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# SOCIAL PSYCHOLOGY

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# Kassin Fein Markus Social Psychology 9

**David Hoffeld**



## **Kassin Fein Markus Social Psychology 9:**

**Class and Social Background Discrimination in the Modern Workplace** Angelo Capuano, 2023-07-28 This book exposes how inequalities based on class and social background arise from employment practices in the digital age It considers instances where social media is used in recruitment to infiltrate private lives and hide job advertisements based on locality where algorithms assess socio economic data to filter candidates where human interviewers are replaced by artificial intelligence with design that disadvantages users of classed language and where already vulnerable groups become victims of digitalisation and remote work The author examines whether these practices create risks of discrimination based on certain protected attributes including social origin in international labour law and laws in Australia and South Africa social condition and family status in laws within Canada and others The book proposes essential law reform and improvements to workplace policy

***The Science of Selling*** David Hoffeld, 2016-11-15 The Revolutionary Sales Approach Scientifically Proven to Dramatically Improve Your Sales and Business Success Blending cutting edge research in social psychology neuroscience and behavioral economics The Science of Selling shows you how to align the way you sell with how our brains naturally form buying decisions dramatically increasing your ability to earn more sales Unlike other sales books which primarily rely on anecdotal evidence and unproven advice Hoffeld's evidence based approach connects the dots between science and situations salespeople and business leaders face every day to help you consistently succeed including proven ways to Engage buyers emotions to increase their receptiveness to you and your ideas Ask questions that line up with how the brain discloses information Lock in the incremental commitments that lead to a sale Create positive influence and reduce the sway of competitors Discover the underlying causes of objections and neutralize them Guide buyers through the necessary mental steps to make purchasing decisions Packed with advice and anecdotes The Science of Selling is an essential resource for anyone looking to succeed in today's cutthroat selling environment advance their business goals or boost their ability to influence others Named one of The 20 Most Highly Rated Sales Books of All Time by HubSpot

***Social Research*** Bruce Curtis, Cate Curtis, 2011-11-14 Original fresh and relevant this is a theoretically informed practical guide to researching social relations The text provides a mixed methods approach that challenges historical divisions between quantitative and qualitative research It adopts a multidisciplinary approach to social science research drawing from areas such as sociology social psychology and social anthropology Explicitly addressing the concerns of emergent researchers it provides both a how to account of social research and an understanding of the main factors that contextualize research by discussing why do social scientists work this way Throughout the twelve comprehensive chapters procedural how to accounts and contextual why do issues are usefully applied to major themes and substantive questions These key themes include 1 Research design 2 The practices of research and emergent researchers Beyond ontology epistemology and methodology 3 The impact of technology on research 4 Putting the research approach in context A superb teaching text this book will be

relished by lecturers seeking an authoritative introduction to social research and by students who want an accessible enriching text to guide and inspire them

**Your Unconscious Is Showing** Dr. Courtney Tracy, 2025-03-11 A groundbreaking guide showing us how being out of control and admitting it is the first step to living a truly better more meaningful life Raise your hand if you've ever wanted to self-improve but for some reason you just can't follow through Turns out the issue isn't a lack of willpower For centuries we've been fed a common perspective Explore your subconscious mind heal your trauma fit into your society and happiness will follow right Wrong Dr Courtney Tracy also known as The Truth Doctor disrupts this outdated narrative through digestible scientific research shockingly honest personal stories and compassionate yet direct advice Feeling out of control and helpless isn't a flaw but a universal truth of our existence Instead of trying to change how we work as human beings spoiler alert you can't we need to embrace and make peace with our unconscious making it work for and alongside us instead of against Half psychology textbook written by your best friend who's also a therapist half comprehensive guide brimming with actionable insights for engaging with our unconscious positively and productively Your Unconscious Is Showing is here to help us accept what we can't control courageously change what we can and wisely know the difference

**Psychology: A Very Short Introduction** Gillian Butler, Freda McManus, 2014-01-23 Psychology is part of everyone's experience it influences the way we think about everything from education and intelligence to relationships and emotions advertising and criminality People readily behave as amateur psychologists offering explanations for what people think feel and do But what exactly are psychologists trying to do What scientific grounding do they have for their approach This Very Short Introduction explores some of psychology's leading ideas and their practical relevance In this new edition Gillian Butler and Freda McManus explore a variety of new topics and ways of studying the brain Until recently it was not possible to study the living human brain directly so psychologists studied our behaviour and used their observations to derive hypotheses about what was going on inside Now through neuroscience our knowledge of the workings of the brain has increased and improved technology provides us with a scientific basis on which to understand the structure and workings of the brain and allows brain activity to be observed and measured Exploring some of the most important advances and developments in psychology from evolutionary psychology and issues surrounding adolescence and aggression to cognitive psychology this is a stimulating introduction for anyone interested in understanding the human mind

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