Shared Impressions

Jon W. Beard

Social Networking and Impression Management Carolyn M. Cunningham,2012-12-15 This book provides original research on key issues in the field of identity management and social networking sites. The contributors to this volume draw on current research in the field and offer new theoretical frameworks and research methods, making the book useful for both students and scholars of social media.

Blackwell Handbook of Social Psychology Michael A. Hogg,Scott Tindale,2008-04-15 This handbook provides an authoritative, up-to-date overview of the social psychology of group processes. The topics covered include group decisions, juries, group remembering, roles, status, leadership, social identity and group membership, socialization, group performance, negotiation and bargaining, emotion and mood, computer-mediated communication, organizations and mental health. Provides an authoritative, up-to-date overview of the social psychology of group processes. Written by leading researchers from around the world to provide a classic and current overview of research as well as providing a description of future trends within the area. Includes coverage of group decisions, juries, group remembering, roles, status, leadership, social identity and group membership, socialization, group performance, negotiation and bargaining, emotion and mood, computer-mediated communication, organizations and mental health. Essential reading for any serious scholar of group behavior. Now available in full text online via xreferplus, the award-winning reference library on the web from xrefer. For more information, visit www.xreferplus.com

Henry James and the Art of Impressions John Scholar,2020 Henry James criticized the impressionism movement, yet time and again used the word 'impressio' to represent his characters's consciousness, as well as the work of the literary artist. This book explores this anomaly, placing James's work within the wider cultural history of impressionism.

Contemporary Social Psychological Theories Peter James Burke,2006 This text presents the most important and influential social psychological theories and research programs in contemporary sociology. Original chapters by the scholars who initiated and developed these theoretical perspectives provide full descriptions of each theory, its background, development, and future. The first four chapters cover general approaches, organized around fundamental principles and issues--symbolic interaction, social exchange, distributive justice, and rational choice. The following chapters focus on specific research programs and theories, examining identity, affect, comparison processes, power and dependence, social exchange, status construction, and legitimacy. A concluding chapter provides an analysis of and commentary on the state of the theoretical programs in sociological social psychology. Contributors: Peter J. Burke, Joseph Berger, Coye Cheshire, Karen S. Cook, Pamela Emanuelson, Alexandra Gerbasi, Karen A. Hegtvedt, Michael A. Hogg, Guillermina Jasso, Edward J. Lawler, Michael W. Macy, George J. McCall, Linda D. Molm, Cecilia L. Ridgeway, Dawn T. Robinson, Lynn Smith-Lovin, Jan E. Stets, Jonathan H. Turner, Murray Webster Jr., David Willer, and Morris Zelditch, Jr.

African Impressions Rebekah Mitsein,2022-12-30 Nineteenth-century European representations of Africa are notorious for depicting the continent with a blank interior. But there was a time when British writers filled Africa with landed empires and contiguous trade routes linked together by a network of rivers. This geographical narrative proliferated in fictional and nonfictional texts alike, and it was born not from fanciful speculation but from British interpretations of what Africans said and showed about themselves and their worlds. Investigations of the representation of Africa in British texts have typically concluded that the continent operated in the British imagination as a completely invented space with no meaningful connection to actual African worlds, or as an inert realm onto which writers projected their expansionist fantasies. With African Impressions, Rebekah Mitsein revises that narrative, demonstrating that African elites

successfully projected expressions of their sovereignty, wealth, right to power, geopolitical clout, and religious exceptionalism into Europe long before Europeans entered sub-Saharan Africa. Mitsein considers the ways that African self-representation continued to drive European impressions of the continent across the early Enlightenment, fueling desires to find the sources of West Africa's gold and the city states along the Niger, to establish a relationship with the Christian kingdom of Prester John, and to discover the source of the Nile. Through an analysis of a range of genres, including travel narratives, geography books, maps, verse, and fiction, Mitsein shows how African strategies of self-representation and European strategies for representing Africa grew increasingly inextricable, as the ideas that Africans presented about themselves and their worlds migrated from contact zones to texts and back again. The geographical narratives that arose from this cycle, which unfolded over hundreds of years, were made to fit expansionist agendas, but they remained rooted in the African worlds and worldviews that shaped them.

Managing Impressions with Information Technology Jon W. Beard,2004-10-30 The contributors to this volume demonstrate the evolving ways in which impression management is conducted through the use of information technology. Whether consciously or unconsciously, individuals create and manage impressions of themselves when they use or interact with IT or in an IT environment. How? By managing the symbolism embedded in the technology. For example, technology is often the primary medium in interactions between a client and a work team, or virtual team, dedicated to servicing the needs of that client. The team itself may be geographically dispersed, lending a deeper layer to the management of impressions among members of the team via their use of technology, including e-mail, groupware, videoconferencing, and Intranet development. Researchers in the behavioral effects and consequences of information technology will find much of value here. This book is also of interest to information technology practitioners and professors alike who work with or study the broader organizational and individual signals, perceptions, and effects of IT-related decisions. Graduate students will find it appropriate as supplemental reading for courses on the organizational implications of IT, the behavioral effects of IT, the impact of IT on corporate strategy, and the impact of organizational design decisions.

