

# Handbook of Theories of Social Psychology



Volume 1

Edited by  
Paul A. M. Van Lange  
Arie W. Kruglanski  
and E. Tory Higgins



# Handbook of Theories of Social Psychology

Volume 1

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Edited by

Paul A. M. Van Lange,  
Arie W. Kruglanski,  
and E. Tory Higgins

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Handbook of  
**Theories of  
Social Psychology**



Volume 1

# Notes on Editors and Contributors

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**Jamie Arndt** is professor of psychology and director of the Social/Personality Program at the University of Missouri. He received his PhD from University of Arizona. His research interests focus on the motivational and existential dynamics of the human condition and how this interfaces with various forms of social and health behavior. These interests have led him to study the self, psychological defense, and unconscious motivation, among other topics. His applications of these ideas to health-related behavior have been funded by the National Cancer Institute. He has published articles regularly in a variety of journals, including *Psychological Bulletin*, *Psychological Review*, *Psychological Science*, *Journal of Experimental Psychology: General*, *Journal of Personality and Social Psychology*, *Health Psychology*, *Personality and Social Psychology Bulletin*, and the *Journal of Experimental Social Psychology*.

**Albert Bandura** is professor of psychology at Stanford University. The major focus of his work centers on the mechanisms of human agency through which people exercise some measure of influence over personal and social change. Human agency is exercised individually over what is personally controllable, in proxy form by influencing others to act on one's behalf and collectively by working together (see attachment). His book, *Social Foundations of Thought and Action: A Social Cognitive Theory* (Prentice-Hall, 1986), provides the conceptual framework of his theory and analyzes the large body of knowledge bearing on it. His most recent book, *Self-Efficacy: The Exercise of Control* (Worth, 1997), presents belief in one's efficacy to produce effects by one's actions as an important vehicle of human agency. His diverse programs of research blend his theoretical interests with an abiding concern for the use of our knowledge for human enlightenment and betterment.

**Gary G. Berntson** is a professor of psychology at the Ohio State University. He studied biology and psychology at the University of Minnesota, and was awarded a PhD (psychobiology and life sciences) in 1971. He is currently the president of the Society for Psychophysiological Research and is on the editorial board for the *International Journal of Psychophysiology*. His interest is the behavioral neurosciences broadly, and the multilevel analysis of neurobiological substrates of stress and emotion in particular. In addition, his research focuses on the psychophysiology of autonomic control and its role in health and disease. He has published over 200 papers and several books, including the *Handbook of Neuroscience for the Behavioral Sciences* (Wiley, 2009) and the *Handbook of Psychophysiology* (Cambridge University Press, 2000).

**Pablo Briñol** is associate professor of social psychology at the Universidad Autónoma de Madrid (Spain), and a visiting scholar at Ohio State University. His research interests focus on the study of the psychological mechanisms underlying attitudes and persuasion. These fundamental processes range from the least thoughtful automatic processes (e.g., self-perception) to the most thoughtful metacognitive processes (e.g., thought validation). Dr. Briñol has published several books and book chapters in the domain of persuasion. His research has appeared in leading journals in the field, including *Psychological Bulletin*, *Psychological Science*, *Journal of Personality and Social Psychology*, *Advances in Experimental Social Psychology*, *Personality and Social Psychology Bulletin*, and the *Journal of Experimental Social Psychology*.

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**Roland Deutsch** is professor of social psychology at the Technical University Dresden. His research is focused on social cognition and motivation. Current projects address processes of automatic evaluation, indirect attitude measures, effects of deprivation, and approach/avoidance motivation. He is associate editor of the journal *Social Psychology* and has been awarded the Theoretical Innovation Prize of the *Society of Personality and Social Psychology* (jointly with Fritz Strack).

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received the Distinguished Scientist Award from the Society of Experimental Social Psychology, the William James Fellow Award for Distinguished Achievements in Psychological Science (from the American Psychological Society), and the American Psychological Association Award for Distinguished Scientific Contributions. He is a Fellow of the American Academy of Arts and Sciences. He is also a recipient of Columbia's Presidential Award for Outstanding Teaching.

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**Douglas T. Kenrick** is professor of psychology at Arizona State University. His research attempts to integrate ideas from evolutionary biology, cognitive science, and dynamical systems theory. That work has been funded by the National Science Foundation and the National Institute of Mental Health and been reported in *Behavioral and Brain Sciences*, *Psychological Review*, *Perspectives on Psychological Science*, *Personality and Social Psychology Review*, and *Evolution and Human Behavior*. Kenrick has edited several books on evolutionary psychology, and contributed chapters to the *Handbook of Social Psychology* and *Handbook of Evolutionary Psychology*. He is author of *Sex, Murder, and the Meaning of Life: A Psychologist Investigates How Evolution, Cognition, and Complexity Illuminate Human Nature* (Basic Books, 2011) and (with Steven Neuberg and Robert Cialdini) of *Social Psychology: Goals in Interaction* (5th ed., Allyn & Bacon, 2010).

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**Shelley E. Taylor** is a distinguished professor of psychology at UCLA. She studies social relationships and how they protect against stress. Her tend-and-befriend model builds on the fact that, in response to stress, people come together with others for joint protection of self and offspring. Professor Taylor also studies self-regulation, stress, and coping and explores the skills that people develop and use for anticipating stressful events and for minimizing their adverse effects when they do occur. Finally, Taylor studies how positive beliefs are protective of mental and physical health. She shows that optimism, self-enhancement, a perception of control, and social support can protect against threats or traumas, not only psychologically but also in terms of physical health. She publishes in both biological and psychological journals.

**Yaacov Trope** is a professor of psychology at New York University. He received his PhD from the University of Michigan in 1974. His general areas of interest are social cognition, motivation, and self-regulation. His current research emphasizes self control processes, social judgment, and the cognitive, motivational, and social processes that enable people to focus on the “here-and-now” and those that enable them to transcend the “here-and-now” and traverse psychological distance. He is editor of two books: *Dual-process Theories in Social Psychology* (Guilford Press, 1998) and *Self Control in Society, Mind, and Brain* (Oxford University Press, 2010).

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