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CONSUMER BEHAVIOR combines a foundation in key concepts from marketing, psychology, sociology, and anthropology with a highly practical focus on real-world applications for today's business environment. The new edition of this popular, pioneering text incorporates the latest cutting-edge research and current business practices, including extensive coverage of social media influences, increased consumer power, emerging neuroscience findings, and emotion in consumer decision making. In addition, the Sixth Edition includes an increased emphasis on social responsibility and ethics in marketing. With even more real-world examples and application exercises, including new opening examples and closing cases in every chapter, CONSUMER BEHAVIOR provides a thorough, yet engaging and enjoyable guide to this essential subject, enabling students and professionals alike to master the skills they need to succeed. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. Behavior Analysis and Learning, Fifth Edition is an essential textbook covering the basic principles in the field of behavior analysis and learned behaviors, as pioneered by B. F. Skinner. The textbook provides an advanced introduction to operant conditioning from a very consistent Skinnerian perspective. It covers a range of principles from basic respondent and operant conditioning through applied behavior analysis into cultural design. Elaborating on Darwinian components and biological connections with behavior, the book treats the topic from a consistent worldview of selectionism. The functional relations between the organism and the environment are described, and their application in accounting for old behavior and generating new behavior is illustrated. Expanding on concepts of past editions, the fifth edition provides updated coverage of recent literature and the latest findings. There is increased inclusion of biological and neuroscience material, as well as more data correlating behavior with neurological and genetic factors. The chapter on verbal behavior is expanded to include new research on stimulus equivalence and naming; there is also a more detailed and updated analysis of learning by imitation and its possible links to mirror neurons. In the chapter on applied behavior analysis (ABA), new

emphasis is given to contingency management of addiction, applications to education, ABA and autism, and prevention and treatment of health-related problems. The material presented in this book provides the reader with the best available foundation in behavior science and is a valuable resource for advanced undergraduate and graduate students in psychology or other behavior-based disciplines. In addition, a website of supplemental resources for instructors and students makes this new edition even more accessible and student-friendly (www.psyppress.com/u/pierce). Previous editions published under title: *Drugs and human behavior*. - An up-to-date overview of behavioral pharmacology. *Drugs & Behavior* starts with descriptions of basic pharmacological concepts of drug administration and pharmacokinetics, research methodology including clinical trials, tolerance and withdrawal, drug conditioning, addiction processes, and the neuroscience of drug action. Each chapter applies these concepts to different classes of recreational and therapeutic drugs. Each chapter also includes a section on the history of the drug class being described to place the drugs in their historical and social context. The text is written to be understandable to students without a background in pharmacology, neuroscience, or psychology. Learning Goals Upon completing this book, readers should be able to: Understand the behaviors of people who use drugs as medicine and for recreation Understand new trends and developments in pharmacology Identify the subjective, behavioral, and neurological differences between the use of both classes of drug Everything a new parent needs to know about their baby's 10 magical "leaps"—and when to expect them—in a new, modern sixth edition of *The Wonder Weeks* *The Wonder Weeks* answers the question, "Why is my baby cranky, clingy, and crying?" with helpful guidance. Maybe they're experiencing a leap in brain development, after which new skills are mastered, discoveries are made, and perceptions evolve. Fussy behavior might signal that great progress is underway! Better yet, these phases occur on similar schedules for most babies—as explained and mapped out in this book—so parents can anticipate the "stormy weeks" that precede the "sunny weeks." Based on decades of research, this fully revised sixth edition covers the first 20 months of a baby's life and includes: The top 10 things to know and remember about a leap Fun games to support brain development Fill-in-the-blank checklists to help better understand personality and behavior traits Science-based explanations about sleep Fresh insight and recent commentary from new parents who've used *The Wonder Weeks* Anchor moments to keep new parents sane, especially when they are exhausted and discouraged With 2 million+ books sold, and 4 million+ downloads of the corresponding app, *The Wonder Weeks* has struck a chord. Join the phenomenon that has been embraced by celebrities, social media influencers, and