



Reading list 2009–10

79 Elements of social and applied psychology

The current edition of the subject guide is the 2009 edition. This reading list was last updated in May 2009. Any queries about this reading list should be directed to externalstudy@lse.ac.uk.

Essential reading

Three main texts have been selected for this unit. Although you are not required to purchase all three of these texts, it is likely that you will need to purchase at least one of the essential texts and it is important that you should consult all of them during your studies. The first two texts are:

Hogg, M.A. and G.M. Vaughan *Social Psychology*. (Harlow: Prentice Hall, 2008) fourth edition [ISBN 9780132069311].

Myers, D. *Social Psychology*. (Boston/London: McGraw-Hill, 2008) ninth edition [ISBN 9780073310268].

Both of these textbooks provide a review of the main areas of social psychology and either would be suitable for purchase. Which one you choose will depend on the style of writing and format you prefer. The third text is:

Matsumoto, D. and L. Juang *Culture and Psychology*. (London: Thomson Wadsworth, 2008) fourth edition [ISBN 9780495097877].

This textbook is valuable in that it takes a cross-cultural perspective to social psychology and its applications.

Further reading

Journal articles

Baumeister, R.F., J.D. Campbell, J.I. Krueger and K.D. Vohs 'Does high self-esteem cause better performance, interpersonal success, happiness, or healthier lifestyles?', *Psychological Science* 4(1) 2003, pp.1–44.

Berscheid, E. 'Interpersonal relationships', *Annual Review of Psychology* (45) 1994, pp.79–129.

Dittmar, H. 'Are you what you have?', *The Psychologist* 17(4) 2004, pp.206–10.

Gergen, K.J. 'The social constructionist movement in modern psychology', *American Psychologist* (40) 1985, pp.266–75.

Van Vugt, M. 'The Psychology of Social Dilemmas', *The Psychologist* (6) 1998, pp.289–92.

Books

Anselmi, D.L. and A.L. Law *Questions of Gender: Perspectives and paradoxes*. (New York: McGraw-Hill, 1998) second edition. [ISBN 9780070060173] especially Chapters 1, 4, 5 and 10.

Archer, J. and B. Lloyd *Sex and Gender*. (Cambridge: Cambridge University Press, 2002) second edition [ISBN 9780521632300].

Argyle, M. 'Social Skills' Chapter 5, pp.76–104, in Mackintosh, N.J. and A.M. Colman (eds) *Learning and Skills*. (London: Longman, 1995) [ISBN 9780582278097].

