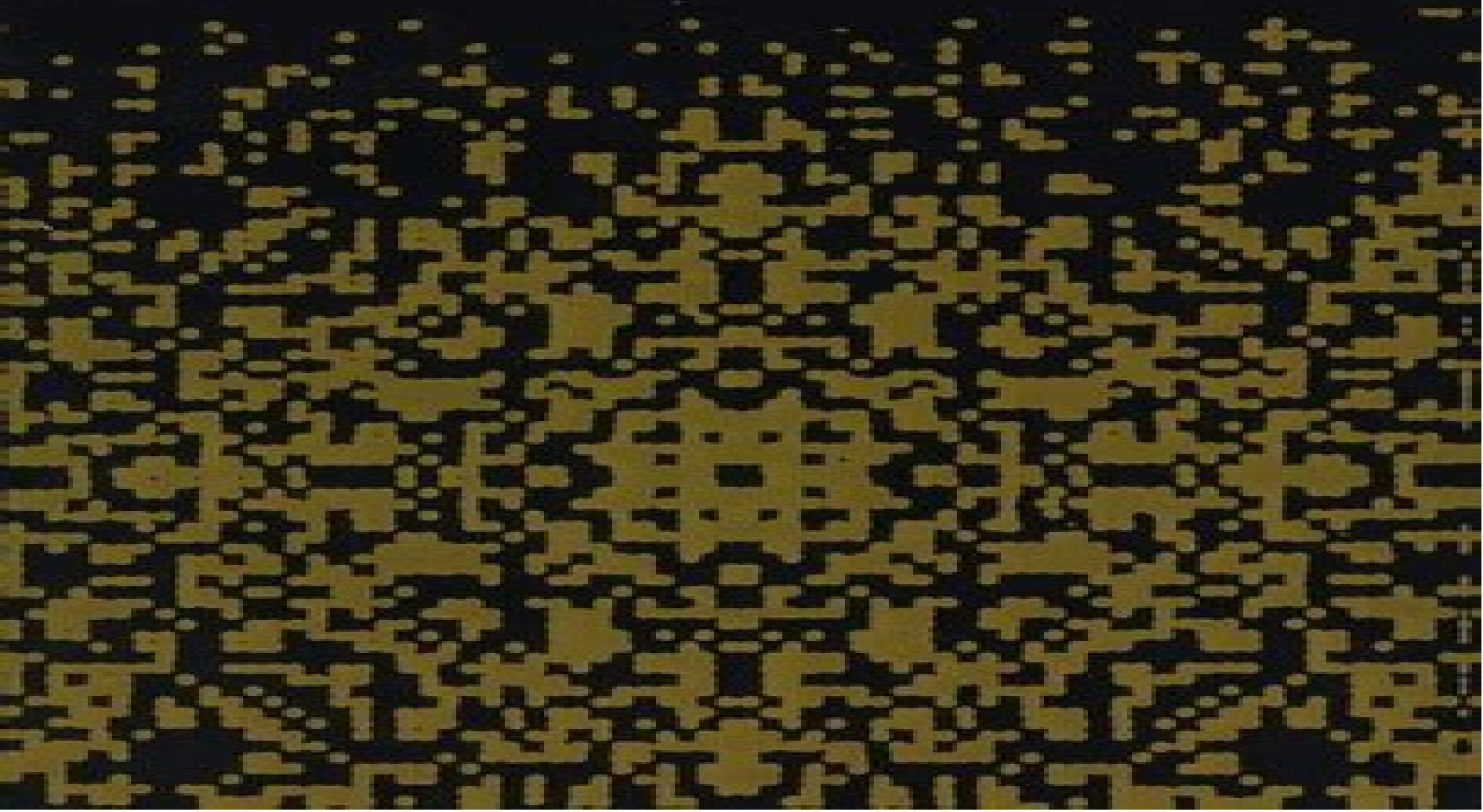


A Theory of Cognitive Dissonance

LEON FESTINGER



Festinger L 1957 A Theory Of Cognitive Dissonance

Johanna Hartung, Joachim Kosfelder



Festinger L 1957 A Theory Of Cognitive Dissonance:

A Theory of Cognitive Dissonance Leon Festinger, 1962 Originally published Evanston Ill Row Peterson c1957

