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Social Psychology
THIRD EDITION
Handbook of Basic Principles

Edited by Paul A. M. Van Lange, PhD, E. Tory Higgins, PhD, and Arie W. Kruglanski, PhD

This definitive work—now extensively revised with many all-new chapters—has introduced generations of researchers to the psychological processes that underlie social behavior. What sets the book apart is its unique focus on the basic principles that guide theory building and research. Since work in the field increasingly transcends such boundaries as biological versus cultural or cognitive versus motivational systems, the third edition has a new organizational framework. Leading scholars identify and explain the principles that govern intrapersonal, interpersonal, intragroup, and intergroup processes, in chapters that range over multiple levels of analysis. The book’s concluding section illustrates how social psychology principles come into play in specific contexts, including politics, organizational life, the legal arena, sports, and negotiation.

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• Many new authors and updated chapter topics. • Stronger emphasis on the contextual factors that influence how and why the basic principles work as they do. • Incorporates up-to-date findings and promising research programs. • Integrates key advances in such areas as evolutionary theory and neuroscience.

““This volume provides a panoramic view of classic and emerging topics in social psychology. The geographic diversity of the authors brings forth an exciting range of topics as well as offering up a more accurate perspective on the psychology of social behavior.”
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I. Principles in Theory

II. Principles in Context

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