- Arnold, J., C.L. Cooper and I.T. Robertson *Work Psychology. Understanding Human Behaviour in the Workplace*. (London: Pitman, 2004) [ISBN 9780273655442].
- Aronson, E. *The Social Animal*. (New York: Worth Publishers, 2008) tenth edition [ISBN 9781429203166] Chapters 2, 7, 8 and 9.
- Aronson, E., T.D. Wilson and M.B. Brewer (1998). 'Experimentation in social psychology'. Chapter 3 in Gilbert, D.T., S.T. Fiske & G. Lindzey (eds) *The Handbook of Social Psychology. Volume I*.(McGraw-Hill) [ISBN 9780195213768] pp.99–142.
- Augoustinos, M., I. Walker and N. Donaghue *Social Cognition. An Integrated Introduction*. (London: Sage 2006) second edition [ISBN 9780761942191].
- Baron, R.A., N.R. Branscombe and D. Byrne *Social Psychology* (Allyn & Bacon, 2008) twelfth edition [ISBN 9780205581498] Chapters 2 and 3.
- Barrett, L., R. Dunbar and J. Lycett *Human Evolutionary Psychology*. (Basingstoke: Palgrave, 2002) [ISBN 9780333725580] Chapter 4.
- Batson, C.D. (1998) 'Altruism and prosocial behaviour'. In Gilbert, D.T., S.T. Fiske and G. Lindzey (eds.) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].
- Baumeister, R.F., 'The self'. Chapter 15 in Gilbert, D.T., S.T. Fiske and G. Lindzey (eds) *The Handbook of Social Psychology. Volume I*.(McGraw-Hill) [ISBN 9780195213768].
- Berscheid, E. and H.T. Reis 'Attraction and close relationships' in Gilbert, D.T. S.T. Fiske and G. Lindzey (eds.) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].
- Brannon, L. *Gender: Psychological Perspectives*. (Boston, MA: Allyn and Bacon, 2007) fifth edition [ISBN 9780205521142] Chapters 6, 7, 9 and 12.
- Brown, R. *Group Processes*. (Oxford. Blackwell, 2002) second edition [ISBN 9780631218524] Chapters 1, 4, 5, 6, 7 and 8.
- Brown, R. *Social Psychology*. (Free Press, 2003) second edition [ISBN 9780743253406] Chapter 14 pp.737–743.
- Buchanan, D. and A. Huczynski *Organizational behaviour: an introductory text*. (London: Prentice Hall, 2006) sixth edition [ISBN 9781405840972]. Chapters 7–10, 19 and 21.
- Bull, P. 'Non-Verbal Communication'. Chapter 5, pp.78–98, in Argyle, M. and A.M. Colman *Social Psychology*. (London: Longman, 1995) [ISBN 9780582278042].
- Cooper, C., P. Dewe and M. O'Driscoll *Organizational Stress: A Review and Critique of Theory, Research and Applications*. (Thousand Oaks, CA: Sage, 2005) [ISBN 9780761914815].
- Cooper, P. 'Eating disorders'. Chapter 4 in Lazarus, A.A. and A.M. Colman (eds) *Abnormal Psychology*. (London: Longman, 1995) [ISBN 9780582278073].
- Crisp, R.J. and R.N. Turner *Essential Social Psychology*. (London: Sage 2007) [ISBN 9780761942153].
- DePaulo, B. M., & H.S. Friedman 'Nonverbal communication'. Chapter 19 in Gilbert, D.T., S.T. Fiske and G. Lindzey (eds) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].
- Duck, S. *Human Relationships: An introduction to Social Psychology*. (London: Sage, 1992) second edition [ISBN 9780803983809 (pbk)].
- Eagly, A and S. Chaiken 'Attitude structure and function'. In Gilbert, D.T., S. T. Fiske and G. Lindzey (eds) *The Handbook of Social Psychology. Volume I*. (McGraw-Hill) [ISBN 9780195213768] pp.269–322.
- Eagly, A and S. Chaiken *The Psychology of Attitudes*. (Fort Worth, TX: Harcourt Brace Jovanovich, 1993) [ISBN 9780155000971].
- Fiske, A.P., S. Kitayama, H.R. Markus and R.E. Nisbett (1998) 'The cultural matrix of social psychology'. In Gilbert, D.T., S.T. Fiske, and G. Lindzey (eds) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].
- Fiske, S.T. 'Stereotyping, prejudice and discrimination'. In Gilbert, D.T., S.T. Fiske and G. Lindzey (eds.) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].
- Fraser, C. and B. Burchell *Introducing Social Psychology* (London: Polity Press, 2001) [ISBN 9780745610948] Chapters 5, 8, 9, 14, 15.
- Gatchel, R.J. 'Stress and coping'. Chapter 5 in Parkinson, B. and A.M. Colman (eds) *Emotion and Motivation*. (London: Longman, 1995) [ISBN 9780582278080].

