

PERSUASION

Social Influence and Compliance Gaining

Seventh Edition



Robert H. Gass and John S. Seiter



Persuasion Social Influence And Compliance Gaining

Xiang Xie



Persuasion Social Influence And Compliance Gaining:

Persuasion Robert H. Gass, John S. Seiter, 2022-04-06 The seventh edition of this field leading textbook provides an accessible and rigorous presentation of major theories of persuasion and their applications to a variety of real world contexts In addition to presenting established theories and models this text encourages students to develop and apply general conclusions about persuasion in real world settings Along the way students are introduced to the practice of social influence in an array of contexts e g advertising marketing politics interpersonal relationships social media groups and across a variety of topics e g credibility personality deception motivational appeals visual persuasion The new edition features expanded treatment of digital and social media up to date research on theory and practice an increased number of international cases and new and expanded discussions of topics such as online influencers disinformation and fake news deepfakes message framing normative influence stigmatized language and inoculation theory This is the ideal textbook for courses on persuasion in communication psychology advertising and marketing programs Instructors can also use the book s downloadable test bank instructor s manual and PowerPoint slides in preparing course material

Perspectives on Persuasion, Social Influence, and Compliance Gaining John S. Seiter, Robert H. Gass, 2004 This collection of chapters written by some of the most important persuasion scholars of our time represents the scope depth and richness of the field of persuasion With contributions from authors in a wide variety of disciplines Perspectives On Persuasion Social Influence and Compliance Gaining provides students with a panoramic view of the field broadening their perspective and understanding of the influence and impact of persuasion in our lives Contributing authors include Richard Petty John Cacioppo James Dillard Daniel O Keefe Michael Cody Robert Cialdini Michael Burgoon Linda Carli David Buller Judee Burgoon and others Features Students gain insights directly from those who produced the theories and research as these top notch scholars reflect on the development of the theory or research where it is going and where it has been The contributors come from multiple disciplines including communication psychology and business offering students multiple perspectives on the content Introductions to each section provide students with the rationale for student an appreciation of ethics an orientation to each chapter and an understanding of each chapter s contribution to the field Early chapters on conceptualizations of persuasion the history of the field and theoretical developments give students the background necessary for understanding what persuasion is and how it functions Chapters on both theories of persuasion and the practice of persuasion in multiple contexts help students see the connection between theory and practice Concrete examples of theories and concepts bring the text to life and help students more easily understand the material Chapter on deception enables students to see how one of the most recently researched areas fits into the field of persuasion

Persuasion Robert H. Gass, John S. Seiter, 2013-02-01 A comprehensive overview of persuasion theory Persuasion Social Influence and Compliance Gaining first helps students understand established theories and models of persuasion It then encourages them to develop and apply general conclusions about persuasion in real world

settings The 5th edition explores how social media continues to be a form of influence but it also looks at grassroots movements such as the Tea Party and Occupy Wall Street and traditional forms of persuasion such as advertising marketing and political campaigning This text is available in a variety of formats print and digital Check your favorite digital provider for your eText including CourseSmart Kindle Nook and more To learn more about our programs pricing options and customization click the Choices tab Learning Goals Upon completing this book readers will be able to Understand how persuasion works Discuss the impact culture has on persuasion Understand and identify key differences among persuasion propaganda and manipulation 0205956254 9780205956258 Persuasion Social Influence and Compliance Gaining Plus MySearchLab with eText Access Card Package Package consists of 0205239927 9780205239924 MySearchLab with Pearson eText Valuepack Access Card 0205912966 9780205912964 Persuasion Social Influence and Compliance Gaining

Encyclopedia of Communication Theory Stephen W. Littlejohn, Karen A. Foss, 2009-08-18 The Encyclopedia of Communication Theory provides students and researchers with a comprehensive two volume overview of contemporary communication theory Reference librarians report that students frequently approach them seeking a source that will provide them with a quick overview of a particular theory or theorist just enough to help them grasp the general concept or theory and its relation to the discipline as a whole Communication scholars and teachers also occasionally need a quick reference for theories Edited by the co authors of the best selling textbook on communication theory and drawing on the expertise of an advisory board of 10 international scholars and nearly 200 contributors from 10 countries this work finally provides such a resource More than 300 entries address topics related not only to paradigms traditions and schools but also metatheory methodology inquiry and applications and contexts Entries cover several orientations including psycho cognitive social interactional cybernetic and systems cultural critical feminist philosophical rhetorical semiotic linguistic and discursive and non Western Concepts relate to interpersonal communication groups and organizations and media and mass communication In sum this encyclopedia offers the student of communication a sense of the history development and current status of the discipline with an emphasis on the theories that comprise it **Persuasion** Robert H Gass, John S Seiter, 2015-07-17 First Published in 2015 Routledge is an imprint of Taylor Francis an Informa company *Persuasion, Social Influence, and Compliance Gaining* Robert H. Gass, John S. Seiter, 1999 Emphasizes the divergence between the traditional and non traditional spheres of the study of persuasion The authors argue that both approaches are part of the same whole and that whether one uses the term persuasion social influence or compliance gaining all involve essentially the same human

Rhetorik und Stilistik / Rhetoric and Stylistics Ulla Fix, Andreas Gardt, Joachim Knape, 2008-12-19 Keine ausführliche Beschreibung für Rhetorik und Stilistik Rhetoric and Stylistics verfügbar Persuasion Robert H (California State University Gass, Fullerton USA), John S (Utah State University Seiter, USA), 2019-02-19 Now in its sixth edition Persuasion Social Influence and Compliance Gaining continues to boast an accessible voice and vibrant aesthetic that appeals to undergraduate

students of communication psychology advertising and marketing In addition to presenting established theories and models this text encourages students to develop and apply general conclusions about persuasion in real world settings Along the way students are introduced to the practice of social influence in an array of contexts e g advertising marketing politics interpersonal relationships social media groups and across a variety of topics e g credibility personality deception motivational appeals visual persuasion The new edition features an expanded treatment of digital and social media up to date research on theory and practice and enhanced discussions of topics such as political campaigning emotional marketing olfactory influence and ethics Forthcoming Instructors can also use the book s downloadable test bank instructor s manual and PowerPoint slides in preparing course material

