professor of psychology in the College of Behavioral, Social, and Health Sciences at Clemson University, where she teaches courses in cross-cultural psychology, social psychology, and motivation. This book provides an up-to-date integration of some of the most recent developments in social psychological research on social conflict and aggression, one of the most perennial and puzzling topics in all of psychology. It offers an informative, scholarly yet readable overview of recent advances in research on the nature, antecedents, management, and consequences of interpersonal and intergroup conflict and aggression. The chapters share a broad integrative orientation, and argue that human conflict is best understood through the careful analysis of the cognitive, affective, and motivational processes of those involved in conflict situations, supplemented by a broadly-based understanding of the evolutionary, biological, as well as the social and cultural contexts within which social conflict occurs. The new edition of this landmark volume emphasizes the dynamic, interactional, and reflexive dimensions of the research interview. Contributors highlight the myriad dimensions of complexity that are emerging as researchers increasingly frame the interview as a communicative opportunity as much as a data-gathering format. The book begins with the history and conceptual transformations of the interview, which is followed by chapters that discuss the main components of interview practice. Taken together, the contributions to The SAGE Handbook of Interview Research: The Complexity of the Craft encourage readers simultaneously to learn the frameworks and technologies of interviewing and to reflect on the epistemological foundations of the interview craft. Motivational science is one of the fastest-growing areas of research in social psychology, incorporating multiple perspectives from social-personality research. This volume provides students and researchers with a comprehensive overview of major topics in social motivation. All contributors are renowned specialists in their field who provide in-depth and integrated coverage of the major empirical and theoretical contributions in their area. Social Motivation is essential reading for all social psychologists with an interest in social-motivational processes, and will also be of interest to people working in political science and cultural studies looking for a psychological perspective to work in their field. A reprint of the 1976 Macmillan edition. This fictional outline of a modern utopia has been a center of controversy ever since its publication in 1948. Set in the United States, it pictures a society in which human problems are solved by a scientific technology of human conduct. While social psychology has made fundamental contributions to the understanding of basic principles that underlie social behavior, these principles themselves—including expectancies, goals, explanations, arousal, social influence, interdependence, social conflict, persuasion, and social standards—have never been directly reviewed in a comprehensive manner. Filling a significant gap in the literature, this authoritative reference and text illuminates the essential processes, mechanisms, and structures at different levels of analysis—biological, cognitive, motivational, interpersonal, and group/cultural—to provide access to the central principles that guide social psychological investigation. Formatted for easy reference and comparison, each chapter describes alternative conceptualizations of a particular principle and reviews research supporting (and failing to support) these different perspectives. Covering all the significant theories and research programs, the empirical literature is surveyed not for the traditional function of providing comprehensive reviews of content areas, but for its relevance to broad conceptual issues. This enables readers to get a better idea of the “big picture” of the various social psychological principles, facilitating a deeper understanding of the complex interplay of concepts and phenomena in social psychology. An essential tool for all social psychologists, as well as professionals in related fields, this authoritative handbook also serves as an invaluable text for advanced classes in social psychology. Originally issued in 1954 and updated in 1961 and 1987, this pioneering study of “small group” conflict and cooperation has long been out-of-print. It is now available, in cloth and paper, with a new introduction by Donald Campbell, and a new postscript by O.J. Harvey. In this famous experiment, one of the earliest in inter-group relationships, two dozen twelve-year-old boys in summer camp were formed into two groups, the Rattlers and the Eagles, and induced first to become militantly ethnocentric, then intensely cooperative. Friction