

CONTENTS

Part I. The Motives Driving Social Cognition

1. A Relational Approach to Cognition: Shared Experience and Relationship Affirmation in Social Cognition 3
Curtis D. Hardin and Terri D. Conley
2. The Personal Need for Structure and Personal Fear of Invalidity Measures: Historical Perspectives, Current Applications, and Future Directions 19
Megan M. Thompson, Michael E. Naccarato, Kevin C.H. Parker, and Gordon B. Moskowitz
3. Behavioral Discrepancies and the Role of Construal Processes in Cognitive Dissonance 41
Jeff Stone
4. Self-Evaluation: The Development of Sex Differences 59
Eva M. Pomerantz, Jill L. Saxon, and Gwen A. Kenney
5. Evaluating the Self in the Context of Another: The Three-Selves Model of Social Comparison Assimilation and Contrast 75
Hart Blanton
6. Outgroup Favoritism and the Theory of System Justification: A Paradigm for Investigating the Effects of Socioeconomic Success on Stereotype Content 89
John T. Jost

Part II. Building Blocks of Social Cognition: Representation and Structure

7. A Case for the Nonconscious Self-Concept 105
John J. Hetts and Brett W. Pelham
8. The Role of Theories in Mental Representations and Their Use in Social Perception: A Theory-Based Approach to Significant-Other Representations and Transference 125
Serena Chen
9. What We Theorize When We Theorize That We Theorize: Examining the "Implicit Theory" Construct From a Cross-Disciplinary Perspective 143
Michael W. Morris, Daniel R. Ames, and Eric D. Knowles
10. From Cognition to Culture: The Origins of Stereotypes that Really Matter 163
Mark Schaller and Lucian Gideon Conway, III
11. The Dynamic Relationship Between Stereotype Efficiency and Mental Representation 177
Jeffrey W. Sherman
12. A Cornerstone for the Science of Interpersonal Behavior? Person Perception and Person Memory, Past, Present, and Future 191
Leonard S. Newman

Part III. Subjective Perception and Motivated Judgment

13. On Partitioning the Fundamental Attribution Error: Dispositionalism and the Correspondence Bias 211
Douglas S. Krull
14. Let's Not Forget the Past When We Go to the Future: On Our Knowledge of Knowledge Accessibility 229
Diederik A. Stapel and Willem Koomen
15. Illusory Correlation and Stereotype Formation: Tracing the Arc of Research Over a Quarter Century 247
Steven J. Stroessner and Jason E. Plaks
16. The Other Side of the Story: Transparency Estimation in Social Interaction 261
Jacquie D. Vorauer
17. The Flexible Correction Model: Phenomenology and the Use of Naive Theories in Avoiding or Removing Bias 277
Duane T. Wegener, Meghan Dunn, and Danny Tokusato
18. Exploring the Boundaries of Rationality: A Functional Perspective on Dual-Process Models in Social Psychology 291
Akiva Liberman

Part IV. Control Over Cognition and Action

19. The Crossroads of Affect and Cognition: Counterfactuals as Compensatory Cognition 307
Neal Roese
20. Goals and the Compatibility Principle in Attitudes, Judgment, and Choice 317
C. Miguel Brendl
21. Preconscious Control and Compensatory Cognition 333
Gordon B. Moskowitz
22. Implicit Stereotypes and Prejudice 359
Irene V. Blair
23. Exerting Control Over Prejudiced Responses 375
Margo J. Monteith and Corrine I. Voils
- References 389
- Author Index 475
- Subject Index 497