AID-EJSP740>3.0.CO;2-Z](https://doi.org/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).  
<https://doi.org/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. (2000).

72.

Stott, Clifford: Crowd action as intergroup process: Introducing the police perspective. *European Journal of Social Psychology*, Vol 28(4), Jul-Aug, 1998. (1998).  
[https://doi.org/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](https://doi.org/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*. 44, 490–503 (2005).  
<https://doi.org/10.1111/j.1468-2311.2005.00393.x>.

74.

Prentice-Dunn, S., Rogers, R.W.: Effects of public and private self-awareness on deindividuation and aggression. *Journal of Personality and Social Psychology*. 43, 503–513 (1982). <https://doi.org/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*. 134, 504–535 (2008).  
<https://doi.org/10.1037/0033-2909.134.4.504>.

76.

Gergen, K.J.: The social constructionist movement in modern psychology. *American Psychologist*. 40, 266–275 (1985). <https://doi.org/10.1037/0003-066X.40.3.266>.

77.

Kessen, W.: The American child and other cultural inventions. *American Psychologist*. 34, 815–820 (1979). <https://doi.org/10.1037/0003-066X.34.10.815>.

78.

Gergen, K.J.: Social psychology as history. *Journal of Personality and Social Psychology*. 26, 309–320 (1973). <https://doi.org/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, London.

81.

Slife, B.D.: The Special Issue on Ken Gergen's Book. *Journal of Constructivist Psychology*. 24, 277–279 (2011). <https://doi.org/10.1080/10720537.2011.593448>.