parents worldwide. *Fundamentals of Organizational Behavior: An Applied Perspective, Second Edition* examines the behavior of people in organizations. Topics covered range from political maneuvering in organizations (office politics) to the stresses facing people in managerial and professional positions. A conceptual framework for organizational behavior is presented, along with numerous case illustrations and examples from live organizational settings. This monograph consists of 14 chapters and opens with an introduction to organizational behavior and how it is influenced by principles of human behavior. The three main subareas or schools of management thought are discussed, together with the difference between knowledge work and non-knowledge work; how research and theory contribute to an understanding of organizational behavior; and the distinction between structure and process. The following chapters explore how the meaning of work relates to work motivation, as well as the link between work motivation and job performance; behavioral aspects of decision making; stresses in managerial and professional life; and political maneuvering in organizations. Small group behavior, leadership styles, and interpersonal communications are also considered, along with intergroup conflict and organizational effectiveness. This book will be of interest to students, managers, and staff specialists, as well as behavioral scientists and management theorists. This comprehensive, respected, and up-to-date survey of contemporary behavior therapy synthesizes the clinical, research, theoretical, and ethical facets of behavior therapy. Serving as both an introduction for beginning students and as a scholarly review and resource for advanced students, *CONTEMPORARY BEHAVIOR THERAPY, Sixth Edition* covers all the major behavioral and cognitive therapies. The wealth of case studies illustrates the application of behavior therapy techniques to a wide array of problems and clinical populations. The text's multidisciplinary approach includes applications to diverse fields, including psychology, education, social work, nursing, and rehabilitation. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. This lively, comprehensive introduction to human behavior in the social environment offers an integrative approach to biopsychosocial case formulations of current and developmental human behavior concerns. The sixth edition builds on prior efforts in promoting integrative assessments by adopting a specific method for completing case formulations that students apply to case studies in the book's developmental chapters. This innovation provides students with a bridge to the core competencies and recommended practice behaviors outlined in the 2015 Educational Policy and Accreditation Standards (EPAS) set by the Council on Social Work Education (CSWE), thus helping them connect foundation knowledge with practice concerns. Guidelines for practice and relevant assessment tools are identified for specific life tasks and for each phase of biopsychosocial development. This edition also offers concrete methods for the translation of developmental research to assessment practices. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. This popular text gives students a comprehensive and readable introduction to contemporary issues in learning and behaviour, while providing balanced coverage of classical and instrumental conditioning. This book represents an inquiry into an area of human behavior at once fascinating and exasperating. It is fascinating because it is a class of behavior that, while peculiarly resistant to cognitive analysis and clarification it remains, for most of us throughout our lives, a subjectively crucial issue. In *Interpersonal Behavior* Carson analyzes, describes, and explains the transactions that occur between persons. The analysis focuses upon the smallest possible unit of social interaction, the dyad, or two-person group. This book is as important today as when it first appeared in 1969 because it forces us to recognize that attributions to others are incomplete without reference to the circumstances in which a particular behavior occurs. Carson posits that, while personality characteristics may not be ephemeral, any observed stability is the product of whatever propensities can accurately be identified as existing "inside" the person, and the interpersonal situation in which they are expressed. Carson urges us to examine more carefully the effect of noncomplementarity on what appears to be stable personality characteristics. Carson introduces us to the principal interpersonal theorists in a series of expository chapters that are both lucid and authoritative. His long experience as a clinical psychologist enables him to make a telling application of interaction concepts of personality to the field of mental and emotional "illness." He makes clear that many people designated as "mental patients" have suffered real harm because they are perceived as having a "diseased" personality, rather than as people who, under certain circumstances, behave deviantly. Rigorous, yet readable. The author presents the material with sufficient elaboration, explanation, and examples that not only interest the student, but make it understandable. *Introduction to Behavioral