Rediscovering Social Identity

Tom Postmes, University of Groningen, The Netherlands
Nyla R. Branscombe, University of Kansas, USA (Eds.)

This reader brings together the founding texts of the “Social Identity Approach”—a set of concepts, ideas, and principles contained in Social Identity Theory and Self-Categorization Theory. This approach originated in social psychology and is increasingly part of the standard curriculum in communication and media studies, organizations and management, sociology, education, and politics. Originally published in the 1970s and 1980s by Henri Tajfel and John Turner, in a wide variety of books and journals, many of these articles have become citation classics, and for good reason: they have lost none of their inspirational quality. The depth and scope of their analysis is unrivalled, and there can be no doubt that the themes they address, such as intergroup conflict, diversity, stereotyping and social influence, are as relevant today as they ever were.

Contents
With increasing globalization, countries face social, linguistic, religious and other cultural changes that can lead to misunderstandings in a variety of settings. These changes can have broader implications across the world, leading to changing dynamics in identity, gender, relationships, family, and community. This book addresses the subsequent need for a basic understanding of the cultural dimensions of psychology and their application to everyday settings.

The book discusses the basis of culture and presents related theories and concepts, including a description of how cognition and behavior are influenced by different sociocultural contexts. The text explores a broad definition of culture and provides practical models to improve intercultural relations, communication, and cultural competency.

Each chapter contains an introduction, a concise overview of the topic, a practical application of the topic using current global examples, and a brief summary. This up to date overview of psychology and culture is ideal reading for undergraduate and graduate students and academics interested in culturally related topics and issues.

Contents
Handbook of Research Methods in Personality Psychology

Richard W. Robins, University of California, Davis, USA; R. Chris Fraley, University of Illinois at Urbana-Champaign, USA and Robert F. Krueger, University of Minnesota, USA (Eds.)

“Provides very thoughtful explorations and descriptions of three sets of topics that by large and large represent a coherent system of research in personality psychology: design, measurement, and analysis....What I like about the book is that each chapter is concise and right to the point; since many different areas of design and measurement are covered, it provides an excellent reference for researchers.” - PsycCRITIQUES

“The fact that no model for a comprehensive personality research methods resource existed before this handbook makes the accomplishment even more impressive still....The editors and authors are to be applauded for providing a significant contribution to psychological science. The volume will find a place on the shelves and desks of many personality researchers for years to come.” - Journal of Social and Clinical Psychology

Three rising stars of personality psychology have brought together a ‘who’s who’ of the field to address an almost unbelievably comprehensive set of issues in personality research. The book covers virtually every problem or issue that arises in thinking about how to plan research, assess personality, or analyze the resulting data.” - Charles S. Carver, Department of Psychology, University of Miami, USA

Bringing together leading investigators, this comprehensive Handbook is a one-stop reference for anyone planning or conducting research on personality. It provides up-to-date analyses of the rich array of methodological tools available today, giving particular attention to real-world theoretical and logistical challenges and how to overcome them. In chapters filled with detailed, practical examples, readers are shown step by step how to formulate a suitable research design, select and use high-quality measures, and manage the complexities of data analysis and interpretation. Coverage ranges from classic methods like self-report inventories and observational procedures to such recent innovations as neuroimaging and genetic analyses.
Handbook of Self-Enhancement and Self-Protection

by Mark D. Alicke, Ohio University, USA

Constantine Sedikides, University of Southampton, UK

“How do people go about enhancing their favorable views of themselves? How do they protect themselves against losing face and losing self-esteem? This excellent book provides a rich and thought-provoking survey of research on these questions. The drive to make a good name for oneself and protect it from disparagement underlies a wide range of human strivings, from high achievements to the deepest excesses of interpersonal evil. This book has much to offer anyone interested in human nature.” - Roy F. Baumeister, Francis Eppes Professor of Psychology, Florida State University, USA

“This unique volume teases apart two psychological motives that are often confused. ... The editors have solicited an all-star roster of contributors who complement each other interestingly. A broad range of perspectives are represented, from neurological substrates to cultural differences.” - Del Paulhus, Department of Psychology, University of British Columbia, Canada

This is the first major volume dedicated to the processes by which people exaggerate their virtues, deemphasize their shortcomings, or protect themselves against threatening feedback. Leading investigators present cutting-edge work on the key role of self-enhancing and self-protective motives in social perception, cognition, judgment, and behavior. Compelling topics include the psychological benefits and risks of self-enhancement and self-protection; personality traits and contextual factors that make certain individuals more likely to hold distorted views of the self; innovative approaches to assessment and measurement; and implications for relationships, achievement, and mental health.

Contents


Hb: 978-1-60918-002-7: £51.00
Published by Guilford Press
www.guilford.com
Individuals, Groups and Organisations

by Tony Cassidy, University of Ulster, UK

When asked to introduce ourselves a key aspect of our self-description will be our occupation. Certainly if we fail to identify what we do it is very likely that we will be asked. Even if we are unemployed, the very absence of employment will be part of our identity. Those who have studied identity have long realized that human identity is largely tied up in the groups we inhabit, our social identity. We carry a representation of our social world in our minds and use this to negotiate our everyday world. For many, a large percentage of this is the world of work. Although we are quite often unaware of it, the groups in our minds determine much of our behaviour and experience. Have you ever been in a meeting and been surprised by the behaviour of colleagues who you thought you knew? Have you ever wondered at committee decisions which seem unfair or irrational to you? People in groups behave differently to when they are alone, and indeed may behave very differently from one group to another. The thesis of this book is that work behaviour cannot be understood by focusing on individuals. Real explanations are to be found at the levels of groups or organizations and the way in which those groups and organizations are incorporated in the individual mind.

*Individuals, Groups and Organisations* will be of interest to students of social psychology, organizational psychology and business and management.

