

# by susan t fiske social beings core motives in social

**\*\*Understanding Social Beings: Exploring Core Motives in Social Life by Susan T. Fiske\*\***

**by susan t fiske social beings core motives in social** offer a fascinating window into the fundamental drivers of human behavior within social contexts. Susan T. Fiske, a renowned social psychologist, delves deeply into why we interact the way we do, revealing the essential motives that govern our social lives. Her work provides a rich framework for understanding how people connect, compete, and cooperate, highlighting the psychological underpinnings that influence social perception and interaction.

In this article, we'll explore the key ideas Susan T. Fiske presents about the core motives in social beings, unpacking how these motives shape our relationships, attitudes, and behaviors. Along the way, we'll touch on related concepts like social cognition, stereotypes, and group dynamics, all of which contribute to a fuller picture of human sociality.

## The Foundations of Social Beings According to Susan T. Fiske

At the heart of Susan T. Fiske's research lies the understanding that humans are inherently social beings. We don't live in isolation; our survival, well-being, and identity are closely tied to our interactions with others. Fiske emphasizes that social behavior is motivated by core psychological needs, which she categorizes into several fundamental drives.

### Core Social Motives: Belonging, Understanding, and Control

One of the central themes Fiske highlights is that people are motivated by a few key social goals:

- **\*\*Belonging:\*\*** The need to form and maintain meaningful connections. Humans crave acceptance and inclusion, and this drive influences everything from friendship formation to group membership.
- **\*\*Understanding:\*\*** We seek to make sense of the social world around us. This involves perceiving others accurately, forming impressions, and predicting behaviors.
- **\*\*Control:\*\*** Having a sense of agency or influence over one's environment and social interactions is crucial. Feeling powerless can lead to anxiety and withdrawal.

These motives are not isolated; they interact dynamically. For example, a desire to belong might push someone to conform or adjust their behavior, while the need for understanding helps them interpret social cues to navigate relationships effectively.

## **The Role of Social Cognition in Core Motives**

Fiske's work frequently intersects with the field of social cognition, which studies how people process, store, and apply information about others and social situations. The core motives she describes influence how we attend to social information, form stereotypes, and make decisions about trust and cooperation.

For instance, when our belonging motive is strong, we may pay special attention to cues of acceptance or rejection. Similarly, our control motive can impact how we interpret ambiguous social signals—do we see them as threats or opportunities?

## **By Susan T. Fiske Social Beings Core Motives in Social: The Stereotype Content Model**

One of Susan T. Fiske's most influential contributions is the development of the **Stereotype Content Model (SCM)**. This model connects core social motives with the way we perceive and stereotype social groups.

## **Warmth and Competence: The Two Dimensions of Social Perception**

According to the SCM, when we encounter a social group, we instinctively evaluate them based on two primary dimensions:

- **Warmth:** Does this group have friendly intentions toward us? Are they trustworthy and kind?
- **Competence:** Is this group capable of acting on their intentions? Are they effective and skilled?

These dimensions reflect our core motives related to **belonging** and **control**. Warmth taps into our need to assess whether others are allies or threats, while competence assesses their ability to impact us positively or negatively.

## **How Core Motives Shape Stereotypes and Prejudice**

The SCM reveals that stereotypes often arise as a byproduct of these evaluations. For example:

- Groups perceived as warm but incompetent might evoke pity.
- Groups seen as competent but cold might provoke envy.
- Those judged as neither warm nor competent often face contempt.

Fiske's model helps explain why certain social biases persist and how they are linked to fundamental social motives. Recognizing these patterns is a key step toward addressing prejudice and fostering more empathetic social environments.

# **Implications of Susan T. Fiske's Core Motives for Everyday Social Interaction**

Understanding the core motives that drive us as social beings has practical applications in various domains, from workplace dynamics to personal relationships.

## **Enhancing Communication and Empathy**

By appreciating that everyone is motivated by belonging, understanding, and control, we can approach interactions with greater empathy. For example, if a colleague seems defensive or withdrawn, it might be because their need for control or belonging feels threatened. Recognizing this can guide us to communicate more effectively and build trust.

## **Building Inclusive Communities**

Social motives also inform how we create inclusive spaces. Knowing that people seek acceptance and fear exclusion highlights the importance of fostering environments where diversity is genuinely welcomed. Leaders and educators can use insights from Fiske's research to design policies and practices that satisfy these core human needs.

## **Managing Conflicts and Social Tensions**

Conflict often arises when core motives clash—such as when one person's need for control threatens another's sense of belonging. By identifying the underlying motives, mediators and individuals can address the root causes rather than just surface disagreements.

## **Connecting to Broader Social Psychological Theories**

Fiske's exploration of social beings and their core motives does not exist in a vacuum; it connects deeply with other social psychological theories.