Sozialpsychologie Elliot Aronson, Timothy D. Wilson, Robin M. Akert, 2010 In diesem Buch stellen die Autoren ihre Begeisterung für den Forschungsprozess auf verständliche Weise dar und beschreiben die Ergebnisse des wissenschaftlichen Vorgehens in Bezug zu unserer alltäglichen Erfahrungswelt. So wird eine rigorose wissenschaftliche Herangehensweise an die Sozialpsychologie präsentiert, die den Leser gleichzeitig interessiert und in ihren Bann zieht. *The MIT Encyclopedia of the Cognitive Sciences (MITECS)* Robert A. Wilson, Frank C. Keil, 2001-09-04 Since the 1970s the cognitive sciences have offered multidisciplinary ways of understanding the mind and cognition. The MIT Encyclopedia of the Cognitive Sciences MITECS is a landmark comprehensive reference work that represents the methodological and theoretical diversity of this changing field. At the core of the encyclopedia are 471 concise entries from Acquisition and Adaptationism to Wundt and X-bar Theory. Each article written by a leading researcher in the field provides an accessible introduction to an important concept in the cognitive sciences as well as references or further readings. Six extended essays which collectively serve as a roadmap to the articles provide overviews of each of six major areas of cognitive science: Philosophy, Psychology, Neurosciences, Computational Intelligence, Linguistics and Language and Culture, Cognition and Evolution. For both students and researchers MITECS will be an indispensable guide to the current state of the cognitive sciences.

Einführung in die Theorie der Entscheidungsprozesse Werner Kirsch, 2013-03-09 Nahezu alle sozialwissenschaftlichen Disziplinen setzen sich heute mit dem Phänomen der Entscheidungen auseinander. Beiträge zu dieser interdisziplinären Entscheidungsforschung finden sich in den Wirtschaftswissenschaften, der Politikologie, der Soziologie und der Psychologie. Besondere Bedeutung hat die Entscheidungstheorie in den anwendungsorientierten Disziplinen gewonnen. Dies gilt z.B. für die Managementlehre, die Verwaltungswissenschaft, die Erziehungswissenschaft und die Betriebswirtschaftslehre, aber auch für die Systemforschung, Operations Research, die angewandte Informatik und die Planungswissenschaften, die sich zu relativ eigenständigen Bereichen interdisziplinärer angewandter Forschung entwickelt haben. Die von diesen Disziplinen entwickelten technologischen Aussagensysteme und Empfehlungen sind in aller Regel auf die Gestaltung und Verbesserung von Entscheidungsprozessen in Organisationen gerichtet. Vorschläge für derartige Verbesserungen setzen jedoch ein Kenntnis der zu verbessernden Prozesse voraus. Die angewandten Sozialwissenschaften benötigen deshalb eine wirklichkeitsnahe erfahrungswissenschaftliche Theorie der Entscheidungsprozesse, die den sozialen bzw. organisatorischen Kontext dieser Entscheidungen systematisch berücksichtigt. Dies ist der Ausgangspunkt der vorliegenden Einführung in die Theorie der Entscheidungsprozesse, die drei Teile umfasst. Die Untersuchung versucht, die wichtigsten Elemente einer solchen Theorie und einen begrifflichen Bezugsrahmen zu deren Integration zu erarbeiten. Das Schwergewicht der Untersuchung liegt auf der Erarbeitung einer deskriptiven Entscheidungstheorie. Dadurch unterscheidet sich der vorliegende Beitrag von den heute

weitgehend üblichen normativen Überlegungen zur Theorie der wirtschaftlichen Entscheidung Untersuchungen zur Logik und ökonomischen Bedeutung des rationalen Handelns 2. Auflage Tübingen 1968 zur Darstellung gelangen **Elsevier's Dictionary of Psychological Theories** J.E. Roedelius, 2006-01-19 In attempting to understand and explain various behaviour events and phenomena in their field psychologists have developed and enunciated an enormous number of best guesses or theories concerning the phenomenon in question Such theories involve speculations and statements that range on a potency continuum from strong to weak The term theory itself has been conceived of in various ways in the psychological literature In the present dictionary the strategy of lumping together all the various traditional descriptive labels regarding psychologists' best guesses under the single descriptive term theory has been adopted The descriptive labels of principle law theory model paradigm effect hypothesis and doctrine are attached to many of the entries and all such descriptive labels are subsumed under the umbrella term theory The title of this dictionary emphasizes the term theory implying both strong and weak best guesses and is a way of indication overall the contents of this comprehensive dictionary in a parsimonious and felicitous fashion The dictionary will contain approximately 2 000 terms covering the origination development and evolution of various psychological concepts as well as the historical definition analysis and criticisms of psychological concepts Terms and definitions are in English Contains over 2 000 terms covering the origination development and evolution of various psychological concepts Covers a wide span of theories from auditory cognitive tactile and visual to humor and imagery An essential resource for psychologists needing a single source quick reference Die Einstellungsforschung im Kontext der Dissonanz- und Selbstwahrnehmungstheorie: Untersuchungen zur Einstellungsbildung und -änderung Satoshi