**Contents**

1. The Illusion of Individuality  
2. Groups and Why We Need Them  
3. Self-Categorisation and Social Identity  
4. Group Performance  
5. Communication and Power  
6. Effective Leadership  
7. Organisational Culture and Change  
8. Improving Groups and Building Teams  
9. Groups and the Healthy Organisation
How do individual differences interact with situational factors to shape social behavior? Are people with certain traits more likely to form lasting marriages; experience test-taking anxiety; break the law; feel optimistic about the future? This Handbook provides a comprehensive, authoritative examination of the full range of personality variables associated with interpersonal judgment, behavior, and emotion. The contributors are acknowledged experts who have conducted influential research on the constructs they address. Chapters discuss how each personality attribute is conceptualized and assessed, review the strengths and limitations of available measures (including child and adolescent measures, when available), present important findings related to social behavior, and identify directions for future study.
Does our cultural background influence the way we think and feel about ourselves and others? Does our culture affect how we choose our partners, how we define intelligence and abnormality and how we bring up our children? Psychologists have long pondered the relationship between culture and a range of psychological attributes. Cultural Issues In Psychology is an all round student guide to the key studies, theories and controversies which seek to explore human behaviour in a global context.

The book explores key controversies in global psychology, such as

- Culture: what does it mean and how has it been researched?
- Relativism and universalism: are they compatible approaches in global research?
- Ethnocentrism: is psychological research dominated by a few regions of the world?
- Indigenous psychologies: what are the diverse research traditions from around the world?
- Research methods and perspectives: how can we compare and contrast cross-cultural psychology and cultural psychology?

With insightful classroom activities and helpful pedagogical features, this detailed, yet accessibly written book gives introductory-level psychology students access to a concise review of key research, issues, controversies and diverse approaches in the area of culture and psychology.

Contents

Changes of residence are common in contemporary Western societies. Traditional connections to birthplaces, home towns and countries are broken as people relocate and migrate, yet where they live remains significant to people’s identity and stories of who they are. This book investigates the continuing importance of place for women’s identities, employing a theoretical and empirical approach based on previous work in narrative and discursive psychology.

Through an analysis of women’s talk, the book examines how commonsense meanings shape and limit people’s identity-work to establish a connection to place. It argues that talk about place, and especially place of residence, enables a complex positioning of self and others in which identities of gender, class and national identity intersect. It shows how a speaker’s multiple interpretations of where she lives remain central to her life narrative, and to her fragile and idealized definition of ‘home’ as the place in which she may position herself positively.

*Narratives of Identity and Place* presents a unique and valuable integration of the popular methods of narrative and discourse analysis, compellingly demonstrating the value of these approaches for research on identity.
The chapters in this volume demonstrate convincingly that certainty is a two-edged sword, sometimes good and sometimes not. They also illustrate how uncertainty plays a role in many parts of our lives, from selecting among a dozen varieties of toothpaste to fighting depression.” - Jerry Burger, Ph.D., Department of Psychology, Santa Clara University

“'Know thyself' was one of the central dictates of the ancient world. Since that time, psychologists have discovered just how difficult the task can be. The Handbook of the Uncertain Self brings together a set of first-rate thinkers to discuss the latest research and theory on this topic: the constructs, the causes, and the consequences. This is essential reading for anyone interested in the (un)certainty self.” - W. Keith Campbell, Ph.D., Department of Psychology, University of Georgia

This Handbook explores the cognitive, motivational, interpersonal, clinical, and applied aspects of personal uncertainty. It showcases both the diversity and the unity that defines contemporary perspectives on uncertainty in self within social and personality psychology. The contributions to the volume are all written by distinguished scholars in personality, social psychology, and clinical psychology united by their common focus on the causes and consequences of self-uncertainty.

In addition, the contributions to the Handbook touch on the psychological, social, and cultural context of the new millennium, including concepts such as Friedman’s “flat world,” confidence, the absence of doubt in world leaders, the threat of terrorism since 9/11, the arts, doubt and religious belief, and views of doubt as the universal condition of humankind.

The Handbook is an invaluable resource for researchers, practitioners, and senior undergraduate and graduate students in social and personality psychology, clinical and counseling psychology, educational psychology, and developmental psychology.

Contents

Intergroup Relations
The Role of Motivation and Emotion

Sabine Otten, University of Groningen, The Netherlands; Kai Sassenberg, and Thomas Kessler, University of Jena, Germany (Eds.)

“I liked this book a lot! I think it has a huge amount to offer in terms of extending SIT/SCT, and offering readers a timely reminder of the influence of Mummendey’s work. It is wonderful to see this work brought together into a coherent book.” - Jackie Abell, Lancaster University

“This festschrift is testament to the massive contribution of Amélie Mummendey to the field of social psychology which has defined work in this area for the last thirty years and will continue to define the research agenda for many years to come. Many of these summaries are the best available in the field.” - Alex Haslam, School of Psychology, University of Exeter

An outstanding tribute to an outstanding social psychologist. The editors have gathered an impressive group of experts and have succeeded twice. The book offers a clear and lucid overview of state-of-the-art on the role of motivation and emotions in intergroup relations, at the same time as it discusses ‘hot’ research issues that will intrigue scholars in the near future. All in all, a step forward in our understanding of social life that both scholars and students will definitely appreciate.” – Patrizia Catellani, Catholic University of Milan

This volume gives a survey of the most recent developments and trends in intergroup research. Diverging from classical approaches that looked at diverse needs and motives (positive distinctiveness, belongingness, etc), the present book focuses not only on the question what motivates intergroup behaviour, but especially on how the motivation of intergroup behaviour functions. The book focuses on the role of emotion and motivation in the development of intergroup conflict, social exclusion, tolerance and other group related phenomena. The sections demonstrate how classical theories in the field have been further developed, enriched, and more sophisticatedly tested over the years, and summarise research on affect and memory.

The chapters are short and easy-to-comprehend summaries referring to a broad range of original work, providing a useful resource for advanced students of Social Psychology and researchers in the field of intergroup relations.

Contents


Published by Psychology Press

Series: Psychology Press Festschrift Series
The leading identity scholars who have contributed to this impressive volume provide cutting edge insights that extend across disciplines and levels of analysis. This anthology of original articles is required reading and an invaluable resource for those interested in the rich and multi-faceted construct of identity. It is a major step forward for the blossoming field of positive organizational scholarship.”