and stereotyping were stimulated by a tug-of-war, by frustrations perceived to be caused by the “out” group, and by separation from the others. Harmony was stimulated by close contact between previously hostile groups and by the introduction of goals that neither group could meet alone. The experiment demonstrated that conflict and enmity between groups can be transformed into cooperation and vice versa and that circumstances, goals, and external manipulation can alter behavior. Some have seen the findings of the experiment as having implications for reduction of hostility among racial and ethnic groups and among nations, while recognizing the difficulty of control of larger groups. For an undergraduate introductory level course in social psychology. Social Psychology: Goals in Interaction reveals the motives behind social behavior—why people love, hate, lead, and follow, for example—and bridges the person and the social situation. A unique integrated approach to social behavior: What do terrorist bombings, testosterone, one-minute hurry dates, Facebook, and political smear campaigns have to do with one another? Social Psychology textbooks typically provide a laundry list of interesting, but disconnected facts and theories. This standard approach grabs interest but falls short as a way to learn. Kenrick, Neuberg, and Cialdini instead provide an integrative approach, one that both builds upon traditional lessons learned by the field and pushes those lessons to the cutting-edge. By organizing each chapter around the two broad questions—What are the goals that underlie the behavior in question? and What factors in the person and the situation connect to each goal?—the book presents the discipline as a coherent framework for understanding human behavior. Expanding the integrative theme in this edition, KNC highlights social psychology as the ultimate bridge discipline—connecting the different findings and theories of social psychology, exploring the field’s links to other areas of psychology (e.g., clinical, organizational, and neuroscience), and bridging to other important academic disciplines (e.g., anthropology, biology, economics, medicine, and law). Opening mysteries: Each chapter begins with a mystery, designed not only to grab student interest, but also to organize the ensuing discussion of scientific research: Why did the beautiful and talented artist Frida Kahlo fall for the much older, and much less attractive, Diego Rivera, and then tolerate his numerous extramarital affairs? What psychological forces led the Dalai Lama, the most exalted personage in Tibet, to forge a lifelong friendship with a foreign vagabond openly scorned by Tibetan peasants? Why would a boy falsely confess to murdering his own mother? The latest scholarship, engaging writing, engaging real-world stories and the authors’ strengths as renowned researchers and expert teachers, all come together to make the fifth edition of Social Psychology: Goals in Interaction accessible and engaging read for students, while providing a modern and
cohesive approach for their teachers. Check out the authors' website! www.knc5.com/Ad_PsychGPS-embedded clothing for finding children or skiers when they are lost, bio-
monitoring smart shirts, and vests that monitor a patient's vital signs are no longer science fiction but science fact. It is quite likely that within 20 or 30 years, computers, telephones, and
television will be a part of our intimate clothing. Covering the whole design cycle of smart clothes, Smart Clothing: Technology and Applications examines applications for the general
public and highlights the important human factors aspects that make products not only usable but marketable. The book discusses the state of the art in smart clothing
technology and applications. The chapters address usability and human aspects relevant to the manufacture and sale of such products and detail the evolving and increasingly wide-
ranging applications in fields such as information technology, healthcare, and entertainment. They also cover technology topics including interface, communication, energy supply,
data management, processors, and actuators. Discussions of packaging and interconnection, shape memory alloy, and design and modeling of electronic textile applications round out
the coverage. With technology news blaring headlines such as Smart Clothing Coming Soon to Your Galaxy and Futuristic Fashions Will Fight Our Health Scare, can clothing that
communicates with your washer and dryer be far behind? If it is not enough to understand and the technology must also grasp the human factors aspects. Identifying the challenges and
potential benefits of smart clothing from both perspectives, this book provides integrated coverage that establishes the need for methods significantly different from traditional ones.