Prohala, Christopher Weber, 2013-08 Der in dieser Arbeit vorgestellte Erklärungsansatz zur Einstellungsbildung und -änderung postuliert dass die Selbstwahrnehmungstheorie die Einstellungsbildung die Dissonanztheorie die Einstellungsänderung zu erklären vermag Um diese Aussage empirisch zu testen führten die Autoren ein Laborexperiment durch bei dem die Probanden forciert wurden entweder einer oder zwei einstellungsdiskrepanten Handlungen zum Thema 20min zuzustimmen Erhoben wurden die prä und post manipulative Einstellungsvalenz und intensität sowie das prä und post manipulative Arousal

Die Einstellung zu Geld bei jungen Erwachsenen Daniela Barry, 2014-04-01 Daniela Barry untersucht eine Komponente des Umgangs mit Geld die Einstellung zu Geld Um fundierte Aussagen über mögliche Einflussfaktoren auf den privaten Umgang mit Geld treffen zu können und ein Aspekt der Lern- und Lehrvoraussetzungen für Schulen abbildbar zu machen ist es notwendig diese Faktoren zu operationalisieren und zu erfassen Das Ergebnis stellt ein deutschsprachiges valides Instrument zur Messung der Einstellung zu Geld dar sowie erste Befunde zur Einstellung zu Geld bei jungen Erwachsenen in der Erstausbildung Junge Erwachsene im Alter von 18 bis 25 Jahre stehen am Übergang in die finanzielle Selbstständigkeit und Autonomie Unser Bildungssystem bietet wenige bis keine expliziten Hilfestellungen zur Förderung der notwendigen Befähigungen Konzepte wie finanzielle Allgemeinbildung und Financial Literacy gewinnen in der nationalen wie auch

internationalen Diskussion an Bedeutsamkeit Financial Literacy z hlt zu den 21st century skills welche ben tigt werden um die Herausforderungen und Probleme unserer Zeit angemessen zu meistern

Vertriebsinformationssysteme und Vertriebsserfolg Klaus Ries,2013-07-02 Zahlreiche Unternehmen treiben die informations und kommunikationstechnische Modernisierung ihres Betriebs voran um mit Hilfe EDV gest tztter Systeme strategische Entscheidungen optimieren Vertriebsprozesse effizienter gestalten sowie typische Steuerungs und Kommunikationsprobleme bew ltigen zu k nnen Die Praxis zeigt jedoch da diese Erfolgserwartungen nicht selten entt uscht werden und da die Konzeption sowie die Implementierung von Vertriebsinformationssystemen mit hohen Risiken behaftet sind Auf der Basis einer empirischen Studie geht Klaus Ries der Frage nach inwieweit die in den Einsatz solcher Systeme gesetzten Erwartungen gerechtfertigt sind Dar ber hinaus ermittelt der Autor systema tisch die Erfolgsfaktoren f r die Konzeption Implementierung sowie f r den Einsatz von Vertriebsinformationssystemen und bietet Gestaltungsempfehlungen f r das Management von Vertriebsinformationssystemprojekten Verzeichnis Erfolgsfaktoren f r Konzeption Implementierung sowie Einsatz von Vertriebsinformationssystemen und Gestaltungsempfehlungen f r das Management von