Jeffrey T. Polzer, Harvard Business School

“Roberts and Dutton bring together the most exciting thinking in this burgeoning area, providing a theory-driven roadmap of identity research’s ‘hot spots.’ This volume will undoubtedly guide the next generation of identity research.” - Herminia Ibarra, The Cora Chaired Professor of Leadership & Learning Director, INSEAD Leadership Initiative

In the new world of work and organizations, creating and maintaining a positive identity is consequential and challenging for individuals, for groups and for organizations. This edited volume uncovers new topics and new theoretical approaches to identity through the specific focus on positive identities of individuals, groups, organizations and communities. This volume invites readers to consider, “When and how does applying a positive lens to the construct of identity generate new insights for organizational researchers?” A unique feature of this volume is that it brings together explorations of identity from multiple levels of analysis: individual, dyadic, group, organization and community. Commentary chapters integrate the chapters within each level of analysis, illuminate core themes and unearth new questions.

The volume is designed to accomplish three objectives:

• To establish Positive Identities and Organizations as an interdisciplinary, multi-level domain of inquiry
• To integrate a focus on Positive Identity with existing theory and research on identity and organizations
• To map out a vibrant new research territory in organizational studies

Contents
The ability to regulate and control our behaviors is a key accomplishment of the human species, yet the psychological mechanisms involved in self-regulation remain incompletely understood. This book presents contributions from leading international researchers who survey the most recent developments in this fascinating area. The chapters shed new light on the subtle and often subconscious ways that the people seek to regulate their thoughts, feelings and behaviors in everyday social life. The contributions seek answers to such intriguing questions as: How can we improve our ability to control our actions? How do people make decisions about which goals to pursue? How do we maintain and manage goal-oriented behavior? What happens when we run out of self-regulation resources? Can we match people and the regulatory demands of to specific tasks so as to optimize performance? What role does self-regulation play in sports performance, in maintaining successful relationships, and in managing work situations?

The book offers a highly integrated and representative coverage of this important field, and is suitable as a core textbook in advanced courses dealing with social behavior and the applications of psychology to real-life problems.

Contents
Oliver P. John, University of California, Berkeley, USA; Richard W. Robins, University of California, Davis, USA and Lawrence A. Pervin, Rutgers, The State University of New Jersey, USA (Eds.)

“With this third edition of the Handbook of Personality, the vibrant state of theory, research, and application in personality psychology is abundantly evident. The editorial team has brought together an all-star cast of chapter authors who offer state-of-the-science discussions of classic and contemporary topics in personality psychology, accessible to scholars and students alike. Truly, this is a landmark work.” - Mark Snyder, McKnight Presidential Chair in Psychology, University of Minnesota, USA

Long the reference of choice for researchers and students of personality, this authoritative Handbook is now in a substantially revised and expanded third edition. Following an introductory section that describes the most important theoretical approaches in personality, the volume is now organized around five broad content areas: biological bases; development; self and social processes; cognitive and motivational processes; and emotion, adjustment, and health. Within each area, new and updated chapters review what is known, present innovative research designs and findings, and discuss key questions and controversies in the field.

New to This Edition:
• Expanded and restructured to reflect significant advances in the field
• Seventeen of thirty two chapters are entirely new
• Foremost authorities are joined by the next generation of up-and-coming researchers

Contents
Handbook of Approach and Avoidance Motivation

Andrew J. Elliot, University of Rochester, USA (Ed.)

‘Elliot’s Handbook is the A to Z of approach and avoidance. The list of authors reads like a ‘who’s who’ of the very best leaders in psychology and neuroscience today. ... Everything one could want in an up-to-date analysis of motivation and emotion is here. In short, the Handbook is sure to be required reading for anyone who wants to understand feelings or motives.’ – Kent Berridge, Ph.D., Professor of Psychology, University of Michigan, USA

‘A clear understanding of the approach-avoidance distinction is as important in setting the scientific course for psychology as determination of the periodic table was for chemistry. This enormously ambitious book, containing work by the leading scholars in the field, is a landmark effort in reaching that goal.’ – Mihaly Csikszentmihalyi, Ph.D., Professor of Psychology, Claremont Graduate University, USA

‘It is a comprehensive, essential resource for all students of motivation in the social sciences, psychology, and neuroscience.’ – Richard J. Davidson, Professor of Psychology and Psychiatry, University of Wisconsin-Madison, USA

Of the many conceptual distinctions present in psychology today, the approach-avoidance distinction stands out as one of, if not the, most fundamental and basic. The distinction between approach and avoidance motivation has a venerable history, not only within but beyond scientific psychology, and the deep utility of this distinction is clearly evident across theoretical traditions, disciplines, and content areas. This volume is designed to illustrate and highlight the central importance of this distinction, to serve as a one-stop resource for scholars working in this area, and to facilitate integration among researchers and theorists with an explicit or implicit interest in approach and avoidance motivation.

Contents


Published by Psychology Press
Download a Free Sample Chapter
This third edition builds on the international success of previous editions, offering an easy access critical introduction to social science theories of identity, for advanced undergraduates and postgraduates. All of the previous chapters have been updated and extra material has been added where relevant, for example, on globalization. Two new chapters have been added; one addresses the debate about whether identity matters, discussing, for example, Brubaker; the second reviews the postmodern approach to identity.

The text is informed by relevant topical examples throughout and, as with earlier editions, the emphasis is on sociology, anthropology and social psychology; on the interplay between relationships of similarity and difference; on interaction; on the categorization of others as well as self-identification; and on power, institutions and organizations.

Contents
The Science of Stories
An Introduction to Narrative Psychology

by János László, Institute for Psychology, Hungarian Academy of Sciences

"Lazlo has put together one of the most intellectually compelling books on narrative psychology that has been written. This book should be studied by scholars across all the social sciences and humanities." - James W. Pennebaker, University of Texas at Austin, USA

"This book combines an excellent overview and expansion of the field of narrative psychology. Its scholarship is outstanding: it is comprehensive, integrative, and advances the state of the art. It is a text that I would use for my own research and that I would definitely recommend to my students." - Sandra Jovchelovitch, London School of Economics, UK

The Science of Stories explores the role narrative plays in human life. Supported by in-depth research, the book demonstrates how the ways in which people tell their stories can be indicative of how they construct their worlds and their own identities.

