Social Psychology of Communications

Primary topic and reading list (Subject to revisions).

I. Attitudes and Persuasive Communications

*A. Cohen Attitude Change and Social Influence, (Basic Books), passim.

*Zimbardo & Ebbesen, Influencing Attitudes and Changing Behavior, (Addison-Wesley), passim.

Novland, Janis & Kelley, Communication and Persuasion, (Yale).

II. Cognitive Consistency Theories

R. Brown, Social Psychology, Chap. 11 (Free Press)

*Festinger, L. A Theory of Cognitive Dissonance, mainly Chaps. 1 & 11 (Stanford)

Brehm & Cohen, Explorations in Cognitive Dissonance, Chap. 6

Feldman, S., ed. Cognitive Consistency, Chaps. by Aronson and Rosenberg


III. Social Influence, Social Comparison

Festinger, Schachter & Back in Cartwright & Zander, eds. Group Dynamics, p.241


Festinger, L. "Informal social communication," C & Z, p.286


IV. Affiliation and Emotions

*Schachter, S. The Psychology of Affiliation (Stanford), passim.

Sarnoff & Zimbardo, "Anxiety, fear and social comparison," Xerox


Schachter & Wheeler, "Epinephrine, chlorpromazine & amusement," (Xerox)

Nisbett & Schachter, "Cognitive manipulation of Pain," (Xerox)
IV., cont.
Valins, S. "Manipulated heart-rate feedback and emotional arousal," (Xerox)
Zimbardo, P. The Cognitive Control of Motivation (Scott-Foresman)

V. Person Perception and Attributional-Inferential Analysis of Behavior

*Hastorf, et al, Person Perception (Addison-Wesley), passim

*Heider, F. The Psychology of Interpersonal Relations (McGraw-Hill paperback)
Jones & Davis, "From acts to dispositions," (Xerox).

*Jones, et al, Attribution: Perceiving the Causes of Behavior

Mischel, W. Personality and Assessment (Wiley), chap. 9

*Goffman, E. Strategic Interaction (U. of P.); Relations in Public (Basic Books).
Aronoff, J. Psychological Needs and Cultural Systems (Van Nostrand paperback)
Irwin, F. Intentional Behavior and Motivation: A Cognitive Theory (Lippincott, 1971)
Festinger, Pepitone & Newcomb "Some consequences of de-individuation in a group," (Xerox)

Zimbardo, P. "The human choice: individuation, reason and order vs. de-individuation, impulse and chaos," Nebraska Symposium, 1969 (Xerox)

Dennis, N. Cards of Identity (part one)
Haley, Jay The Power Tactics of Jesus Christ (Avon Books)