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invaluable to anyone interested in the subject or whose work involves dealing with people, as well as anyone who wants to know how to make friends and influence people. For this new, fifth edition, Michael Argyle includes the latest research on non-verbal communication, social skills and happiness.

Social Encounters is an approach to social psychology that is not what one might expect to find in textbooks on this subject. As a companion to Social Interaction advocated by Michael Argyle and his associates, it has been used by a rapidly growing number of researchers in social psychology, and related aspects of ethology, anthropology, and linguistics. The two key ideas are to study the detailed processes of social interaction at the level of the elements of interaction, and to relate social behavior to its biological basis and cultural setting. This work collects excellent representative studies of different aspects of social interaction; as such they are important in their own right. Within the general approach described, a range of different academic orientations are included. All selections report empirical findings, and most of them introduce conceptual notions as well. One achievement of the volume has been to establish the basic elements of which social interaction consists; current research is concerned with finding out precisely how these elements function. The contributors agree that the field consists of various signals: verbal and non-verbal, tactile, visible and audible, bodily contact, proximity, orientation, bodily posture, physical appearance, facial expression, movements of head and hands, direction of gaze, timing of speech, emotional tone of speech, speech errors, type of utterance and linguistic structure of utterance. These elements can be further analyzed and divided into categories or dimensions; each plays a distinctive role in social interaction. Social behavior is studied in natural settings or replicas of natural settings, for which there are cultural rules familiar to the subjects. This is a pioneering statement in sociobiology.

This fully revised 2nd ed. is intended as a comprehensive volume on the subject of psychology & has contributions from world leaders in their particular fields. It will be of interest to a wide range of people including researchers & students.

Effective Speaking provides the hard scientific information about audience psychology, text preparation, presentation methods, voice production, body language and persuasive advocacy which will help would-be speakers improve their performance. The emphasis throughout is on practical self-help, on methods which

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have been shown to work, with clear explanations of just why they are effective.

Essentials of HRM combines a commentary on organizational behaviour with an explanation of human resource management techniques, and also acts as an introduction to industrial relations. It will prove an invaluable aid to those studying for professional qualifications, such as Membership of the Institute of Personnel Management or the Diploma in Management Studies, and for students on general business or social service courses. Equally, the practising manager will find this book a useful and practical guide.

Originally published in 1972, this title provides an analysis of social interactions in educational contexts and opens up the field of the social psychology of education as an area in its own right at the very heart of the process of education. From a 'symbolic interactionist' perspective, the author develops a framework for the study of relations between teachers and pupils, discussing the basic ways of analysing social interaction, including the concepts of perception and role. He examines the distinctive perspectives of teachers and pupils on their relationships, bringing together into a coherent framework the insights of such writers as John Holt and Carl Rogers, and within this context he explores the notion of 'voluntary schooling'. The book also deals with other important aspects of education such as discipline, classroom group dynamics and the relations between headteachers and their staff. The theories put forward by the author are firmly grounded in the daily experience of teachers and pupils in the classroom at the time. The book was expected to be of value to experienced teachers and student teachers alike, as well as to teachers of the social sciences in general.

This standard introductory text offers students a complete and accessible introduction to the central elements of psychology.

The Strategies and Skills Learning and Development (SSLD) system is an action-oriented model for enabling clients in social work, health, mental health, and human services settings to address their needs and life goals. In Learning to Change Lives, author A. Ka Tat Tsang introduces SSLD's powerful framework and practice, which has been developed based on three decades of experience in psychotherapy, counselling, education, training, consultation, and community service. Learning to Change Lives provides detailed, step-by-step guidelines for SSLD intervention - starting with engagement with the client, assessment, translating problems into intervention plans, systematic learning and development of appropriate strategies and skills. Key practice procedures are described clearly and illustrated by case examples, specific instructions, and sample worksheets. Aimed at clinical practitioners, mental health

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professionals, social workers, and other human service professionals, this book can be used as a manual by practitioners and as a textbook for courses and training programs.

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