Based on linguistic analysis and computer technology, Laszlo offers an innovative methodology which aims to uncover underlying psychological processes in narrative texts. The reader is presented with a theoretical framework along with a series of studies which explore the way a systematic linguistic analysis of narrative discourse can lead to a scientific study of identity construction, both individual and group.

The book gives a critical overview of earlier narrative theories and summarizes previous scientific attempts to uncover relationships between language and personality. It also deals with social memory and group identity: various narrative forms of historical representations (history books, folk narratives, historical novels) are analyzed as to how they construct the past of a nation.

The Science of Stories is the first book to build a bridge between scientific and hermeneutic studies of narratives. As such, it will be of great interest to a diverse spectrum of readers in social science and the liberal arts, including those in the fields of cognitive science, social psychology, linguistics, philosophy, literary studies and history.

Contents

Hb: 978-0-415-45794-1: £42.50
Pb: 978-0-415-45795-8: £18.50
Published by Routledge
Download a Free Sample Chapter http://bit.ly/lasciprev
This volume is the first to bring together the fast-growing research on self-continuity from multiple perspectives within and beyond social psychology. The book covers individual and collective aspects of self-continuity, while a final section explores the relationship between these two forms. Topics include environmental and cultural influences on self-continuity; the interplay of autobiographical memory and personal self-continuity; the psychological function of self-continuity; personal and collective self-continuity; and resistance to change. The volume is rounded off with commentaries on the central issues and themes that have been discussed.

The book provides a unique sourcebook for this important topic and will appeal not only to upper-level students and researchers in social psychology, but, in view of the multiple perspectives represented in the volume, it will also appeal to cognitive, developmental, and personality psychologists.
The Self and Identity in Rehabilitation
A Special Issue of Neuropsychological Rehabilitation

Fergus Gracey, Oliver Zangwill Centre, UK
Tamara Ownsworth, Griffith University, Australia (Eds.)

This special issue brings together developments in neurological, psychological and social understanding of sense of self and identity in neuropsychological rehabilitation. Following brain injury and in the context of neurological illness, both the individual and their loved ones report changes in personality, sense of self or identity. This issue is intended to be a key resource for clinicians trying to tackle these challenges, as well as researchers interested in the self and identity in clinical populations. New theoretical perspectives on the self, as well as quantitative and qualitative research studies, and clinical and service issues are covered.

Contents
The Internet is often presented as an unsafe or untrustworthy space: where children are preyed upon by paedophiles, cannibals seek out victims, offline relationships are torn apart by online affairs and where individuals are addicted to gambling, love, and cybersex.

While many of these stories are grounded in truth, they do paint a rather sensationalized view of the Internet, the types of people who use it, and the interactions that take place online. Simultaneously, researchers claim that the Internet allows individuals to express their true selves, to develop ‘hyperpersonal’ relationships characterised by high levels of intimacy and closeness. At the heart of these competing visions of the Internet as a social space are the issues of truth, lies and trust.

This book offers a balanced view of the Internet by presenting empirical data conducted by social scientists, with a concentrated focus on psychological studies. It argues that the Internet’s anonymity which can enable, for instance, high levels of self-disclosure in a relationship, is also responsible for many of its more negative outcomes such as deception and flaming. This is the first book to develop a coherent model of the truth-lies paradox, with specific reference to the critical role of trust.

Truth, Lies and Trust on the Internet is a useful text for psychology students and academics interested in Internet behaviour, technology, and online deviant behaviour, and related courses in sociology, media studies and information studies.

Contents

Published by Routledge http://bit.ly/whittru
The study of the relationship between the person and the situation has had a long history in psychology. Many theories of personality are set on an interpersonal stage and many social phenomena are played out differently as the cast of characters change. At times the study of persons and situations has been contentious, however, recent interest in process models of personality and social interaction have focused on the ways people navigate, influence, and are influenced by their social worlds.

*Personality and Social Behavior* contains a series of essays on topics where a transactional analysis of the person and situation has proved most fruitful. Contributions span the personality and social psychology spectrum and include such topics as new units in personality; neuroscience perspectives on interpersonal personality; social and interpersonal frameworks for understanding the self and self-esteem; and personality process analyses of romantic relationships, prejudice, health, and leadership.

This volume provides essential reading for researchers with an interest in this core topic in social psychology and may also be used as a text on related upper-level courses.

**Contents**

Although social psychology has been traditionally focused on interpersonal relationships, the cognitive revolution in psychology has had the effect of refocusing some social psychology on intra-psychic processes. This area of psychology has become very popular in recent years, yet there is currently no other textbook available for the study of the self. Republished in its original form by Psychology Press in 2007, this book carefully documents the changing conceptions and the value accorded the self in psychology over time. It further outlines the many alternative conceptions of this increasingly central domain in social psychology. New research and conceptions are juxtaposed with the classic and traditional, providing the reader with a comprehensive introduction to the study of the self.

Content
The Self and Social Relationships

Joanne V. Wood, University of Waterloo, Canada; Abraham Tesser, University of Georgia, USA; John G. Holmes, University of Waterloo, Canada (Eds.)

‘Wood, Tesser, and Holmes have done a great job. The writing is clear throughout. The style and level of discourse is consistent. A great deal of theory and empirical work is reviewed and new insights also appear, often in welcome sections devoted to integration where theorists place their own views within the larger context of others’ theories and research. The book will be easy to use as a teaching tool. It is theory driven and, as such, provides readers with the structure that they will need to recall the many empirical findings that are reviewed.’ - Margaret S. Clark, Yale University, USA

Although the two major research areas of the “Self” and “Social Relationships” have flourished, they have done so largely independently of each other. More and more research, however, has indicated that relationships shape the nature of the self and identity, and that self-views influence interpersonal processes and the manner in which people navigate their close relationships. The integration of research on self and social relationships has proved a particularly rich one, generating some of the most creative and insightful theories in psychology.

The Self and Social Relationships is the first volume that marks, expedites, and defines this exciting new research synthesis. It serves both as a platform for authors to present their latest ideas on the topic and to encourage continued integration in this emerging field. The contributions represent a diverse set of perspectives from social/personality and clinical psychology. Each chapter covers a topic that is central to the study of self and relationships, and presents some of the most exciting research programs in the field.