Understanding Critical Social Psychology Keith Tuffin,2005 Understanding Critical Social Psychology is an exciting new textbook providing a comprehensive and reader-friendly approach to the theories and methods surrounding Critical Social Psychology. This book combines a critical examination of the traditional philosophies, practices and topics with an emphasis on introducing innovative and contemporary developments in social psychological research. In this way, Tuffin integrates newer insights with established modes of thinking.

Social Psychology Kenneth S. Bordens,Irwin A. Horowitz,2013-06-17 This second edition presents the core fundamentals of the subject in 11 manageable chapters while maintaining the book's scientific integrity. The research methods students need to understand, interpret, and analyze social psychological research are emphasized throughout. The streamlined approach provides an economical textbook for students and a flexible format that allows instructors to cover the entire book in a single semester. A book specific Web site contains a free online study guide and a variety of teaching tools. An Instructor's Manual/Test Bank and a Computerized Test Bank are also available.

Social Psychology, Third Edition Paul A. M. Van Lange,E. Tory Higgins,Arie W. Kruglanski,2020-10-06 This definitive work--now extensively revised with virtually 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. New to This Edition *Most of the book is entirely new. *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.

Voluntary Organisations and Social Welfare: an Administrator's Impressions George John Murray,1969

Dual-process Theories in Social Psychology Shelly Chaiken,Yaacov Trope,1999-02-19 This informative volume presents the first comprehensive review of research and theory on dual-process models of social information processing. These models distinguish between qualitatively different modes of information processing in making decisions and solving problems (e.g., associative versus rule-based, controlled versus uncontrolled, and affective versus cognitive modes). Leading contributors review the basic assumptions of these approaches and review the ways they have been applied and tested in such areas as attitudes, stereotyping, person perception, memory, and judgment. Also examined are the relationships between different sets of processing modes, the factors that determine their utilization, and how they work in combination to affect responses to social information.

Shared Experiences in Human Communication Stewart L. Tubbs,2020-03-12 A novel approach to traditional subjects, the wide variety of opinions, and the extensive introductory material lift this book out of the ordinary "readings class, and will reward the reader with understanding and appreciation of a complex subject. This collection of 37 provocative selections on human communication shares with the reader the experience and insights of some of the best minds in the discipline. The selections for the most part deal with traditional communication topics in a novel way. For example, in the chapter on verbal communication, there is a selection on profane language; in the chapter on nonverbal communication, there is a section entitled "The Silent Language of Love"; in the chapter on small group communication, there's the Parkinson article on laws in groups; and in the chapter on mass communication, there's one on today's interest in sexually oriented magazines. The entire spectrum of topics usually found in beginning courses in speech communication is here. An extensive Section Two includes discussion on the psychological and transactional analysis views of communication. A brief introduction precedes each section focusing on the key ideas of each reading. Sources include the Journal of Communication, Industry Week, Journalism Quarterly, Psychology Today, Supervisory Management, Journal of Social Issues, Harvard Business Review, and Today's Speech.

Mastering First Impressions: Unlocking the Key to Instant Rapport Willow R. Stone,2023-01-01 You never get a second chance to make a first impression. Unlock the secrets of making a powerful and lasting impression with Mastering First Impressions: Unlocking the Key to Instant Rapport. In today's fast-paced world, making a positive first impression is more important than ever. This comprehensive guide provides you with the tools and strategies to create an unforgettable introduction that will open doors and build lasting connections. Dive into the psychology of first impressions and learn how to read body language, project confidence, and engage in active listening. Understand the importance of personal branding and how your appearance, behavior, and communication style shape the way others perceive you. With expert advice and practical tips, this book will help you navigate various social and professional settings with ease. Mastering First

