Contents

Preface vii

Contributors x

PART 1 GENERAL FRAMEWORKS IN APPLIED SOCIAL PSYCHOLOGY 1

1 Attitudes and Behaviour 3
Antony S.R. Manstead

2 Judgement and Decision Making 30
Joop van der Pligt

3 Survey Research: Collecting Data by Asking Questions 65
Norbert Schwarz

4 Language in Applied Contexts 91
Klaus Fiedler and Gün R. Semin

PART 2 FOCAL BEHAVIOUR DOMAINS 111

5 Health-impairing Behaviours 113
Wolfgang Stroebe and John de Wit

6 The Social Psychology of Economic and Consumer Behaviour 145
Helga Dittmar

7 Social Psychology and Environmental Issues 173
Joop van der Pligt

8 The Social Psychology of Driver Behaviour 198
Dianne Parker and Antony S.R. Manstead

PART 3 THE SOCIAL PSYCHOLOGY OF SOCIAL INSTITUTIONS 225

9 Social Psychology and Organizations 227
John L. Michela

10 Social Psychology and the Law 257
Günter Köhnken

11 Political Psychology 282
Patrizia Catellani

12 Social Psychology and the Media 312
Harald G. Wallbott

PART 4 THE SOCIAL PSYCHOLOGY OF SOCIETAL ISSUES 341

13 Aggression and Violence in Society 343
Barbara Krahé

14 Social Construction and Old Age: Normative Conceptions and Interpersonal Processes 374
Jutta Heckhausen and Frieder R. Lang

15 Culture and Migration 399
Günter Bierbrauer and Paul Pedersen

References 423

Name Index 478

Subject Index 483