Vertriebsinformationssystemprojekten **Organisationspsychologie - Gruppe und Organisation** Heinz Schuler,2004-08-10 Dieser Band liefert einen umfassenden berblick ber das Thema Gruppe und Organisation und ist damit eine unentbehrliche Referenzquelle f r die organisationspsychologische Forschung f r die akademische Ausbildung sowie f r die anspruchsvolle Unternehmenspraxis Themen sind u a Kommunikation und Interaktion Arbeitsgruppen Kooperation und Konflikt Probleml sen und Entscheiden in Gruppen Gruppenleistung und Leistungsf rderung F hrung Training von F hrungskr ften Organisationstheorien Organisationsdiagnostik Ver nderung von Organisationen Einsatz neuer Medien in Organisationen Verhalten in multinationalen Organisationen und Ethik am Arbeitsplatz

Spiritualität und Management Sanjeev P. Sahni,Tithi Bhatnagar,Pankaj Gupta,2025-04-15 Dieses Buch er rtert die Bedeutung der Integration von Spiritualit t aus vielf ltigen Wissenshintergr nden um in der allt glichen Anwendung wirksam zu sein Indem es weltweit f hrende Experten auf diesem Gebiet zusammenbringt bietet das Buch einen umfassenden berblick ber verschiedene Themen Modelle Ans tze und Komplexit ten von Spiritualit t und Management Die Kapitel des Buches befassen sich mit berlegungen zur Weisheit aus der Bhagavadgita und dem Buddhismus dem Einfluss von Spiritualit t auf gute F hrung Lebensqualit t die Integration von Ethik menschlichen Werten und Gl ck Meditation sowie der Verkn pfung von Spiritualit t und Management und deren Auswirkungen auf F hrung und Arbeitsumgebung Ein anregender Lesestoff f r Wissenschaftler Studierende und Entscheidungstr ger bietet dieses Buch eine indische Perspektive auf das Management von Spiritualit t am Arbeitsplatz In der post COVID 19 Situation gewinnt das Buch noch mehr an Relevanz da es sich auf die ganzheitliche Entwicklung von Menschen und Organisationen konzentriert

Kundenorientierte Kommunikation Alina Seidel,2007-03-27 Alina Seidel untersucht wie durch die Formulierung von Anforderungsmerkmalen ein Kommunikationsverhalten der Mitarbeiter

operationalisiert werden kann das dem Konstrukt der Kundenorientierung gerecht wird Sie entwickelt einen Kriterienkatalog zur Bestimmung kundenorientierter Kommunikation und weist spezifische Anreizstrukturen bei Kundenkontaktmitarbeitern in Bezug auf kundenorientierte Kommunikation nach *Psychologie* Astrid Schütz,Matthias Brand,Sabine Steins-Löber,2022-09-14 The introduction into psychology explores new developments methodical extensions and current trends in psychology Based on the guidelines of the DGPs all relevant basics and areas of applications as well as fields of activities for Bachelor and Master students and those who are practising are being introduced Renowned scientists are demonstrating the status of research using current findings and are explaining the approaches of the respective sub disciplines Examples are utilised to illustrate applications in actual cases and food for thought at the end of each chapter is to encourage a more in depth consideration

Der Zusammenhang zwischen Mitarbeiter- und Kundenzufriedenheit
Ruth Stock-Homburg,2011-10-03 Ruth Stock Homburg analysiert verschiedene Effekte der Mitarbeiterzufriedenheit auf die Kundenzufriedenheit Neben dem naheliegenden indirekten Effekt ber die Verhaltensweisen der Mitarbeiter wird der direkte Einfluss der Mitarbeiterzufriedenheit auf die Kundenzufriedenheit empirisch untersucht Kommunikation, Interaktion und soziale Gruppenprozesse Hans-Werner Bierhoff,Dieter Frey,2017-02-20 Der Band behandelt die Themen Kommunikation Interaktion und soziale Gruppenprozesse In 33 Kapiteln stellen Expertinnen und Experten aus dem Gebiet Theorien und aktuelle Forschungsergebnisse umfassend und differenziert dar Der Schwerpunkt liegt einerseits auf grundlegenden Themen wie soziale Repr sentation soziale Interdependenz soziale geteilte Realit t und Autorit tsgehorsam Andererseits werden theoretische Modelle in Bezug auf Kooperation und Wettbewerb Kommunikation Entscheidung in Gruppen und Intergruppenprozesse dargestellt Anwendungsaspekte werden ausf hrlich behandelt wie Konflikt und Konfliktl sung Mediation Solidarit t Mentoring Verhandeln Vertrauen Werbekommunikation und Rassismus Neben klassischen Forschungsthemen wie Macht F hrung Gruppenleistung werden auch neue Forschungsgebiete wie Innovation Globalisierung und Internetnutzung ausf hrlich behandelt Der Band bietet f r Studierende Lehrende und Forschende eine umfassende und aktuelle Darstellung der wichtigen sozialpsychologischen Themen Kommunikation Interaktion und Gruppenprozesse Die Psychologie des Überzeugens Robert B. Cialdini,2017-01-23 Der Weltbestseller zur Theorie und Praxis des berzeugens Der Marketingexperte und Sozialpsychologe Robert B Cialdini erkl rt warum Menschen Ja sagen und wie dieses Wissen angewendet werden kann Cialdini beschreibt die sechs grundlegenden Prinzipien der berzeugung und zeigt wie man diese nutzt um sich vor Beeinflussung zu sch tzen oder um selbst berzeugender auftreten zu k nnen Basierend auf ber drei ig Jahren Forschung und illustriert mit zahlreichen Beispielen aus allen Lebensbereichen bietet dieses Buch all denjenigen eine unsch tzbare Hilfe die sich beruflich oder pers nlich erfolgreich weiterentwickeln m chten Der Weltbestseller ist in millionenfacher Auflage erschienen und wird f r seine gute Lesbarkeit seine praktischen Anregungen sowie seine wissenschaftliche Genauigkeit hoch gelobt Das Buch findet eine begeisterte Leserschaft unter Wirtschafts und