Impressions covers essential topics, including: The Science of First Impressions: Understanding the Impact The Art of Nonverbal Communication: Body Language and Gestures Projecting Confidence and Authenticity: Be True to Yourself The Power of a Smile: Radiating Warmth and Positivity Dressing for Success: Crafting Your Personal Style Engaging in Active Listening: Building Trust and Rapport Making Small Talk: Mastering the Art of Conversation Networking with Purpose: Creating Valuable Connections Navigating Different Social Settings: From Parties to Interviews Handling Introductions: The Art of Remembering Names The Role of Humor: Lightening the Mood and Bonding with Others Cultivating Emotional Intelligence: Building Stronger Relationships Online First Impressions: Social Media and Professional Presence Overcoming Social Anxiety: Tips for Feeling at Ease in New Situations Learning from Mistakes: How to Bounce Back from a Poor First Impression Whether you're attending a networking event, going on a first date, or starting a new job, Mastering First Impressions will equip you with the skills to make every interaction count. Start your journey towards building stronger connections, improving your personal and professional life, and creating lasting impressions that matter. Contents: Understanding First Impressions The Psychology Behind First Impressions How First Impressions Impact Our Lives The Importance of Appearance Dressing for Success Personal Grooming and Hygiene Body Language and Nonverbal Communication Posture and Poise Eye Contact and Facial Expressions Effective Verbal Communication Active Listening Skills Speaking with Confidence The Art of Small Talk Conversation Starters Reading Social Cues Building Rapport Finding Common Ground Showing Genuine Interest Personal Branding Defining Your Unique Selling Proposition Crafting Your Personal Narrative Networking Strategies Mastering Networking Events Leveraging Social Media for Networking The Power of a Positive Attitude Cultivating Optimism Showing Enthusiasm and Energy Making an Impact in Professional Settings Job Interviews and First Impressions First Impressions in Business Meetings First Impressions in Social Settings Making Friends and Building Connections Dating and Romantic Relationships The Role of Empathy Understanding Others' Perspectives Showing Compassion and Sensitivity Cultural Awareness and Etiquette Adapting to Different Cultural Norms International Business Etiquette Mastering Introductions The Perfect Handshake Introducing Yourself and Others Confidence Building Techniques Overcoming Shyness and Social Anxiety Developing Self-Assurance The Importance of Authenticity Staying True to Yourself Balancing Adaptability and Authenticity First Impressions in the Digital Age Crafting an Impressive Online Presence Online Communication Best Practices Reinventing Your Image Overcoming Past Mistakes Building a New Reputation The Art of Public Speaking Engaging Your Audience Managing Stage Fright Overcoming First Impression Bias Recognizing and Addressing Bias Giving Others a Second Chance The Power of Influence and Persuasion The Principles of Influence Persuasive Communication Techniques The Role of Humor in First Impressions Timing and Appropriate Jokes Using Humor to Connect Maintaining a Lasting Impression Consistency and Follow-Up Building Long-Term Relationships First Impression Success Stories Real-Life Examples and Lessons Learned Inspiration for Your Own First Impression Journey Mirroring and Matching Techniques Understanding Mirroring and Its Benefits How to Effectively Use Matching in Conversations Mastering Your Voice and Tone Modulating Your Voice for Impact Choosing the Right Tone for Different Situations First Impressions and Leadership Establishing Credibility and Trust Inspiring Confidence in Others Handling Challenging Situations Dealing with Difficult People Managing Conflict and Disagreements The Art of Storytelling Engaging Your Audience Through Stories Personal Anecdotes and Their Impact on First Impressions Emotional Intelligence and First Impressions Recognizing and Managing Your Emotions Responding to the Emotions of Others The Science of Charisma Understanding Charisma and Its Role in First

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Gamification for Human Factors Integration: Social, Education, and Psychological Issues Bishop, Jonathan,2014-01-31 With the popularity and ease-of-access to internet technologies, especially social networking, a number of human-centered issues has developed including internet addiction and cyber bullying. In an effort to encourage positive behavior, it is believed that applying gaming principles to non-gaming environments through gamification can assist in improving human interaction online. Gamification for Human Factors Integration: Social, Educational, and Psychological Issues presents information and best practices for promoting positive behavior online through gamification applications in social, educational, and psychological contexts. Through up-to-date research and practical applications, educators, academicians, information technology professionals, and psychologists will gain valuable insight into human-internet interaction and a possible solution for improving the relationship between society and technology.

Dual-Process Theories of the Social Mind Jeffrey W. Sherman,Bertram Gawronski,Yaacov Trope,2014-05-01 This volume provides an authoritative synthesis of a dynamic, influential area of psychological research. Leading investigators address all aspects of dual-process theories: their core assumptions, conceptual foundations, and applications to a wide range of social phenomena. In 38 chapters, the volume addresses the pivotal role of automatic and controlled processes in attitudes and evaluation; social perception; thinking and reasoning; self-regulation; and the interplay of affect, cognition, and motivation. Current empirical and methodological developments are described. Critiques of the duality approach are explored and important questions for future research identified--