This volume is essential reading for researchers and students in the areas of both self and relationships.

Contents


Published by Psychology Press http://bit.ly/woosel
Consumer Culture, Identity and Well-Being

The Search for the ‘Good Life’ and the ‘Body Perfect’

by Helga Dittmar,
University of Sussex, UK

‘Dr. Dittmar has done us a great service by writing a book on the importance of ‘consuming’ to society and to individual identity and well-being that is both scholarly and accessible. The book tackles some tough questions regarding who and what people want to be, how they go about constructing their ’selves’, and just what is it that people want from life and why. I wish more research psychologists were writing books like this’- James E. Maddux, George Mason University, Washington, USA

‘Consumer Culture, Identity and Well-Being: The Search for the ‘Good Life’ and the ‘Body Perfect’ discusses an important and timely issue--the psychological impact of mass consumption that visibly pervades our consumer culture... The author makes a contribution by focusing on identity.’- Candice R. Hollenbeck & George M. Zinkhan, PsycCRITIQUES

Advertising, materialism and consumption are central aspects of contemporary Western culture. We are bombarded with idealised images of the perfect body, desirable consumer goods, and affluent lifestyles, yet psychology is only just beginning to take account of the profound influence these consumer culture ideals have on individuals’ sense of identity and worth.

Consumer Culture, Identity, and Well-Being documents the negative psychological impact consumer culture can have on how individuals view themselves and on their emotional welfare. It looks at the social psychological dimensions of having, buying and wanting material goods, as well as the pursuit of media-hyped appearance ideals. In particular, it focuses on:

- the unrealistic socio-cultural beauty ideals embodied by idealized models, which for women is typically expressed as ultra-thinness and for men as muscularity, and how this creates body dissatisfaction.

Consumer Culture, Identity, and Well-Being will be of interest to anybody who wants to find out more about the psychological effects of living in modern consumer societies on children, adolescents, and adults. More specifically, it will be of interest to students and researchers in social psychology, sociology, media studies, communication and other social sciences, as well as to psychologists, health workers, and practitioners interested in the topics of identity, consumption pathologies, body image, and body-related behaviours.

Contents

1. Understanding the Impact of Consumer Culture
2. To Have is to Be? Psychological Functions of Material Possessions
3. Consuming Passions? Psychological Motives for Buying Consumer Goods
4. Is this as Good as it Gets? Materialistic Values and Well-Being
5. I Shop Therefore I Am? Compulsive Buying and Identity-Seeking
7. Think ‘Ideal’ and Feel Bad? Using Self-Discrepancies to Understand Negative Media Effects
8. What is Beautiful and Who is ‘Cool’? Consumer Culture and Socialisation

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Pb: 978-1-84872-062-6: £19.95

Published by Psychology Press

Series: European Monographs in Social Psychology

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Handbook of Self-Regulation
2nd Edition

Roy F. Baumeister, Florida State University, USA
Kathleen D. Vohs, University of Minnesota, USA (Eds.)

“Vohs and Baumeister have assembled an impressive range of contributors. Each chapter presents an authoritative viewpoint from leading researchers in the field, and all of the chapters make enjoyable and useful reading. The second edition is particularly timely because of the recent, rapid upsurge of knowledge about the relationship between brain function and self-regulation. This new knowledge is represented not just in specialized chapters devoted to the topic, but throughout the volume, as almost every contributor brings recent advances in cognitive neuroscience to bear. It is difficult to imagine how someone could be a researcher in the field of self-regulation, or a serious student of the topic, without owning a copy of this book.” - David C. Funder, Distinguished Professor of Psychology, University of California, Riverside, USA

This authoritative Handbook reviews the breadth of current knowledge on the conscious and unconscious processes by which people regulate their thoughts, emotions, attention, behavior, and impulses. Individual differences in self-regulatory capacities are explored, as are developmental pathways. The volume examines how self-regulation shapes, and is shaped by, social relationships. Failures of self-regulation are also addressed, in chapters on addictions, overeating, compulsive spending, and attention-deficit/hyperactivity disorder. Wherever possible, contributors identify implications of the research for helping people enhance their self-regulatory capacities and pursue desired goals.

New to This Edition:
• Incorporates significant scientific advances and many new topics
• Increased attention to the social basis of self-regulation
• Chapters on working memory, construal-level theory, temptation, executive functioning in children, self-regulation in older adults, self-harming goal pursuit, interpersonal relationships, religion, and impulsivity as a personality trait.

Contents

2007: 7x10: 574pp
Pb: 978-1-59385-475-1: $24.00
December 2010: 7x10: 594pp
Hb: 978-1-60623-948-3: £54.00

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Published by Guilford Press

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The Self-Conscious Emotions

Theory and Research

Jessica L. Tracy, University of British Columbia, Canada; Richard W. Robins, University of California, Davis, USA; June Price Tangney and Joseph J. Campos, George Mason University, USA (Eds.)

“...a must read” for researchers and students interested in personality, identity, emotion, moral development, relationships, and culture.” - Carol S. Dweck, PhD, Department of Psychology, Stanford University, USA

“Until now, the science of emotion has focused primarily on anxiety, sadness, and anger, but this wonderful book will help broaden that focus to include embarrassment, shame, guilt, pride, and humiliation. Tracy, Robins, and Tangney bring together world-class scientists who have written very informative and interesting chapters. The book is outstanding in its exploration of the biological, social, and developmental roots of the self-conscious emotions. Addressing such diverse topics as morality, risky behavior, conformity, and nationalism, this book advances the psychology of emotion in very important ways.” - Ed Diener, PhD, Department of Psychology, University of Illinois at Urbana–Champaign, USA

“Self-conscious emotions are at the center of all inquiries into human beings as moral animals. This fascinating volume assembles diverse perspectives on the topic, offering a number of new insights and penetrating analyses. It is the single most important resource for all scholars hoping to get a glimpse at this emerging area of research.” - Shinobu Kitayama, PhD, Department of Psychology, University of Michigan, USA

Timely and authoritative, this volume reviews the breadth of current knowledge on the self-conscious emotions and their role in psychological and social functioning. Leading investigators approach the subject from multiple levels of analysis, ranging from basic brain mechanisms to complex social processes. Chapters present compelling advances in understanding research on the most fundamental self-conscious emotions: embarrassment, guilt, humiliation, pride, and shame. Addressed are neural and evolutionary mechanisms, developmental processes, cultural differences and similarities, and influences on a wide array of social behaviors and personality processes. A unique chapter on assessment describes and evaluates the full range of available measures.