Persuasion, Instructor's Review Copy Robert H. Gass, John S. Seiter, 2015-05-13 Persuasion Social Influence and Compliance Gaining first helps students understand established theories and models of persuasion It then encourages them to develop and apply general conclusions about persuasion in real world settings The 5th edition explores how social media continues to be a form of influence but it also looks at grassroots movements such as the Tea Party and Occupy Wall Street and traditional forms of persuasion such as advertising marketing and political campaigning

21st Century Communication: A Reference Handbook William F. Eadie, 2009-05-15

Highlights the most important topics issues questions and debates affecting the field of communication in the 21st Century

Persuasion Daniel J. O'Keefe, 2015-02-18 Persuasion Theory and Research Third Edition is a comprehensive overview of social scientific theory and research on persuasion Written in a clear and accessible style that assumes no special technical background in research methods the Third Edition has been thoroughly revised to reflect developments in persuasion studies New discussions of subjects such as reactance and the use of narratives as vehicles for persuasion revised treatments of the theories of reasoned action and planned behavior and two new chapters on social judgment theory and stage models provide your students with the most current work on persuasion in a clear straightforward manner In this edition author Daniel J O Keefe has given special attention to the importance of adapting tailoring messages to audiences to maximize persuasiveness Each chapter has a set of review questions to guide students through the chapter s material and quickly master the concepts being introduced

Attitudes and Persuasive Communication Prof. Dr. Bilal Semih Bozdemir, Attitudes and Persuasive Communication Defining Attitudes Components and Functions Attitude Formation and Change Cognitive Dissonance Resolving Inconsistencies Persuasion Theories ELM and HSM Compliance Gaining Strategies Rhetorical Devices and Persuasive Tactics Ethical Considerations in Persuasive Communication Conclusion and Key Takeaways

Encyclopedia of Communication Theory: J - Y Stephen W. Littlejohn, Karen A. Foss, 2009 Provides students and researchers with a comprehensive overview of contemporary communication theory Entries address topics related not only to paradigms traditions and schools but also metatheory methodology inquiry and applications and contexts

The Dynamics of Persuasion Richard M. Perloff, 2003 This completely revised second edition of the best selling text presents an up to date

comprehensive introduction to persuasive communication and attitude change Employing the same organizational strategy he used in the first edition but offering more applications and fresh examples Richard Perloff systematically explores the impact of persuasive communications on attitudes toward a host of topics spanning health politics and racial prejudice This text will enhance students understanding of persuasion theories and research introduce readers to the social science perspective on persuasion expose students to major issues discussed in the field of persuasion research help students appreciate complexities and subtleties in the dynamics of everyday persuasion and raise consciousness about the ethics of contemporary persuasion Part I introduces students to the ubiquity of persuasion how it is defined and differentiated from related terms and the meaning of core concepts like attitude belief and value Perloff combines a discussion of major concepts such as balance theory accessibility and the theory of reasoned action with application of these concepts to numerous situations in everyday life including the Clinton Lewinsky scandal body art religion abortion and AIDS prevention Part II of the book explores communication and attitude change Contemporary theories such as the Elaboration Likelihood Model the Extended Parallel Process Model and Cognitive Dissonance Theory are discussed in detail Students and professors will find an up to date discussion of research generated by these theories coupled with criticisms of theoretical perspectives Part III of the book examines advertising and communication campaigns After introducing students to advertising using well known advertising slogans and motifs Perloff debunks subliminal advertising and describes major theories of advertising effects Written for the upper undergraduate level *The Dynamics of Persuasion* is appropriate for courses in the social sciences notably communication speech journalism psychology marketing and sociology **Paideuma** ,2008 *Mitteilungen zur Kulturkunde* **Handbook of Interpersonal Communication** Mark L. Knapp,Gerald R. Miller,1985-11 Knapp and Miller present the first comprehensive review of the state of the art in interpersonal communication research The Handbook of Interpersonal Communication is a definitive reference source authored by an outstanding international group of communication researchers While the contributors take diverse conceptual theoretical and epistemological approaches to the study of human communication several common themes run throughout the book a focus on behaviour a focus on time a focus on social cognition a concern with control and a concern with individual differences *Speaker and Gavel* ,1999

Handbook of Language and Social Psychology Howard Giles,W. Peter Robinson,1990-04-27 This important handbook with chapters written by leading experts in their fields is concerned with the integration of verbal and nonverbal features in communication Not just a collection of readings it examines how verbal and nonverbal systems in communication work Contributions combine solid reviews of the current research and findings as well as important theoretical and practical problems with suggestions for future directions of research in the study of language and its use *Computer-mediated Persuasion in Online Reviews* Seoyeon Hong,2009 *Politeness in Presidential Debates* William O. Dailey,Edward A. Hinck,Shelly S. Hinck,2008 *Politeness in Presidential Debates* analyzes politeness strategies in presidential and vice

presidential debates from 1960 to 2004 After an introduction to politeness theory and how to apply it to debates the authors summarize each candidate s politeness strategies relate them to the historical context of the appropriate campaign and consider them in relation to other studies conducted on the debates This well researched book ends with implications for debate planners politicians citizens and scholars including an insightful chapter on the electorate s ideal debate

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