First Impressions Ann Demarais, Ph.D.,Valerie White, Ph.D.,2007-12-18 What kind of first impression do you make? A first impression is the most important impression you'll ever make—and you get only one chance to make it. Business deals can be made or broken, first dates become second dates or not, friendships are created or fail to form; everything hinges on that all-important initial encounter. And yet most of us don't know how we're really seen by others. Many of us don't know how to make a good impression. Wouldn't you like others to see you as confident, interesting, attractive, and sincere? Ann Demarais, Ph.D., and Valerie White, Ph.D., consultants to many Fortune 100 companies as well as creators of First Impressions, Inc., a New York–based dating and consulting firm, offer you the keys to putting your best self forward in any new situation, whether you want to strike up a conversation at a party or are meeting a blind date or a new business client. You'll learn to see yourself as others see you, and how to tweak your style to create the impression that reflects the real you. Breaking down a successful first impression into its seven fundamentals, the authors show you how to master these principles so that you can make the best first impression. They also show how to avoid common misunderstandings

that leave others with a bad impression, how to reveal the four universal social gifts, and they outline practical steps you can take to enhance your personal charm. Informative and filled with enlightening research studies, do-it-yourself checklist reviews, and dozens of helpful case histories, First Impressions is a fun, groundbreaking, and long-overdue guide to the most important moment of virtually any relationship: the first.

A Yog=ac=ara Buddhist Theory of Metaphor Roy Tzohar,2018-04-09 Buddhist philosophy is fundamentally ambivalent toward language. Language is paradoxically seen as both obstructive and necessary for liberation. In this book, Roy Tzohar delves into the ingenious response to this tension from the Yogacara school of Indian Buddhism: that all language-use is metaphorical. Exploring the profound implications of this claim, Tzohar makes the case for viewing the Yogacara account as a full-fledged theory of meaning, one that is not merely linguistic, but also applicable both in the world as well as in texts. Despite the overwhelming visibility of figurative language in Buddhist philosophical texts, this is the first sustained and systematic attempt to present an indigenous Buddhist theory of metaphor. By grounding the Yogacara pan-metaphorical claim in a broader intellectual context, of both Buddhist and non-Buddhist schools, the book uncovers an intense philosophical conversation about metaphor and language that reaches across sectarian lines. Tzohar's analysis radically reframes the Yogacara controversy with the Madhyamaka school of philosophy, sheds light on the Yogacara application of particular metaphors, and explicates the school's unique understanding of experience.

Segregation in the New South Carl V. Harris,2022-11-09 Carl V. Harris's Segregation in the New South, completed and edited by W. Elliot Brownlee, explores the rise of racial exclusion in late nineteenth-century Birmingham, Alabama. In the 1870s, African Americans in this crucial southern industrial city were eager to exploit the disarray of slavery's old racial lines, assert their new autonomy, and advance toward full equality. However, most southern whites worked to restore the restrictive racial lines of the antebellum South or invent new ones that would guarantee the subordination of Black residents. From Birmingham's founding in 1871, color lines divided the city, and as its people strove to erase the lines or fortify them, they shaped their futures in fateful ways. Social segregation is at the center of Harris's history. He shows that from the beginning of Reconstruction southern whites engaged in a comprehensive program of assigning social dishonor to African Americans—the same kind of dishonor that whites of the Old South had imposed on Black people while enslaving them. In the process, southern whites engaged in constructing the meaning of race in the New South.

The Psychology of Social Networking Vol.1 Giuseppe Riva,Brenda K. Wiederhold,Pietro Cipresso,2015-01-01 Using a novel approach to consider the available literature and research, this book focuses on the psychology of social media based on the assumption that the experience of being in a social media has an impact on both our identity and social relationships. In order to 'be online', an individual has to create an online presence – they have to share information about themselves online. This online self is presented in different ways, with diverse goals and aims in order to engage in different social media activities and to achieve desired outcomes. Whilst this may not be a real physical presence, that physicality is becoming increasingly replicated through photos, video, and ever-evolving ways of defining and describing the self online. Moreover, individuals are using both PC-based and mobile-based social media as well as increasingly making use of photo and video editing tools to carefully craft and manipulate their online self. This book therefore explores current debates in Cyberpsychology, drawing on the most up-to-date theories and research to explore four main aspects of the social media experience (communication, identity, presence and relationships). In doing so, it considers the interplay of different areas of psychological research with current technological and security insight into how individuals create, manipulate and maintain their online identity

and relationships. The social media are therefore at the core of every chapter, with the common thread throughout being the very unique approach to considering diverse and varied online behaviours that may not have been thus far considered from this perspective. It covers a broad range of both positive and negative behaviours that have now become integrated into the daily lives of many westernised country's Internet users, giving it an appeal to both scholarly and industry readers alike.

Some Impressions of Social Services in Great Britain United States Educational Commission in the United Kingdom,1956

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