Contents


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“Brick by brick, we build a science of the individual. On rare occasion, a master mason steps in, appoints a Palladian window in the perfect spot, and the sun comes pouring in. Walter Mischel is that master mason, and his contributions are honored in this book. The evolving science of the individual is at the center of each and every chapter; whether it is on temperament, intelligence, self-regulation, biology, or culture. The contributors are old hands at their craft, and together they have produced jewel-like pieces that reflect off each other to make their ideas about personality come alive. Ideal for graduate-level courses, this book tells the story of the remarkable progress that has been made in developing a science of the person.” - Mahzarin R. Banaji, PhD, Richard Clarke Cabot Professor of Social Ethics, Department of Psychology, Harvard University, USA

A major development in psychological science is increased recognition that persons and environments constitute dynamically interacting systems. This book presents advances from internationally renowned researchers in personality, social, cognitive, developmental, and cultural psychology, and other fields, who construct a science of the individual by studying individuals in context. Contributors build on seminal work by Walter Mischel (especially his citation classic, “Toward a Cognitive Social Learning Reconceptualization of Personality,” reprinted in the volume). A commentary from Mischel himself places the contributions in historical perspective and articulates the novel portrait of human nature that they yield.

Contents
The Self

Constantine Sedikides,
University of Southampton, UK
Steven J. Spencer,
University of Waterloo,
Canada (Eds.)

“Sedikides and Spencer have assembled an outstanding group of contributors who do some of the most exciting research on the self in psychology. Anyone who wants to know what’s happening in research on the self should definitely take a close look at this volume.” - Jennifer Crocker, Ph.D., Claude M. Steele Collegiate Professor of Psychology, University of Michigan

“This is a fascinating and informative volume on an ever-important topic. The contributors include many of the most exciting young researchers in the field.” - Roy F. Baumeister, Ph.D., Social Psychology Area Director and Francis Eppes Eminent Scholar, Florida State University

This volume provides a cutting-edge exposition to research on the self. Sixteen authoritative overviews highlight the role of the self around four themes. The first theme is Brain and Cognition, which includes a social neuroscience perspective on the self, implicit self-cognition, the structure of the self and autobiographical memory. The next theme is Motivation, in which chapters include social comparison, self-regulation, narcissism, and modesty. The third theme is Self-esteem and Emotions, covered by chapters on the measurement of self-esteem, terror management theory, sociometer theory, and self-conscious emotions. The final theme concerns the Interpersonal, Intergroup and Cultural Context, containing chapters on intimate relationships, social exclusion, the collective self, and culture.

Throughout the volume, the exposition is both scholarly and accessible. It also offers critical assessments along with thoughtful discussions of challenges and problems ahead, as well as the generation of novel hypotheses. As such, the book aspires to influence the research agenda for several years to come.

The Self will serve as an essential reference volume for active researchers in the field, while also being appropriate for use as a textbook in advanced courses on the self.
Identity and the Modern Organization presents a lively exchange of ideas among psychology and management scholars on the realities of modern organizational life and their effect on the identities that organizations and their members cultivate. This book bridges the domains of psychology and management to facilitate a multi-disciplinary, multi-level integration of theory and research on identity processes.

The volume highlights answers to important questions raised by shifting organizational forms and arrangements, such as:

- How are identity processes affected by, and how do they affect, the motivations of individuals and organizations?
- How do identity and identification shape the social processes that unfold between individuals and groups?
- How do strong versus weak contexts affect identity processes as the boundaries of organizations and social categories within them become more permeable?

An effective tool for understanding a wide variety of organizational phenomena, this book is intended for scholars and students in the fields of management, organizational theory, organizational behavior, social psychology, and industrial/organizational psychology.
Religious Fundamentalism and Social Identity

by Peter Herriot, University of Surrey and Open University Business School, UK (retired)

‘Peter Herriot demonstrates how far one can come with linking theories about intergroup relations with religious fundamentalism. It is evident that these theories are highly relevant for and applicable to the phenomenon at hand. He has created a remarkable and original work.’
– Bertjan Doosje, Associate Professor, University of Amsterdam, The Netherlands

‘Religious Fundamentalism and Social Identity makes a permanent contribution to efforts to understand a phenomenon that is unlikely to disappear and one we must all learn to live with.’
– Ralph W Hood, Professor of Psychology, University of Tennessee at Chatanooga, USA

The attacks on the World Trade Centre and the Pentagon in the United States of September 11th, 2001 brought the phenomenon of religious fundamentalism to the world’s attention. Sociological research has clearly demonstrated that fundamentalists are primarily reacting against modernity, and believe that they are fighting for the very survival of their faith against the secular enemy. But we understand very little about how and why people join fundamentalist movements and embrace a set of beliefs, values and norms of behaviour which are counter-cultural. This is essentially a question for social psychology, since it involves both social relations and individual selves.

Drawing on a broad theoretical perspective, social identity theory, Peter Herriot addresses two key questions: why do fundamentalists identify themselves as an in-group fighting against various out-groups? And how do the psychological needs for self-esteem and meaning motivate them? Case studies of Mohammed Atta, the leader of the 9/11 hijackers, and of the current controversy in the Anglican Church about gay priests and bishops, demonstrate how fruitfully this theory can be applied to fundamentalist conflicts. It also offers psychologically sensible ways of managing such conflicts, rather than treating fundamentalists as an enemy to be defeated.

Religious Fundamentalism and Social Identity is unique in applying social identity theory to fundamentalism, and rare in that it provides psychological (in addition to sociological) analyses of the phenomenon. It is a valuable resource for courses in social psychology which seek to demonstrate the applicability of social psychological theory to the real world.