## **Self-Determination and Social Needs**

The motives Fiske outlines resonate with the **\*\*Self-Determination Theory\*\***, which emphasizes autonomy (control), competence, and relatedness (belonging) as fundamental psychological needs. This overlap reinforces the idea that our social nature is intertwined with basic human drives.

## **Group Dynamics and Social Identity**

Our need to belong fuels group identification, which in turn shapes our social identity. Fiske's work complements theories like **Social Identity Theory**, which explains how group membership affects self-concept and intergroup behavior.

## **Why Understanding Core Motives Matters Today**

In an increasingly interconnected yet polarized world, grasping the core motives behind social behavior is more relevant than ever. Susan T. Fiske's insights illuminate why people may feel alienated or hostile, and how empathy and perspective-taking can bridge divides.

By recognizing that beneath many conflicts lie universal motives for belonging, understanding, and control, we open the door to more compassionate and constructive social interactions. Whether in politics, education, or everyday life, these insights help us foster healthier communities where social beings can thrive.

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Exploring by Susan T. Fiske social beings core motives in social life enriches our understanding of human nature and the powerful psychological forces that shape our social worlds. Her research invites us to look beyond surface behaviors and appreciate the deeper needs driving human connection and social perception.

## **Frequently Asked Questions**

### **What are the core motives in social cognition according to Susan T. Fiske's 'Social Beings' model?**

According to Susan T. Fiske in 'Social Beings,' the core motives in social cognition include understanding others (accuracy), maintaining self-esteem (self-enhancement), and conserving mental resources (ego-defensive motives). These motives drive how individuals perceive, interpret, and respond to social information.

### **How does Susan T. Fiske explain the role of 'belonging' as a core social motive?**

Fiske emphasizes 'belonging' as a fundamental human motive, highlighting that people have an inherent need to form and maintain strong, stable interpersonal relationships. This motive influences social behavior, promoting cooperation and social bonding to enhance survival and well-being.

### **In 'Social Beings,' what is the significance of 'understanding others' as a core motive?**

The motive of 'understanding others' refers to the human desire to accurately

perceive and predict others' behaviors and intentions. Fiske argues this is crucial for effective social interaction, enabling individuals to navigate complex social environments and build meaningful relationships.

## **How does Susan T. Fiske's concept of 'core motives' impact social perception and judgment?**

Fiske suggests that core motives shape social perception and judgment by influencing what information people attend to and how they interpret it. For example, self-enhancement motives may lead to biased perceptions that favor the self, while the accuracy motive encourages objective understanding of others.

## **What role do core motives play in stereotype formation according to 'Social Beings'?**

Core motives contribute to stereotype formation by guiding attention and interpretation of social information. For instance, conserving mental resources can lead to reliance on stereotypes as cognitive shortcuts, while the need for belonging may reinforce in-group favoritism and out-group biases.

## **How can understanding Susan T. Fiske's core social motives improve interpersonal relationships?**

By recognizing core social motives such as belonging, understanding, and self-enhancement, individuals can better empathize with others' behaviors and needs. This awareness fosters more effective communication, reduces conflict, and enhances cooperation in interpersonal relationships.

## **Additional Resources**

**\*\*Understanding Social Beings: Core Motives in Social Interaction by Susan T. Fiske\*\***

**by susan t fiske social beings core motives in social** interactions form the foundation for human behavior within groups and society at large. Susan T. Fiske, a prominent social psychologist, has extensively researched how individuals navigate their social worlds through fundamental motivational drives. Her work sheds light on the underlying psychological needs that guide social cognition and interpersonal relations, forming a framework that helps explain why people act the way they do in complex social environments.

At the heart of Fiske's theory lies the concept that humans are inherently social beings motivated by essential drives to connect, understand, and influence one another. These core motives shape how individuals perceive others, form impressions, and engage in cooperation or conflict. By analyzing these motives, Fiske provides a comprehensive lens for interpreting social behavior, which has profound implications for fields ranging from organizational psychology to intercultural communication.

# **Theoretical Foundations of Core Social Motives**

Susan T. Fiske's exploration of social motives is grounded in a cognitive-affective framework that integrates emotional and rational processes. According to her research, social beings are propelled not merely by external rewards or punishments but by intrinsic psychological goals that fulfill fundamental human needs.

The core motives identified by Fiske include belonging, understanding, controlling, self-enhancement, and trusting. Each motive fulfills a specific role in maintaining social harmony and individual well-being, while also influencing social perception and decision-making.

## **Belonging: The Need for Social Connection**

One of the most significant motives discussed in Fiske's work is the need to belong. Humans have an innate desire to form and maintain strong, stable interpersonal relationships. This motive drives individuals to seek acceptance, avoid isolation, and establish social bonds that provide emotional support and shared identity.