Its up-to-date coverage allows you to visualize trends and provides a glimpse into the future. The idea that one can soak up someone else's depression or anxiety or sense the tension in
a room is familiar. Indeed, phrases that capture this notion abound in the popular vernacular: "negative energy," "dumping," "you could cut the tension with a knife." The Transmission
of Affect deals with the belief that the emotions and energies of one person or group can be absorbed by or can enter directly into another. The ability to borrow or share states of
mind, once historically and culturally assumed, is now pathologized, as Teresa Brennan shows in relation to affective transfer in psychiatric clinics and the prevalence of psychogenic
illness in contemporary life. To neglect the mechanism by which affect is transmitted, the author claims, has serious consequences for science and medical research. Brennan's theory of
affect is based on constant communication between individuals and their physical and social environments. Her important book details the relationships among affect, energy, and
"new maladies of the soul," including attention deficit disorder, chronic fatigue syndrome, codependency, and fibromyalgia. A unique integrated approach to social behavior, REVEL
for Social Psychology: Goals in Interaction, Sixth Edition invites readers to consider the interplay of influences both within and outside the person in social situations. Organized
around two broad questions - "What purposes does this behavior serve for an individual?" and "Which factors lead an individual to use this behavior to achieve those goals?" - each
chapter prompts students to consider personal and situational factors, as well as the interactions among these factors, when analyzing human behavior. REVEL (tm) is Pearson's
newest way of delivering our respected content. Fully digital and highly engaging, REVEL offers an immersive learning experience designed for the way today's students read, think,
and learn. Enlivening course content with media interactives and assessments, REVEL empowers educators to increase engagement with the course, and to better connect with
students. NOTE: REVEL is a fully digital delivery of Pearson content. This ISBN is for the standalone REVEL access card. In addition to this access card, you will need a course invite
link provided by your instructor, to register for and use REVEL. An expert team of international scholars provide fifty-one essays as entry points into the sociological study and
understanding of religion and in-depth surveys into its changing forms and content in the contemporary world. Issues discussed range from ecology to law, art to cognitive science,
crime to health care. Amazing deeds of heroism and horrific acts of terrorism. Undying love, friendships gone wrong, and inspirational leadership. Social Psychology: Goals in
Interaction introduces the student to the fascinating mysteries of social behavior. By revealing the motives behind social behavior—why people love, hate, lead, and follow, for
example—and bridging the person and the social situation, KNC actively engages the students' natural curiosity while providing the only textbook with a truly integrative, cohesive
approach. A unique integrated approach to social behavior: What do terrorist bombings, testosterone, one-minute "hurry dates," Facebook, and political smear campaigns have to do
with one another? Social Psychology textbooks typically provide a laundry list of interesting, but disconnected facts and theories. This standard approach grabs interest but falls short
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to the cutting-edge. By organizing each chapter around the two broad questions—"What are the goals that underlie the behavior in question?" and "What factors in the person and the
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the most exalted personage in Tibet, to forge a lifelong friendship with a foreign vagabond openly scorned by Tibetan peasants? Why would a boy falsely confess to murdering his own
mother? The authors are each well-known researchers who have contributed cutting edge findings to the field. The latest scholarship, engaging writing, engaging real-world stories
and the authors' strengths as renowned researchers and expert teachers, all come together to make the fifth edition of Social Psychology: Goals in Interaction an accessible and
engaging read for students, while providing a modern and cohesive approach for their teachers. Looking for additional resources to help you understand the material and succeed in
this course? MyPsychLab contains study tools such as flashcards, self tests, videos, as well as writing resources and a complete ebook. MyPsychLab is available at
www.mypsychlab.com. For an undergraduate introductory level course in social psychology. Social Psychology: Goals in Interaction reveals the motives behind social behavior—why
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www.knc5.com/Ad PsychA fascinating examination of the relationship between civilization and inequality from one of history’s greatest minds The first man to erect a fence around a piece of land and declare it his own founded civil society—and doomed mankind to millennia of war and famine. The dawn of modern civilization, argues Jean-Jacques Rousseau in this essential treatise on human nature, was also the beginning of inequality. One of the great thinkers of the Enlightenment, Rousseau based his work in compassion for his fellow man. The great crime of despotism, he believed, was the raising of the cruel above the weak. In this landmark text, he spells out the antidote for man’s ills: a compassionate revolution to pull up the fences and restore the balance of mankind. This ebook has been professionally proofread to ensure accuracy and readability on all devices. This volume focuses on two questions: why do people from one social group oppress and discriminate against people from other groups? and why is this oppression so mind-numbingly difficult to eliminate? The answers to these questions are framed using the conceptual framework of social dominance theory. Social dominance theory argues that the major forms of intergroup