- Gilbert, D.T. 'Ordinary personology'. Chapter 20 in Gilbert, D.T., S.T. Fiske, & G. Lindzey (Eds) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].
- Gill, R. 'Discourse analysis' in Bauer, M.W. and G. Gaskell (eds) *Qualitative researching with text, image and sound. A practical handbook*. (London: Sage, 2000) [ISBN 9780761964803].
- Graumann, C.F. 'Introduction to a History of Social Psychology', in Hewstone, M.W., M.W.W. Stroebe, J.-P. Codol and G.M. Stephenson (eds.) *Introduction to Social Psychology: A European Perspective*. (Oxford: Blackwell, 2001) third edition [ISBN 9780631204374].
- Hepburn, A. *An introduction to critical social psychology*. (London/Thousand Oaks/New Delhi: Sage, 2003) [ISBN 9780761962106].
- Hewstone, M., W. Stroebe and K. Jonas (eds) *Introduction to Social Psychology. A European Perspective*. (Oxford: BPS/Blackwell, 2008) fourth edition [ISBN 9781405124003].
- Higgins, E.T. 'Self-discrepancy theory: What patterns of self-beliefs cause people to suffer?' in Berkowitz, L. (ed.) *Advances in experimental social psychology*. (Vol 22, 1989, pp. 93–136) (New York: Academic Press) [ISBN 9780120152216].
- Hinton, P. *Stereotypes, Cognition and Culture*. (Hove: Psychology Press, 2000) [ISBN 9780415198653].
- Jonas, K., A.E. Eagly & W. Stroebe 'Attitudes and Persuasion'. Chapter 1 in Argyle, A. and A.M. Colman (eds.) *Social Psychology*. (London: Longman, 1995) [ISBN 9780582278042].
- Jones, E.E. 'Major developments in five decades of social psychology', in Gilbert, D.T., S.T. Fiske and G. Lindzey (eds) *The Handbook of Social Psychology. Volume I*. (McGraw-Hill) [ISBN 9780195213768].
- Jones, E.E., and T.S. Pittman (1982) 'Towards a general theory of strategic self-presentation' in Suls, J. (ed.) *Psychological Perspectives on the Self*. (Volume 1, pp. 233–62) (Hillsdale, N.J.: Erlbaum) [ISBN 9780898591972].
- Kenrick, D.T., S.L. Neuberg and R.B. Cialdini *Social Psychology: Goals in interaction*. (Boston, Mass.: Allyn & Bacon, 2007) fourth edition [ISBN 978025517152] Chapter 13.
- Kimmel, M.S. *The Gendered Society*. (New York: Oxford University Press, 2000) [ISBN 9780195125870] especially Chapters 3, 4, 5, 8 and 9.
- Krauss, R.M. and C.-Y. Chiu 'Language and social behaviour'. Chapter 18 in Gilbert, D.T., S.T. Fiske, & G. Lindzey (Eds) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].
- Moghaddam, F.M. *Social Psychology: exploring universals across cultures*. (New York: WH Freeman and Company, 1998). [ISBN 0716728494].
- Muchinsky, P.M. (2000) *Psychology Applied to Work: An introduction to industrial and organisational psychology*. (Belmont, CA: Wadsworth) seventh edition [ISBN 9780534596316].
- Pinker, S. *How the mind works*. (New York: Norton, 1997) [ISBN 9780393045352] Chapter 7.
- Pruitt, W.D. 'Social conflict'. Chapter 27 in Gilbert, D.T., S.T. Fiske and G. Lindzey (eds) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].
- Sabini, J. *Social Psychology*. (New York/London W.W.Norton and Company, 1995) second edition [ISBN 9780393966091] Chapters 1, 4, 6, 8, 12, 16 and 17.
- Salovey, P., A.J. Rothman, & J. Rodin 'Health behaviour'. Chapter 31 in Gilbert, D.T. S.T. Fiske, & G. Lindzey (Eds) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].
- Smith, E.R. and D.M. Mackie *Social Psychology*. (Psychology Press, 2007) [ISBN 9781841694092] Chapters 5, 8, 12 and 14 and Chapter 1 especially pp.3–20.
- Snyder, M. 'The self-monitoring of expressive behavior', *Journal of Personality and Social Psychology* (30) 1974, pp.526–37.
- Stangor, C. (ed.) *Stereotypes and prejudice: Essential readings*. (Philadelphia: Psychology Press, 2000) [ISBN 9780863775888].
- Statt, D.A. *Psychology and the World of Work* (Basingstoke, Hants: Palgrave Macmillan, 2004) second edition [ISBN 9781403901552] Chapters 5, 8, 13, 14, 17 and 18.
- Sutherland, V. and C. Cooper *Strategic Stress Management* (London: Macmillan (now Palgrave Macmillan), 2002) [ISBN 9780333774878].
- Tesser, A. *Advanced Social Psychology*. (Boston, Mass: McGraw Hill, 1995) [ISBN 9780070633926].

Tetlock, P.E. 'Psychology and world politics'. Chapter 35 in Gilbert, D.T., S.T. Fiske, & G. Lindzey (Eds) *The Handbook of Social Psychology. Volume II*. (New York: McGraw Hill, 1998) [ISBN 9780195213768].

Wegner, D.M. and J.A. Bargh 'Control and automaticity in social life'. Chapter 10 in Gilbert, D.T., S.T. Fiske, and G. Lindzey (eds) *The Handbook of Social Psychology. Volume I* (McGraw-Hill) [ISBN 9780195213768]

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