

# Contents

---

## I. BIOLOGICAL SYSTEM

---

1. Evolutionary Theory for Social and Cultural Psychology <i>Linnda R. Caporael</i>	3
2. Visceral and Somatic Indexes of Social Psychological Constructs: History, Principles, Propositions, and Case Studies <i>Jim Blascovich and Mark D. Seery</i>	19
3. Social Cognitive Neuroscience: Historical Development, Core Principles, and Future Promise <i>Kevin N. Ochsner</i>	39

---

## II. COGNITIVE SYSTEM

---

4. Prediction: The Inside View <i>David Dunning</i>	69
5. Expectancy <i>Neal J. Roese and Jeffrey W. Sherman</i>	91
6. The Principles of Social Judgment <i>Arie W. Kruglanski and David Sleeth-Keppler</i>	116
7. Automatic Thought <i>Susan M. Andersen, Gordon B. Moskowitz, Irene V. Blair, and Brian A. Nosek</i>	138
8. Information Ecology and the Explanation of Social Cognition and Behavior <i>Klaus Fiedler</i>	176
9. Knowledge Activation <i>Jens Förster and Nira Liberman</i>	201

## Contents

<b>10.</b> Causal Explanation: From Social Perception to Knowledge-Based Causal Attribution <i>Denis Hilton</i>	232
<b>11.</b> The Role of Metacognition in Social Judgment <i>Richard E. Petty, Pablo Briñol, Zakary L. Tormala, and Duane T. Wegener</i>	254
<b>12.</b> Principles of Mental Representation <i>Robert S. Wyer, Jr.</i>	285
<b>13.</b> Standards <i>Monica Biernat and Scott Eidelman</i>	308
<b>14.</b> Decisions Constructed Locally: Some Fundamental Principles of the Psychology of Decision Making <i>Eldar Shafir</i>	334
<b>15.</b> Psychological Distance <i>Nira Liberman, Yaacov Trope, and Elena Stephan</i>	353

---

### III. PERSONAL MOTIVATIONAL SYSTEM

---

<b>16.</b> Feelings and Phenomenal Experiences <i>Norbert Schwarz and Gerald L. Clore</i>	385
<b>17.</b> The Role of Impulse in Social Behavior <i>Fritz Strack and Roland Deutsch</i>	408
<b>18.</b> Social Identity and Self-Regulation <i>Daphna Oyserman</i>	432
<b>19.</b> Value <i>E. Tory Higgins</i>	454
<b>20.</b> Basic Human Needs <i>Thane S. Pittman and Kate R. Zeigler</i>	473
<b>21.</b> The Goal Construct in Social Psychology <i>Ayelet Fishbach and Melissa J. Ferguson</i>	490
<b>22.</b> Self-Regulation and the Executive Function: The Self as Controlling Agent <i>Roy F. Baumeister, Brandon J. Schmeichel, and Kathleen D. Vohs</i>	516
<b>23.</b> Self-Interest and Beyond: Basic Principles of Social Interaction <i>Paul A. M. Van Lange, David De Cremer, Eric Van Dijk, and Mark Van Vugt</i>	540

---

### IV. INTERPERSONAL SYSTEM

---

<b>24.</b> Attitude Change <i>Gregory R. Maio and Geoffrey Haddock</i>	565
<b>25.</b> Foundations of Interpersonal Trust <i>Jeffry A. Simpson</i>	587
<b>26.</b> The Psychology of Negotiation: Principles and Basic Processes <i>Carsten K. W. De Dreu, Bianca Beersma, Wolfgang Steinel, and Gerben A. Van Kleef</i>	608
<b>27.</b> Grounding Communication: Synchrony <i>Gün R. Semin</i>	630
<b>28.</b> Attachment Theory and Research: Core Concepts, Basic Principles, Conceptual Bridges <i>Phillip R. Shaver and Mario Mikulincer</i>	650

<b>29. Social Power</b>	678
<i>Susan T. Fiske and Jennifer Berdahl</i>	

---

## V. GROUP AND CULTURAL SYSTEM

---

<b>30. The Social Psychology of Intergroup Relations: Social Categorization, Ingroup Bias, and Outgroup Prejudice</b>	695
<i>Marilynn B. Brewer</i>	
<b>31. Social Psychology of Leadership</b>	716
<i>Michael A. Hogg</i>	
<b>32. Dynamical Social Psychology: Finding Order in the Flow of Human Experience</b>	734
<i>Robin R. Vallacher and Andrzej Nowak</i>	
<b>33. Inclusion and Exclusion: Implications for Group Processes</b>	759
<i>John M. Levine and Norbert L. Kerr</i>	
<b>34. Cultural Processes: Basic Principles</b>	785
<i>Chi-yue Chiu and Ying-yi Hong</i>	

---

## VI. APPLICATIONS OF SOCIAL PSYCHOLOGY

---

<b>35. Psychology and the Law: Reconciling Normative and Descriptive Accounts of Social Justice and System Legitimacy</b>	807
<i>Tom R. Tyler and John T. Jost</i>	
<b>36. The Reciprocal Relation between Principles and Practice: Social Psychology and Health Behavior</b>	826
<i>Alexander J. Rothman and Peter Salovey</i>	
<b>37. Contributions of Social Psychology to Clinical Psychology: Three Views of a Research Frontier</b>	850
<i>Timothy J. Strauman, Philip R. Costanzo, Neil P. Jones, Amy Noll McLean, and Kari A. Merrill</i>	
<b>38. Consumer Behavior and Marketing</b>	869
<i>Eric J. Johnson, Michel Tuan Pham, and Gita Venkataramani Johar</i>	
<b>39. Psychology and Politics: The Challenges of Integrating Levels of Analysis in Social Science</b>	888
<i>Philip E. Tetlock</i>	
<b>40. Organizational Behavior</b>	913
<i>Leigh Thompson and Jo-Ellen Pozner</i>	
<b>41. Social Action</b>	940
<i>Mark Snyder and Allen M. Omoto</i>	
<b>Author Index</b>	963
<b>Subject Index</b>	994