conflict, such as racism, classism and patriarchy, are all basically derived from the basic human predisposition to form and maintain hierarchical and group-based systems of social organization. In essence, social dominance theory presumes that, beneath major and sometimes profound difference between different human societies, there is also a basic grammar of social power shared by all societies in common. We use social dominance theory in an attempt to identify the elements of this grammar and to understand how these elements interact and reinforce each other to produce and maintain group-based inequality all over the world who have viewed and developed the field of Coordination Dynamics. Aimed at the coordinated functioning of a variety of different systems at multiple levels of description. The book addresses the themes of Coordination Dynamics and Dynamic Patterns in the context of the following topics: Coordination of Brain and Behavior, Perception-Action Coupling, Control, Posture, Learning, Intention, Attention, and Cognition. This text develops a representational theory of the qualitative, the phenomenal and other aspects of the mind that have defied traditional forms of naturalism. Combined with an evolutionary account of sensory representation, its aim is to provide a naturalistic account of phenomenal consciousness. “Kenrick writes like a dream.”—Robert Sapolsky, Professor of Biology and Neurology, Stanford University; author of A Primate’s Memoir and Why Zebras Don’t Get Ulcers What do sex and murder have to do with the meaning of life? Everything. In Sex, Murder, and the Meaning of Life, social psychologist Douglas Kenrick exposes the selfish animalistic underside of human nature, and shows how it is intimately connected to our greatest and most selfless achievements. Masterfully integrating cognitive science, evolutionary psychology, and complexity theory, this intriguing book paints a comprehensive picture of the principles that govern our lives. As Kenrick divulges, beneath our civilized veneer, human beings are a lot like howling hyenas and barking baboons, with heads full of homicidal tendencies and sexual fantasies. But, in his view, many ingrained, apparently irrational behaviors—such as inclinations to one-night stands, racial prejudices, and conspicuous consumption—ultimately manifest what he calls “Deep Rationality.” Although our heads are full of simple selfish biases that evolved to help our ancestors survive, modern human beings are anything but simple and selfish cavemen. Kenrick argues that simple and selfish mental mechanisms we inherited from our ancestors ultimately give rise to the multifaceted social lives that we humans lead today, and to the most positive features of humanity, including generosity, artistic creativity, love, and familial bonds. And out of those simple mechanisms emerge all the complexities of society, including international conflicts and global economic markets. By exploring the nuances of social psychology and the surprising results of his own research, Kenrick offers a detailed picture of what makes us caring, creative, and complex—that is, fully human. Illuminated with stories from Kenrick’s own colorful experiences—from his criminally inclined shantytown Irish relatives, his own multiple high school expulsions, broken marriages, and homicidal fantasies, to his eventual success as an evolutionary psychologist and loving father of two boys separated by 26 years — this book is an exploration of our mental biases and failures, and our mind’s great successes. Idiosyncratic, controversial, and fascinating, Sex, Murder, and the Meaning of Life uncovers the pitfalls and promise of our biological inheritance. For today’s busy student, we’ve created a new line of highly portable books at affordable prices. Each title in the Books a la Carte Plus program features the exact same content from our traditional textbook in a convenient notebook-ready, loose-leaf version - allowing students to take only what they need to class. As an added bonus, each Books a la Carte Plus edition is accompanied by an access code to all of the resources found in one of our best-selling multimedia products. Best of all? Our Books a la Carte Plus titles cost less than a used
textbook! "Social Psychology: Goals in Interaction "explores how social behavior is goal-directed and a result of interactions between the person and the situation. In addition to an
overhauled design in the 4e, "Social Psychology: Goals in Interaction "has two elements that continue to set it apart from other social psychology textbooks. A unique integrated
approach to social behavior: Rather than providing a laundry list of unconnected facts and theories, the authors organize each chapter around the two broad questions: (1) what are
the goals that underlie the behavior in question? (2) what factors in the person and the situation connect to each goal? The book thus presents the discipline as a coherent framework
for understanding human behavior. The new subtitle, "Goals in Interaction" underscores this integrated approach to understanding behavior. Opening mysteries: Each chapter begins
with a mystery of social behavior, designed not only to grab student interest, but also to organize the ensuing discussion of scientific research: Why would a poor black washerwoman
give away her hard-earned life-savings? What psychological forces led the Dalai Lama, the most exalted personage in Tibet, to forge a lifelong friendship with a foreign vagabond
openly scorned by Tibetan peasants? Why would a boy falsely confess to murdering his own mother?The volume demonstrates that stigma is a normal - albeit undesirable -
consequence of people's limited cognitive resources, and of the social information and experiences to which they are exposed. Incorporated are the perspectives of both the perceiver
and the target; the relevance of personal and collective identities; and the interplay of affective, cognitive, and behavioral processes. Particular attention is given to how stigmatized
persons make meaning of their predicaments, such as by forming alternative, positive group identities.Why are Amazonian hunter-gatherers better at logic than Harvard students?