Research has shown that threats to belonging, such as social exclusion or rejection, can lead to negative psychological outcomes including anxiety, depression, and reduced cognitive functioning. Fiske's analysis highlights how belonging influences everything from group dynamics to individual self-esteem, making it a cornerstone of social motivation.

## **Understanding: The Drive to Make Sense of Others**

Another core motive is the need to understand the social environment and the people within it. This involves cognitive processes such as attribution, stereotyping, and impression formation. By making sense of others' intentions, emotions, and behaviors, individuals can predict and respond effectively to social situations.

Fiske's work emphasizes that this motive is essential for navigating complex social networks. It also explains why people often rely on mental shortcuts or schemas to quickly interpret social cues, although these shortcuts can sometimes result in biases or misjudgments.

## **Control: Managing Social Outcomes**

The desire to influence and control social outcomes is a fundamental motive that drives behavior in various contexts. Whether in personal relationships, workplaces, or broader societal interactions, individuals strive to exert agency and shape their social realities.

Fiske points out that control is linked to feelings of security and competence. When people perceive they have control over their social environment, they experience increased confidence and reduced stress. Conversely, lack of control can lead to helplessness and disengagement.

## Self-Enhancement: Maintaining Positive Self-Image

Maintaining a positive self-concept is another core social motive identified by Fiske. People are motivated to view themselves favorably and to be seen positively by others. This motive influences social behaviors such as impression management, conformity, and the pursuit of status.

Fiske's research illustrates how self-enhancement can promote social cohesion by encouraging prosocial behaviors but can also lead to conflict when individuals prioritize their own image over group interests.

## Trust: The Foundation of Social Cooperation

Trust is vital for enabling cooperation, reducing uncertainty, and facilitating social exchange. Fiske underscores its role in forming the basis for social contracts and collaborative endeavors.

Without trust, social interactions become fraught with suspicion and inefficiency. Trust motivates individuals to engage with others despite potential risks, fostering social capital and collective action.

## Applications and Implications in Contemporary Social Psychology

The core motives framework proposed by Susan T. Fiske has widespread applicability across diverse domains. In organizational settings, understanding these motives helps leaders foster teamwork, manage conflict, and enhance employee engagement. For example, promoting a sense of belonging and trust within teams can improve collaboration and productivity.

In intercultural communication, recognizing variations in how these motives manifest across cultures aids in reducing misunderstandings and enhancing cross-cultural relationships. Fiske's insights into stereotyping and social cognition are particularly relevant in addressing prejudice and promoting social justice.

Moreover, her work intersects with emerging research on social media's impact on human motivation. The digital age has transformed how belonging and self-enhancement are pursued, with online platforms offering new arenas for social connection and identity construction, but also raising concerns about authenticity and psychological well-being.

## Pros and Cons of Core Motives in Social Behavior

- **Pros:** Core motives facilitate social cohesion, enable effective communication, and promote psychological resilience. They provide a framework for understanding and predicting social behavior, which can improve interpersonal relationships and group dynamics.
- **Cons:** These motives can also lead to biases, such as stereotyping and

in-group favoritism. Overemphasis on self-enhancement might cause selfish behavior, while excessive need for control can result in dominance struggles and social tension.

## Conclusion: The Enduring Relevance of Fiske's Core Motives

The exploration of social beings' core motives by Susan T. Fiske offers a nuanced understanding of the psychological forces that shape human interaction. By identifying belonging, understanding, control, self-enhancement, and trust as fundamental drives, Fiske's framework provides valuable insights into the complexities of social behavior.

Her work remains influential in contemporary social psychology, informing research and practice across disciplines. As societies evolve and social contexts become increasingly complex, the core motives in social interaction continue to serve as a vital lens through which to examine human behavior and foster healthier, more connected communities.

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**by susan t fiske social beings core motives in social:** *Social Beings* Eugene Higgins  
Professor of Psychology Susan T Fiske, Susan T. Fiske, 2019

**by susan t fiske social beings core motives in social:** *Social Beings* Susan T. Fiske, 2003-12-02 Offering a refreshingly new approach, while maintaining the standard chapter topics of traditional social psychology texts, Susan Fiske's SOCIAL BEINGS conveys the excitement and vitality of this fascinating field, and captures students' imaginations by connecting the material to their everyday lives. Fiske provides a highly readable and engaging narrative flow based on the five core social motives repeatedly identified by personality and social psychologists: Belonging, Understanding, Controlling, Enhancing Self, and Trusting. Throughout, the book integrates material showing the field's relevance to human problems and incorporates motivation, social evolution, and culture, not as after-thoughts, but as intrinsic features of the text.