Marketingfachleuten Fundraising Spezialisten und Menschen mit Interesse an Psychologie Cialdini gelingt es seine persönlichen Erfahrungen etwa bei Verkauferschulungen und Polizeiverfahren mit den Erkenntnissen der experimentellen Psychologie zu einem Lehrbuch zu verbinden Da wird Lernstoff kurzweilig Frankfurter Allgemeine Zeitung Prof Dr Robert B Cialdini Professor für Psychologie an der Arizona State University studierte an verschiedenen Universitäten in den Vereinigten Staaten und war Vorsitzender der US amerikanischen Gesellschaft für Persönlichkeits und Sozialpsychologie

Sozialpsychologie Johanna Hartung, Joachim Kosfelder, 2019-10-09 Beziehungen gestalten das Individuum im Spannungsfeld seiner sozialen Beziehungen verstehen und unterstützen sind Ziele sozialer und pädagogischer Arbeit Dieses Lehrbuch bietet eine systematische prägnante und lebendige Einführung in zentrale sozialpsychologische Theorien aktuelle Befunde und fachlich fundierte Handlungsstrategien Anhand von Themen wie Einstellungen Vorurteile Medieneinfluss Kommunikation Konflikt und Kooperation werden aktuelles fachliches Wissen fachbergreifende Perspektiven und praxisrelevante Handlungskompetenzen verbunden In der 4 Auflage werden die sozialpsychologischen Grundlagen der psychosozialen Beratung als Basiskompetenz in Praxisfeldern Sozialer Arbeit und Pädagogik vertieft sowie aktuelle Beratungskonzepte vorgestellt **Umgang mit Feedback im Kontext Schule** Kristin Behnke, 2015-11-18 Das Erteilen und Empfangen von Feedback stellt einen zentralen Bereich des schulischen Arbeitens dar und bietet darüber hinaus diverse wichtige Funktionen an Doch wie gehen Menschen deren Beruf es ist Rückmeldungen zu geben selbst mit Feedback um Welche universellen Schwierigkeiten ergeben sich im Umgang mit Rückmeldungen Wann wird Feedback angenommen wann wird es abgelehnt und aus welchen Gründen geschieht dies Dieser Band betrachtet exemplarisch den Umgang zweier schulischer Personengruppen der Referendarinnen und Schulleitungen mit Feedback und beleuchtet aus einer sozialpsychologischen und auf die Interaktionsgestaltung fokussierenden Perspektive die Chancen und Risiken die sich innerhalb von Feedbackinteraktionen ergeben können *Organisation und Motivation* Peter-J. Jost, 2013-07-02 Unternehmen sind in den letzten Jahrzehnten mit einer steigenden Umweltkomplexität und dynamik konfrontiert Neue Informationstechnologien ein rasch wachsendes Wissen und die sich ausweitenden Verflechtungen der Weltwirtschaft führten zu tiefgreifenden Veränderungen Hinzu kamen eine fortschreitende technologische Entwicklung sich immer stärker ändernde Kundenbedürfnisse und zunehmende Kundenansprüche Um diesen Anforderungen gerecht zu werden sehen sich die Unternehmen zunehmend gezwungen neue Wege bei der Gestaltung ihrer internen Organisation und der Führung ihrer Mitarbeiter zu gehen Die immer komplexer werdenden Arbeitsprozesse verlangen neue dezentralere Organisationsstrukturen Damit werden aber notwendigerweise die Mitarbeiter des Unternehmens zu einem wichtigen Erfolgsfaktor im Wettbewerb Sie müssen sowohl bereit sein die gesamte Verantwortung die mit den organisatorischen Veränderungen verbunden ist zu übernehmen als auch ein entsprechendes unternehmerisches Denken und Handeln zeigen Dies stellt neue Herausforderungen an die geeignete Steuerung des Mitarbeiterverhaltens Statt sie lediglich als Produktionsfaktoren zu behandeln und ihre Arbeit zu verwalten