Why did the Zambian president reject food donations during a famine? And why do billionaires work so hard—only to give their hard-earned money away? In this animated tour of the
latest in behavioral science, psychologist Douglas T. Kenrick and marketing professor Vladas Griskevicius argue that while our decision making may seem superficially irrational, our
misjudgments are the result of a psychological mismatch between ancestral drives for survival and our modern lifestyles. Ultimately, The Rational Animal offers an uplifting
message—that while our brains may still house caveman impulses, we have evolved to be smarter than we think.This book offers an accessible and broadly conceived introduction to
social psychology. Written in a lucid and lively style, it assumes no prior knowledge of the field, and is the ideal textbook to get students thinking about the subject. The volume covers
the main issues of social psychology - as well as many classic studies - such as self and personality, interpersonal relations, language and communication, altruism and aggression,
group processes, attitudes, and intergroup relations. What sets this book apart is its coverage of less orthodox topics which are often neglected in introductions of this kind. These
areas include emotions, social and moral development, social representations, health and illness, employment and unemployment, and the implications of these fields for social policy.
The result is an unusually rich and wide-ranging presentation of social psychology, drawing together a deliberately varied range of methodology and theory. The currently dominant
cognitive and psychological approach to social psychology receives systematic consideration in a number of chapters, but its focus on individuals and face-to-face interaction is
continually related to broader social concerns and contexts. This is achieved through the use of cross-cultural and historical comparisons, together with an awareness of the
contextual thrust that can be made in the related social sciences. It is the whole of social life, including every human experience faced by all of us. Please visit the accompanying website at: http://www.polity.co.uk/socialpsychologyKassin/Fein/Markus' SOCIAL PSYCHOLOGY, 11th Edition, brings chapter concepts to life
through a unique emphasis on current events in sports, music, entertainment, technology, social media, business, world politics and more. Combining scholarship with real-world
illustrations, it helps you understand the field of social psychology through engaging connections to everyday life. Integrating both classic and emerging research, the text delivers
comprehensive coverage of social cognition and applications to law, business, and health and well-being. In addition, author Hazel Rose Markus, a respected researcher in the study of
cultural psychology, integrates culture and diversity topics into every chapter. Important Notice: Media content referenced within the product description or the product text may not be
available in the ebook version.This book approaches the concept of cosmopolitan sociability as a cultural or territorial rootedness that facilitates a simultaneous openness to shared
human emotions, experiences, and aspirations. Cosmopolitan Sociability critiques definitions of cosmopolitanism as a tolerance for cultural difference or a universalist morality that
arise from contemporary experiences of mobility and globalization. Challenging these assumptions, the book explores the degree to which a 'cosmopolitan dimension' can be practised
within particular religious communities, diasporic ties, or gendered migrant identities in different parts of the world. A wide variety of expert contributors offer rich ethnographic
insights into the interplay of social interactions and cosmopolitan sociability. In this way the book contributes significantly to ethnic and migration studies, global anthropology, social
theory, and religious and cultural studies. Cosmopolitan Sociability was originally published as a special issue of Ethnic and Racial Studies.'Social Psychology' explores how social
behavior is goal-directed and a result of interactions between the person and the situation. This practical guide offers mental health professionals a detailed, step-by-step description
on how to conduct Parent-Child Interaction Therapy (PCIT) - the empirically validated training program for parents with children who have disruptive behavior problems. It includes
several illustrative examples and vignettes as well as an appendix with assessment instruments to help parents to conduct PCIT. Using an engaging narrative, this textbook
shows how social processes are inherently interconnected by uniquely applying underlying and unifying principles throughout the text. With its comprehensive coverage of
classic and contemporary research—illustrated with real-world examples from many disciplines, including medicine, law, and education—Social Psychology 4th Edition connects