Research Methods* incorporates the four basic approaches to behavioral research (descriptive research, correlational research, experimental research, and quasi-experimental research), and shows students how to conceptualise questions, measure variables, design studies, and analyse data. Chapters on research ethics and scientific writing (including the most recent version of APA style) round out the book. Throughout each chapter, boxes on "Developing Your Research Skills" and "Behavioral Research Case Study" provide practical examples and pique student interest. The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed. In the Sixth Edition of their classic text, the authors reiterate the critical importance of observing and recording the behavior of young children, especially in the current atmosphere of accountability and testing. In addition, because children with special needs are now widely included in a majority of early childhood classrooms, they have completely rewritten a chapter to focus more broadly on observing behaviors that may be viewed as disquieting. Designed to help teachers better understand children's behavior, the book outlines methods for recordkeeping that provide a realistic picture of each child's interactions and experiences in the classroom. Numerous examples of teachers' observations of children from birth to age 8 enrich this work and make it accessible, practical, and enjoyable to read. With more than 130,000 copies in print, this valuable resource for pre- and inservice educators features: Fresh information about how children think and learn, how their language develops, and how their families, their culture, and their environment influence and help to shape them. Observations that reflect the increasingly diverse population in contemporary early childhood classrooms. The imperative for teachers to widen their lens in order to

meet the needs of young children with a range of developmental capacities, abilities, and behaviors. “Responds to new knowledge about how children think, learn and develop language, and about the influences of families, culture, and other environmental influences.” —Zero to Three (previous edition) **LEARNING AND BEHAVIOR: ACTIVE LEARNING EDITION**, Sixth Edition, looks at learning as an evolutionary mechanism. Chance's book is stimulating, interactive, and filled with high-interest queries and examples. Based on the theme that learning is a biological mechanism that aids survival, this book embraces a scientific approach to behavior but is written in a lucid, clear language. The reconceived built-in workbook, which is included at the back of every text, has been pared down to be more approachable and less time-consuming for students, with a greater focus on the core concepts and vocabulary presented in the text. Probing essay questions and examples encourage students to draw connections between topics and apply the material to their own lives. Perforated pages allow professors to collect completed workbook assignments easily. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. This addition to Anissa Rogers' bestselling *Human Behavior in the Social Environment* expands the original text with new chapters on spirituality, families and groups, organizations, and communities. Written in the compact, concise manner of the original text, the new chapters cover mezzo and macro contexts, and offer additional material valuable to two- and three-semester HBSE courses. **RESEARCH METHODS FOR THE BEHAVIORAL SCIENCES**, Fifth Edition, helps readers see how interesting and exciting experimental and nonexperimental research can be. Inviting and conversational, the book leads readers through the research process from start to finish. It begins with tips and strategies for generating research ideas, moves to selecting measures and participants, and then offers an examination of research strategy and design. This step-by-step presentation emphasizes the decisions researchers must make at each stage of the process. The authors avoid a cookbook approach by linking terminology with applied concepts; their lecture in a book style makes the text accessible by emphasizing discussion and explanation of topics. Examples and content throughout the book reflect the most current APA guidelines. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. A supplementary reader for a course in animal behavior, particularly those using John Alcock's *Animal Behavior: An Evolutionary Approach* as a core text, but also more widely applicable. Reprints 30 articles from the journal of the scientific society Sigma Xi, some of which are from issues since the 1993 first edition. Annotation copyrighted by Book News, Inc., Portland, OR The authors provide an authoritative and practical introduction to organisational behaviour. Coverage of topics and issues combined with a wealth of learning tools help students experience organisational behaviour and guide them to becoming better managers. Using a consistent Skinnerian perspective, *Behavior Analysis and Learning: A Biobehavioral Approach*, Sixth Edition provides an advanced introduction to the principles of behavior analysis and learned behaviors, covering a full range of principles from basic respondent and operant conditioning through applied behavior analysis into cultural design. The