

Attitudes and Persuasion (PSYC 441)

Instructor:

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have an equitable opportunity to participate in all their academic activities. The Senate Policy for Accommodations for Students with Disabilities was approved at [Senate in November 2016](#). If you are a

Week 8 (March 6, 8)	Motivational Approaches-Dissonance Theory Balance Theory Cognitive Dissonance Theory New Versions of Cognitive Dissonance Theory	Ch. 5
Week 9 (March 13, 15)	Dissonance Theory Impression Management Theory Self-Perception Theory Self-Affirmation Theory Self-Standards Model	Ch. 6

Week 10
(March 20, 22)

Debates

Supplementary Readings

Week 4:

- Aronson, J., Cohen, G., & Nail, P. R. (2019). Self-affirmation theory: An update and appraisal. In E. Harmon-Jones (Ed.), *Cognitive dissonance: Reexamining a pivotal theory in social psychology* (2nd Edition, pp. 159-174). Washington, DC: American Psychological Association.
- Aronson, E. (2019). Dissonance, hypocrisy, and the self-concept. In E. Harmon-Jones (Ed.), *Cognitive dissonance: Reexamining a pivotal theory in social psychology* (2nd Edition, pp. 141-157). Washington, DC: American Psychological Association.
- Stone, J. , & Cooper, J. (2001). A self-standards model of cognitive dissonance. *Journal of Experimental Social Psychology*, 37, 228-243.
- Stone, J. , & Cooper, J. (2003). The effect of self-attribute relevance on how self-esteem moderates attitude change in dissonance processes. *Journal of Experimental Social Psychology*, 39, 508-515.
- Cooper, J. (2019). In search of the motivation for dissonance reduction: The drive to lessen aversive consequences. In E. Harmon-Jones (Ed.), *Cognitive dissonance: Reexamining a pivotal theory in social psychology* (2nd Edition, pp. 175-193). Washington, DC: American Psychological Association.

Petty, R. E., Wheeler, S. C., & Bizer, G. Y. (1999). Is there one persuasion process or more? Lumping versus splitting in attitude change theories. *Psychological Inquiry, 10*, 156-162.

Wegener, D. T., & Claypool, H. M. (1999). The elaboration continuum by any other name does not smell as sweet. *Psychological Inquiry, 10*, 176-181.

Kruglanski, A. W., & Thompson, E. P. (1999). The illusory second mode or, the cue is the message. *Psychological Inquiry, 10*, 182-193.