

Contents

<i>Acknowledgements</i>	page vii
1 Introduction	1
Explanations for behaviour	1
Cognitive distortions and illusions	3
2 Paradigms of explanation	6
Positivist explanations	6
Phenomenological explanations	13
Critical explanations	20
A template of theories	24
3 Consciousness and illusions: critical perspectives	25
Formative concepts	25
Instrumental reason and sexual politics: the Frankfurt School	31
Language, interests and ideology	34
Specific applications in social psychology	40
A critical perspective	45
4 Self-perception and social cognition	46
The positivist indictment of self-knowledge	47
Problems in the positivist account	49
New self concepts in social cognition	61
What do we know?	66
5 New accounts: ethogenics and hermeneutics	67
Arguments of necessity	68
Temporal relations between behaviour and explanation	74
Ambiguous action	78
Reasons and causes: conclusions	84
6 Self-presentation and discourse analysis	85
Which analogy: scientist or actor?	85
Ethnocentricity, ideology and discrimination	91
Discourse analysis: do words speak louder than actions?	93
Conclusion	100

7	Illusions, control, and helplessness	102
	The information-processing versus motivation dispute	102
	Illusory attributions and locus of control	105
	Misattribution therapy	112
	Helplessness: taught and sometimes learned	113
	The shaping of intention	121
	Seeing through illusions	122
8	Phenomenological, cognitive, and linguistic therapies	124
	Phenomenological paradigms	124
	Cognitive and linguistic therapies	131
	Social cognition and psychopathology	143
9	Discounting and dialectics: contradictions in explanations	144
	The discounting principle	144
	Research on discounting	146
	Extremity and moderation	149
	Models and analogies: from science to magic	157
	The economy of discounting	163
10	Conclusion	164
	<i>References</i>	167
	<i>Index of names</i>	183
	<i>Index of subjects</i>	187