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Pb: 978-0-415-41677-1: £14.95

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Amsterdam, The Netherlands

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Self-perception and behavior do not occur in a social vacuum: who we are, and what we do, is often a function of what other people are and do. Others can inform us of who we are (“I am the only sane person here”), or where we stand (“I am quite intelligent compared to him”); others can inspire us (“I want to be like her”), or discourage us (“I can never be like her”). In effect, social comparison is a fundamental process of self-conception through the perception of others-self, as it is identified with others.

Social Comparison Theories: Key Readings offers a core and comprehensive collection of readings that focus on the motivations and mechanisms underlying social comparison effects, the role of social comparison processes in everyday life, the similarities and differences between interpersonal and intergroup social comparisons, and the strategies people employ to disregard detrimental social comparison outcomes. This volume of works shows the wide range of topics that concern social comparisons researchers and also the shared beliefs that bind them together.

Contents
Shedding new light on important social problems like prejudice, bigotry, and intense conflicts around the world, this unique volume will be indispensable to students and researchers of social psychology, sociology and cultural studies.

Contents

Introduction. R. Brown, D. Capozza,
Self-Esteem: Issues and Answers
A Sourcebook of Current Perspectives

Michael H. Kernis (Ed.)

‘This book is a carefully planned survey of the field of self-esteem, organized in terms of key questions posed to the field’s most active and influential researchers. The essays they offer in response to the questions are focused, informative, and exact, providing a reference work that captures both the tradition of self-esteem psychology and its cutting-edge issues such as unconscious self-evaluation and the role of self-esteem in psychopathology.’ - Daniel M. Wegner, Professor of Psychology, Harvard University.

‘This stimulating, provocative, and compelling volume delivers just what the field of self-esteem needs most. It summarizes the status of current knowledge on the topic in an engaging and readable format - shedding light on what is known about the functioning of self-esteem, while simultaneously giving the reader a sense of the complexities involved in the concept. It does so without favouritism, not forcing pat answers, but allowing the readers to make up their own minds. This volume is a must-read for scholars and students interested in understanding the role of self-esteem in psychological and interpersonal functioning.’ - Carolyn C. Morf, Professor of Psychology, University of Bern and ex-Editor of Self & Identity

Research and theory on self-esteem have flourished in recent years. This resurgence has produced multiple perspectives on fundamental issues surrounding the nature of self-esteem and its role in psychological functioning and interpersonal processes.

Self-Esteem Issues and Answers brings together these various perspectives in a unique format. The book is divided into five sections. Section I focuses on core issues pertaining to the conceptualization and assessment of self-esteem, and when self-esteem is optimal. Section II concentrates on the determinants, development, and modifiability of self-esteem. Section III examines the evolutionary significance of self-esteem and its role in psychological processes and therapeutic settings. Section IV explores the social, relational, and cultural significance of self-esteem. Finally, Section V considers future directions for self-esteem researchers, practitioners, parents and teachers.

This volume offers a wealth of perspectives from prominent researchers from different areas of psychology. Each expert contributor was asked to focus his or her chapter on a central self-esteem issue. Three or four experts addressed each question. The result is that Self-Esteem Issues and Answers provides a comprehensive sourcebook of current perspectives on a wide range of central self-esteem issues.

Contents
Section I. Conceptualizing and Assessing Self-Esteem.

For full contents list go to http://bit.ly/kersel

Hb: 978-1-84169-420-7: £60.00
Published by Psychology Press
Self and Relationships
Connecting Intrapersonal and Interpersonal Processes

Kathleen D. Vohs,
University of Minnesota, USA
Eli J. Finkel, Northwestern University, USA (Eds.)

“This volume reflects state-of-the-art research on the dynamic interplay between the self and relationships. Lucidly written chapters provide textured and pointed discussions on how self-processes influence interpersonal relationships and vice versa. An admirable feature of the book is that it is tightly edited: chapters are interconnected and foster continuity, with one chapter addressing issues that were raised in another. The volume is well planned, comprehensive, and generative.

Importantly, it is perfectly suited for scholars in the field: as a textbook for graduate or undergraduate seminars (on self, relationships, or interpersonal processes); and even as a supplementary social psychology text for undergraduates ready for challenging work.” - Constantine Sedikides, PhD, Department of Psychology, University of Southampton, UK

“There has been a surge of interest in the interplay between the self and relationships in our empirical journals, but no comprehensive overview has been available. This timely volume satisfies that important need. It presents an impressive set of chapters examining both the influence of the self on relationship functioning and, even more uniquely, the role of relationships in shaping the self. Further, the broad conceptual definition of the self that the authors adopt gives the volume sufficient scope to be used both as an advanced undergraduate text and as a general reference book.” - John G. Holmes, PhD, Department of Psychology, University of Waterloo, Canada

This volume brings together leading investigators who integrate two distinct research domains in social psychology - people’s internal worlds and their close relationships. Contributors present compelling findings on the bidirectional interplay between internal processes, such as self-esteem and self-regulation, and relationship processes, such as how positively partners view each other, whether they are dependent on each other, and the level of excitement in the relationship. Methodological challenges inherent in studying these complex issues are described in depth, as are implications for understanding broader aspects of psychological functioning and well-being.

Handbook of Self and Identity

Mark R. Leary, Wake Forest University, USA
June Price Tangney, George Mason University, USA (Eds.)

“Terrific. A handbook should provide a comprehensive and current review of the field it covers, and the Handbook of Self and Identity delivers in each respect. This handbook would make a fine introduction in an advanced undergraduate course (assuming knowledgeable and engaged students), and an even better review of the field for graduate students (I am presently using it for this purpose). The book is also valuable to professionals working in the areas of self and identity.” - APA PsycCRITIQUES

“The editors have brought together many of the finest scholars in the field to write on critical issues in the psychology of the self: issues related to what the self is, where it comes from, and how it affects people’s lives. The Handbook does much in the way of defining the state of the science and setting the agenda for future generations of inquiry into the nature of personality.” - Mark Snyder, PhD, University of Minnesota

The self has emerged as a central construct in many domains of behavioral and social science. This state-of-the-science volume brings together an array of leading authorities to comprehensively review theory and research in this burgeoning area. Coverage includes the content, structure, and organization of the self; processes related to agency, regulation, and self-control; self-evaluation and self-related motivation and emotion; interpersonal and cultural issues; and self-development across evolutionary time and the lifespan. Also examined are ways that the development of the self can go awry, resulting in emotional and behavioral problems.