textbook uses Darwinian, neurophysiological, and biological theories and research to inform B. F. Skinner's philosophy of radical behaviorism. The sixth edition expands focus on neurophysiological mechanisms and their relation to the experimental analysis of behavior, providing updated studies and references to reflect current expansions and changes in the field of behavior analysis. By bringing together ideas from behavior analysis, neuroscience, and epigenetics under a selectionist framework, this textbook facilitates understanding of behavior at environmental, genetic, and neurophysiological levels. This "grand synthesis" of behavior, neuroscience, and neurobiology roots behavior firmly in biology. The book includes special sections, "New Directions," "Focus On," "Note On," "On the Applied Side," and "Advanced Section," which enhance student learning and provide greater insight on specific topics. This book is a valuable resource for advanced undergraduate and graduate students in psychology or other behavior-based disciplines, especially behavioral neuroscience. For additional resources to use alongside the textbook, consult the Companion Website at www.routledge.com/cw/pierce. *Domestic Animal Behavior for Veterinarians and Animal Scientists*, Sixth Edition is a fully updated revision of this popular, classic text offering a thorough understanding of the normal behavior of domestic animals. Provides a complete understanding of the normal behavior of domestic animals Covers dogs, cats, horses, pigs, sheep, cattle, and goats Describes all key aspects of animal behavior, with images to support the concepts Revised and updated to cover the latest thinking, with enhanced coverage of behavioral genetics, animal cognition, and learning Includes access to a companion website with review questions and answers and the figures from the book in PowerPoint Unique to Behavior and Medicine is the use of hundreds of works of art, poetry, and aphorisms to provoke thought and interest and to illuminate the most important points. -- **LEARNING AND BEHAVIOR**, Seventh Edition, is stimulating and filled with high-interest queries and examples. Based on the theme that learning is a biological mechanism that aids survival, this book embraces a scientific approach to behavior but is written in clear, engaging, and easy-to-understand language. Available with InfoTrac Student Collections <http://goengage.com/infotrac>. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. Using a unique behavioral assessment and treatment planning framework, the updated Sixth Edition provides a systematic overview of behavioral and cognitive principles and their applications to a wide range of issues and situations encountered in human services professions. Up-to-date practice examples drawn from eight diverse case studies illustrate the range and versatility of the behavior change approach in an increasingly diverse and multicultural society, while an innovative chapter on clinical applications of behavioral and cognitive intervention techniques also addresses current influences in the field. This edition embraces the rigorous empirical foundations that have made this approach such a significant contributor to the national and international therapeutic milieu of the 21st century. Ignite your students' excitement about behavioral neuroscience with *Brain & Behavior: An Introduction to Behavioral Neuroscience*, Fifth Edition by best-selling author Bob Garrett and new co-author Gerald Hough. Garrett and Hough make the field accessible by inviting students to explore key theories and scientific discoveries using detailed illustrations and immersive examples as their guide. Spotlights on case studies, current events, and research findings help students make connections between the material and their own lives. A study guide, revised artwork, new animations, and an interactive eBook stimulate deep learning and critical thinking. A Complete Teaching & Learning Package Contact your rep to request a demo, answer your questions, and find the perfect combination of tools and resources below to fit your unique course needs. SAGE Premium Video Stories of Brain & Behavior and Figures Brought to Life videos bring concepts to life through original animations and easy-to-follow narrations. Watch a sample. Interactive eBook Your students save when you bundle the print version with the Interactive eBook (Bundle ISBN: 978-1-5443-1607-9), which includes access to SAGE Premium Video and other multimedia tools. Learn more. SAGE coursepacks SAGE coursepacks makes it easy to import our quality instructor and student resource content into your school's learning management system (LMS). Intuitive and simple to use, SAGE coursepacks allows you to customize course content to meet your students' needs. Learn more. SAGE edge This companion website offers both instructors and students a robust online environment with an impressive array of teaching and learning resources. Learn more. Study Guide The completely revised Study Guide offers students even more opportunities to practice and master the material. Bundle it with the core text for only \$5 more! Learn more. Known for both its narrative style and scientific rigor, *Principles of Behavior* is the premier introduction to behavior analysis. Through an