theory and application, providing undergraduate students with a deeper and more holistic understanding of the factors that influence social behaviors. New to the 4th Edition: Each
chapter now features 1-2 "culture" boxes, focusing on cross-cultural research on social psychological phenomena. Each chapter now features 1-2 "hot topic" boxes, where we highlight
cutting edge and emerging findings. Many references updated throughout, with over 700 new references. A more comprehensive and user-friendly set of online supplementary
resources will accompany the new edition. New co-author Heather Claypool of Miami University of Ohio. This is the eBook of the printed book and may not include any media, website
access codes, or print supplements that may come packaged with the bound book. Reveals social behavior motives, and bridges the person and the social situation. A unique
An integrated approach to social behavior, Social Psychology, 6/e invite readers to consider the interplay of influences inside and outside the person in social situations. The authors emphasize how social psychology is an important discipline, connecting different areas of psychology (e.g., clinical, organizational, and neuroscience) as well as other behavioral sciences (e.g., anthropology, biology, economics, medicine, and law). Organized around the two broad questions—"What purposes does this behavior serve for an individual?" and "Which factors lead an individual to use this behavior to achieve those goals?"—each chapter considers factors in the person, in the situation, and in their interaction, to form an understanding of human behavior. REVEL from Pearson is an immersive learning experience designed for the way today's student read, think, and learn. REVEL modernizes familiar and respected course content with dynamic media interactives and assessments, and empowers educators to increase engagement in the course, better connecting with students. The result is increased student engagement and improved learning. REVEL for Kenrick Social Psychology, 6/e will be available for Fall 2014 classes. Teaching and Learning Experience This program will provide a better teaching and learning experience— for you and your students. It: Immersive Learning Experiences with REVEL: REVEL delivers immersive learning experiences designed for the way today's students read, think, and learn. Explore Research: Students can explore research around the world with new Original Research Videos. Investigation questions further encourage students to analyze the material in each chapter. Demonstrates Practically: Several features throughout the book help readers connect abstract ideas to real-life situations. Improves Learning: Effective pedagogy features promote students' learning. For examples, Quick Quiz Self-tests in each chapter allows students to test their understanding of the material. Support Instructors: Video embedded PowerPoints, MyTest, clicker questions, and an instructor’s manual provide instructors with extensive materials to supplement the text.

Genetically engineered (GE) crops were first introduced commercially in the 1990s. After two decades of production, some groups and individuals remain critical of the technology based on their concerns about possible adverse effects on human health, the environment, and ethical considerations. At the same time, others are concerned that the technology is not reaching its potential to improve human health and the environment because of stringent regulations and reduced public funding to develop products offering more benefits to society. While the debate about these and other questions related to the genetic engineering techniques of the first 20 years goes on, emerging genetic-engineering technologies are adding new complexities to the conversation. Genetically Engineered Crops builds on previous related Academies reports published between 1987 and 2010 by undertaking a retrospective examination of the purported positive and adverse effects of GE crops and to anticipate what emerging genetic-engineering technologies hold for the future. This report indicates where there are uncertainties about the economic, agronomic, health, safety, or other impacts of GE crops and food, and makes recommendations to fill gaps in safety assessments, increase regulatory clarity, and improve innovations in and access to GE technology. This text, written by a team of sociologists, introduces students to social psychology by focusing on the contributions of sociology to this field, and on the perspectives, theories, and issues that are of the greatest importance to sociology. This text emphasizes sociological work in the field, such as the effect of larger social-structural conditions on individuals and groups, and theories/perspectives from macrosociology. Also, it reflects more of the issues that sociologists are concerned with, such as social inequality, than psychology texts do. The 2nd edition now includes new concepts, theories, and methodologies such as frame analysis, identity control theory, and autoethnography, to name a few.