und zu kontrollieren muss der einzelne Mitarbeiter mit differenzierteren Maßnahmen zu einem Arbeitsverhalten motiviert werden, das mit den organisatorischen Zielen in Einklang steht. Dies setzt voraus, dass der Mitarbeiter in seinen individuellen Bedürfnissen und Zielen berücksichtigt werden muss. Nur wenn dies gelingt, werden die Mitarbeiter motiviert und engagiert am Unternehmenserfolg mitarbeiten und so zum Erfolg der Unternehmung im Wettbewerb mit Konkurrenten beitragen.

Behavioral Branding Torsten Tomczak, Franz-Rudolf Esch, Joachim Kernstock, Andreas Herrmann, 2010-06-01 Die Relevanz von Behavioral Branding bei der Umsetzung markenkonsistenten Verhaltens ist in Zeiten einer Verschiebung vom produkt- zum servicegetriebenen Unternehmen maßgeblich gestiegen. Mitarbeiter sind einer der wichtigsten Kanäle, über die das Unternehmen mit seinen Kunden kommuniziert. Mitarbeiter, die im Sinne der Marke handeln, stärken sie nachhaltig. Im negativen Fall aber schwächen sie sie, wenn die Erwartungen des Kunden, die durch die konventionellen Kanäle geschürt werden, enttäuscht werden. Doch was ist überhaupt sogenanntes Brand Behavior? Wie entsteht es beim Mitarbeiter? Welche intrinsischen und extrinsischen Faktoren sind ausschlaggebend? Und welche Strategien und Instrumente stehen einem Unternehmen zur Verfügung? Im vorliegenden Herausgeberwerk kommen sowohl Wissenschaftler als auch Praktiker zu Wort, um sich diesen und weiteren Fragen im Rahmen des Behavioral Branding zu widmen. Neben wissenschaftlichen Ergebnissen aus dem aktuellen Forschungsprogramm Behavioral Branding des Instituts für Marketing und Handel zusammen mit der Forschungsstelle für Business Metrics an der Universität St. Gallen und des Instituts für Marken und Kommunikationsforschung an der Justus-Liebig-Universität Gießen umfasst das Buch Beiträge von aktuellen oder ehemaligen Partnern aus der Praxis. Diese illustrieren anschaulich, wie Behavioral Branding in verschiedenen Unternehmen aus den unterschiedlichsten Branchen umgesetzt werden kann. So richtet sich das vorliegende Werk gleichermaßen an Praktiker, Entscheider, Berater, Agenturvertreter, aber auch an Studierende und Wissenschaftler aus Marketing, Personalmanagement, PR und Strategie. Es strukturiert erste Erkenntnisse und gibt Anregungen für den weiteren Diskurs.

Die psychologische Hintertreppe Helmut E. Lück, 2018-06-20 Die Psychologie ist eine dynamische und vielschichtige Wissenschaft. Erstmals erhält der Leser in diesem Buch einen Überblick über die gesamte Entwicklung der Psychologie von den Anfängen bis in die Gegenwart. Dem Autor gelingt es, die Lebensgeschichten der wichtigsten Wissenschaftler und deren bahnbrechenden Entdeckungen und Experimente zu einer einzigartigen Geschichte der Psychologie zu verbinden. kurzweilig, lehrreich und faszinierend.

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