exploration of experimental, applied, and theoretical concepts, the authors summarize the key conversations in the field. They bring the content to life using humorous and engaging language and show students how the principles of behavior relate to their everyday lives. The text's tried-and-true pedagogy make the content as clear as possible without oversimplifying the concepts. Each chapter includes study objectives, key terms, and review questions that encourage students to check their understanding before moving on, and incorporated throughout the text are real-world examples and case studies to illustrate key concepts and principles. This edition features some significant organizational changes: the respondent conditioning chapter is now Chapter 1, a general introduction to operant conditioning is now covered in Chapters 2 and 3, and the introduction to research methods is now covered in Chapter 4. These changes were made to help instructors prepare students for starting a research project at the beginning of the course. Two new chapters include Chapter 5 on the philosophy supporting behavior analysis, and Chapter 24 on verbal behavior that introduces B.F. Skinner's approach and terminology. This edition also features a new full-color design and over 400 color figures, tables, and graphs. *Principles of Behavior* is an essential resource for both introductory and intermediate courses in behavior analysis. It is carefully tailored to the length of a standard academic semester and how behavior analysis courses are taught, with each section corresponding to a week's worth of coursework. The text can also function as the first step in a student's journey into becoming a professional behavior analyst at the BA, MA, or PhD/EdD level. Each chapter of the text is integrated with the Behavior Analyst Certification Board

(BACB) task list, serving as an excellent primer to many of the BACB tasks. 500,000 students later Gross continues to set the standard for Psychology textbooks. This thoroughly updated edition is colourful, engaging, and packed with features that help students to understand and evaluate classic and contemporary Psychology. Gross is the 'bible' for students of Psychology and anyone in related fields such as Counselling, Nursing and Social Work who needs a reliable, catch-all text. All the major domains of Psychology are covered in detail across 50 manageable chapters that will help you get to grips with anything from the nervous system to memory, from attachment to personality, and everything in-between. A final section on issues and debates allows students to cast a critical eye on the research process, to explore the nature of Psychology as an evolving science, and understand some of the ethical issues faced by Psychologists. - Brings contemporary Psychology alive with brand new double-page features which showcase contributions from Psychology's leading figures - Packed with features: Introductions and Summaries, Ask Yourself Questions, Key Studies, Critical and Cross-Cultural material - Improved coverage throughout of work from neuroscience, neuropsychology and evolutionary psychology - Covers everything you need to know, in the depth in which you need to know it - Explicitly links different areas of Psychology to help more able students get better grades. New for this edition, Gross is supported by an extensive and interactive Dynamic Learning resource package. Just as Gross the book 'does everything', this comprehensive online resources package will help students to learn, and course leaders to deliver that learning. A free Dynamic Learning resources website supports students in revision, essay writing, and matching the book content to their course. A separately available set of multimedia-rich online resources can be tailored to the varied needs of course leaders. A comprehensive look at human communication as a fundamental life process from the level of individual to organizations and society. Fourteen chapters cover: definitions and theories, the development of communication study, basic function, message reception and interpretation, verbal and nonverbal communication. Aiming to show that OB knowledge is useful for everyone - sales representatives, production employees, and physicians, this book deals with OB concepts through a 'theory-practice link' approach. It helps readers connect OB theories to workplace realities through many real-life stories from across the United States and around the world. Handbook of the Psychology of Aging, Third Edition describes the psychology of adult development and aging. This book is organized into four parts encompassing 28 chapters that cover the basic behavioral changes and capacities occurring with advancing age. The first part deals with the history, concept, and models of the psychology of aging. This part also examines the distinctions between physical, biological, psychological, and social time or age. The second part explores the influences of racial, ethnic, and cultural factors on biological/health, social, and psychological aging processes. This part also surveys gender differences in aging. The third part describes numerous behavioral processes, changes, and patterns in advancing age. This part specifically considers the motivation, cognitive and motor performance, attentional