Contents
This book examines how standards and expectancies affect judgments of others and the self. Standards are points of comparison, expectancies are beliefs about the future, and both serve as frames of reference against which current events and people (including the self) are experienced. The central theme of the book is that judgments can be characterized as either assimilative or contrastive in nature. Assimilation occurs when the target of evaluation (another person, the self) is pulled toward or judged consistently with the standard or expectation, and contrast occurs when the target is differentiated from (judged in a direction opposite) the comparative frame. The book considers factors that determine whether assimilation versus contrast occurs, and focuses on the roles of contextual cues, the self, and stereotypes as standards for judging others, and the roles of internalized guides, stereotypes, and other people for judging the self.

Contents
Identity:
An International Journal of Theory and Research

Sponsored by the Society for Research on Identity Formation (SRIF)

EDITOR
Alan S. Waterman, The College of New Jersey, USA

Identity is international and multidisciplinary in scope, and this cutting-edge journal provides a forum for identity theorists and researchers around the globe to share their ideas and findings regarding the problems and prospects of human self-definition. The unifying thread of these articles is “identity” in its various manifestations throughout the life course. The operating assumption is that people in many parts of the world are struggling with aspects of their identities and that many of these problems transcend national, political, and cultural boundaries, taking on global proportions.

In addition to a focus on substantive theoretical and empirical analyses, Identity also welcomes policy discussions, program recommendations, and evaluation studies. Identity provides a forum in which theoretical analyses find practical applications in dealing with these global problems. Submissions are invited from all fields and from a full range of methodologies so as to provide multiple bridges, across nations and disciplines, between theory and research, and subjectivist and objectivist epistemologies. The intention is to provide a nonpartisan forum within which identity researchers from a variety of areas can communicate their findings and stay apprised of the findings of others, especially among those who use different technical languages.

Manuscript Submission
Submit manuscripts to editor-in-chief, Alan Waterman, by email at identity@tcnj.edu. Authors are strongly encouraged to submit manuscript files in MS Word format, as e-mail attachments or by disk. Prior to Submission, read the full Instructions for Authors at the journal’s website.

Special Issue
Identity Agents: A Focus on Those Purposefully Involved in the Identity of Others
Guest Editors: Elli P. Schachter and Sheila K. Marshall
The research and articles presented in this special issue deepen our understanding of those individuals and social or cultural institutions that knowingly and intentionally take part in the identity formation of others.
Volume 10, Issue 2 (May 2010)

Full details, current subscription rates, notes for authors, submission procedures and complete online contents are available at the journal’s website:
http://www.psypress.com/identity

Society for Research on Identity Formation:
http://www.identitysrif.org/

Free Sample Articles:
Identity and Adolescent Adjustment by Laura Ferrer-Wreder, Aleksandra Palchuk, Senel Poyrazli, Meg L. Small and Celene E. Domitrovich (Vol. 8:2, 95 – 105)
http://bit.ly/1dnide
http://bit.ly/1dnavd
Why Is Identity Achievement So Elusive? by Jane Kroger (Vol. 7:4 331-348)
http://bit.ly/1dnwhy
Self and Identity

The journal of the International Society for Self and Identity

EDITOR
Mark Alicke, Ohio University, USA

Work on self and identity has a special place in the study of human nature, as self-concerns are arguably at the center of individuals’ striving for well-being and for making sense of one’s life. Life goals develop and are influenced by one’s view of what one is like, the way one would ideally like to be (or would like to avoid being), as well as one’s perceptions of what is feasible. Furthermore, conceptions of self and the world affect how one’s progress towards these goals is monitored, evaluated, redirected, re-evaluated, and pursued again. Thus, the “self” as a construct has far-reaching implications for behavior, self-esteem, motivation, experience of emotions and the world more broadly, and hence for interpersonal relationships, society, and culture. Self and Identity is devoted to the study of these social and psychological processes of the self, including both its agentic aspects, as well as the perceived and construed aspects as reflected in its mental representations. The Journal aims to bring together work on self and identity undertaken by researchers across different subdisciplines within psychology (e.g., social, personality, clinical, development, cognitive), as well as across other social and behavioral disciplines (e.g., sociology, family studies, anthropology, neuroscience). Special emphasis is placed on theories and research that are generative in opening new terrain for future investigation. A second continual motivating goal of the journal, will be work that offers integration at the level of basic processes. The Journal publishes empirical articles of all lengths, and occasional theoretical pieces.

Readership
Personality and social psychologists; developmental/lifespan psychologists; clinical and counseling psychologists and mental health professionals in psychiatry and social work; cultural anthropologists and political scientists; historians; policy analysts concerned with social services and programs; sociologists; and those interested in cultural, educational, and gender studies.

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Special Issues
Two Sides to Every Self-Process: The Pros and Cons
Guest Editors: Virginia S. Y. Kwan and Lowell Gaertner
This special issue brings together leading researchers to present their unique perspectives on the benefits and liabilities of the self-process they study. Volume 8, Issues 2,3 (2009) ISBN 978-1-84872-703-8 £39.95

The Implicit Self
Guest editors: Laurie A. Rudman and Steven J. Spencer
The papers in this special issue use a variety of cutting-edge empirical approaches to advance social psychological theory and extend the applications of the implicit self to under-investigated domains, including the clinical consequences of the implicit self. Volume 6, Issues 2,3 (2007) ISBN 978-1-84169-826-7 £42.50

Full details, current subscription rates, notes for authors, submission procedures and complete online contents are available at the journal’s website:
http://www.psypress.com/sai
International Society for Self and Identity
http://issiweb.org

Free Sample Articles:
The Self as a Source of Relational Difficulties by Mark Leary (Vol 1:2, 137 – 142)

Authentic and Hubristic Pride: The Affective Core of Self-esteem and Narcissism by Jessica L. Tracy, Joey T. Chenga, Richard W. Robins and Kali H. Trzesniewskic (Vol. 8:2, 196-213)

Is There a Downside to Good Self-control? by Roy F. Baumeister and Jessica L. Alquist (Vol 8:2, 115-130)