processes, learning, memory, personality, and wisdom in aging. The fourth part focuses on the applications of the concepts and principles of aging to the individual and society. This book will be of great value to psychologists, researchers, and graduate students. This collection of readings represents the full range of deviance sociology, dealing with many different theories as well as data collected via different research methodologies. Designed to be used as either a main text or a supplement, Readings in Deviant Behavior includes selections with high student appeal. All of the readings have been carefully edited for clarity, conciseness, and forcefulness to ensure that students will find them easy and enjoyable to read while learning what deviance is all about. The second edition features many new articles that reflect current trends, especially those dealing with noncriminal deviance as well as those that emphasize the constructionist perspective. Reflecting the latest research from the field, CASEBOOK IN CHILD BEHAVIOR DISORDERS, 6th Edition vividly illustrates the rich and arresting nature of disorders that first manifest themselves in childhood while also showing how a child's developmental patterns shape the expression of each disorder. Throughout the book, the author explores the DSM-5 criteria and highlights the interaction between developmental and environmental influences for each disorder. An assortment of cases, including complex cases, effectively demonstrates how each disorder is expressed -- from presentation through diagnosis and treatment. Mixed cases encourage independent thinking as they challenge students to draw from their knowledge to come up with their own diagnosis. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. Business Psychology and Organizational Behaviour introduces principles and concepts in psychology and organizational behaviour with emphasis on relevance and applications. Well organised and clearly written, it draws on a sound theoretical and applied base, and utilizes real-life examples, theories, and research findings of relevance to the world of business and work. The new edition of this best-selling textbook has been revised and updated with expanded and new material, including: proactive personality and situational theory in personality; theory of purposeful work behaviour; emotional and social anxiety in communication; decision biases and errors; and right brain activity and creativity, to name a few. There are numerous helpful features such as learning outcomes, chapter summaries, review questions, a glossary, and a comprehensive bibliography. Illustrations of practice and relevant theory and research also take the reader through individual, group, and organizational perspectives. This is an essential textbook for undergraduates and postgraduates studying psychology and organizational behaviour. What is more, it can be profitably used on degree, diploma, professional, and short courses. It's also likely to be of interest to the reflective practitioner in work organizations. Updated Edition of a Best Seller! Dimensions of Human Behavior: The Changing Life Course presents a current and comprehensive examination of human behavior across time using a multidimensional framework. Author Elizabeth D. Hutchison explores both the predictable and unpredictable changes that can affect human behavior through all the major developmental stages of the life course, from conception to very late adulthood. Aligned with the 2015 curriculum guidelines set forth by the Council on Social Work Education (CSWE), the Sixth Edition has been substantially updated with contemporary issues related to gender and sexuality, race and ethnicity, and social class and disability across the lifespan. The companion volume, Dimensions of Human Behavior: Person and Environment, Sixth Edition, examines the dimensions of person and environment and their impact on individual and collective behavior. Updated Edition of a Best Seller! Dimensions of Human Behavior: Person and Environment presents a current and comprehensive examination of human behavior using a multidimensional framework. Author Elizabeth D. Hutchison explores the biological dimension and the social factors that affect human development and behavior, encouraging readers to connect their own personal experiences with social trends in order to recognize the unity of person and environment. Aligned with the 2015 curriculum guidelines set forth by the Council on Social Work Education (CSWE), the substantially updated Sixth Edition includes a greater emphasis on culture and diversity, immigration, neuroscience, and the impact of technology. Twelve new case studies illustrate a balanced breadth and depth of coverage to help readers apply theory and general social work knowledge to unique practice situations. The companion volume, Dimensions of Human Behavior: The Changing Life Course, Sixth Edition, builds on the dimensions of person and environment with the dimension of time and demonstrates how they work together to produce patterns in life course journeys. Instructors - save your students 25% when you bundle the two texts (Bundle ISBN 978-1-5443-5612-9) for the most comprehensive coverage available for Human Behavior courses.

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