**by susan t fiske social beings core motives in social:** *Social Beings* Susan T. Fiske, 2013-12-31 *Social Beings: Core Motives in Social Psychology*, 3rd Edition provides psychologists with a cutting-edge approach on evolutionary and cross-cultural psychology. The book addresses research on three different levels: brain function and cognition, individual and situations, and groups and cultures. The second edition has been updated to present contemporary research in social psychology. It also discusses increasingly important issues in the field including emotion science and the impact of neuroscience on social and personality psychology. The Third Edition retains the previous editions' features and adds the most up-to-date literature.

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movement in social psychology with the core motives approach.

**by susan t fiske social beings core motives in social:** Social Beings Susan T. Fiske, 2014-01-14

**by susan t fiske social beings core motives in social:** Social Beings Fiske, 2013-10-28

**by susan t fiske social beings core motives in social:** *Studyguide for Social Beings* Cram101 Textbook Reviews, 2014-07-31 Never HIGHLIGHT a Book Again! Includes all testable terms, concepts, persons, places, and events. Cram101 Just the FACTS101 studyguides gives all of the outlines, highlights, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanies: 9781118552544. This item is printed on demand.

**by susan t fiske social beings core motives in social:** Taming the River Camille Z. Charles, Mary J. Fischer, Margarita A. Mooney, Douglas S. Massey, 2016-05-31 Building on their important findings in *The Source of the River*, the authors now probe even more deeply into minority underachievement at the college level. *Taming the River* examines the academic and social dynamics of different ethnic groups during the first two years of college. Focusing on racial differences in academic performance, the book identifies the causes of students' divergent grades and levels of personal satisfaction with their institutions. Using survey data collected from twenty-eight selective colleges and universities, *Taming the River* considers all facets of student life, including who students date, what fields they major in, which sports they play, and how they perceive their own social and economic backgrounds. The book explores how black and Latino students experience pressures stemming from campus racial climate and stereotype threat--when students underperform because of anxieties tied to existing negative stereotypes. Describing the relationship between grade performance and stereotype threat, the book shows how this link is reinforced by institutional practices of affirmative action. The authors also indicate that when certain variables are controlled, minority students earn the same grades, express the same college satisfaction, and remain in school at the same rates as white students. A powerful look at how educational policies unfold in America's universities, *Taming the River* sheds light on the social and racial factors influencing student success.

**by susan t fiske social beings core motives in social:** *From Child Terrorism to Peace Activism* Jonathan Matusitz, 2022-10-14 This book examines the reasons for which children join terrorist movements and how they eventually become peace activists fighting the very crimes that they once committed. The transformation of child terrorists into peace activists has received scant attention from academics and practitioners alike. Particular focus is placed on child jihadism, child terrorism in Africa and Latin America, child separatist terrorism, and White child supremacism. These five groups of child terrorists represent about 80% of the problem across the world. The text serves as a primer for anti-terrorism and peace activism for global social change. It includes original, applied research and features personal accounts from former child terrorists who became peace activists themselves. One of the nine chapters provides an in-depth thematic analysis of the lives of 24 subjects (from all five aforementioned groups). The analysis produced four main themes that encapsulate the time and effort that it takes to become a peace activist today: metamorphosis, terrorist behavior, disillusionment, and anti-terrorist behavior. The book ends with multiple solutions from the perspective of social work, including the reintegration of former child terrorists into society. *From Child Terrorism to Peace Activism* is a resource of deep and broad appeal. The text is essential reading for upper-level undergraduate and Master's students in political science, military studies, international relations, international law, and peace and conflict studies. It can be pertinent reading for students and instructors in international social work contemplating social work-related solutions to rehabilitate former child terrorists and child soldiers into society through peace activism, anti-terrorist endeavors, and other socio-psychological methods that will produce social change. The text also would appeal to faculty and students in childhood studies with an interest in child terrorism, child development, and child trauma and resilience. Given the essentials, depth, and possibilities that the book offers, it is a useful resource for audiences within counterterrorism institutes, national security agencies, and academic think-tanks. Information on motives, strategies,

radicalization processes, and recruitment methods used by terrorist organizations as well as their effects on various audiences will draw readers from law enforcement agencies and institutions.

**by susan t fiske social beings core motives in social: Our Exodus Story** Robert P. Vande Kappelle, 2023-07-06 Every person has an exodus story, a vast, complex, multilayered spiritual journey. On the one hand, it is a biological journey from birth to death, and a social journey from infancy to adulthood. In this regard, it is a story of growing up, of leaving home and taking risks, of making mistakes and learning from them, of reaching goals and surpassing them. Our Exodus Story speaks of human life as a gossamer bridge that binds us as people with God, others, and with our inner being. This journey of faith is described as a “holy balancing act” between the three sources of authority for people of faith—experience, Scripture, and tradition. Bonded umbilically to one another and to God, each of us bears exodus-like and cross-like experiences. Personality and spirituality are deeply interrelated, so much that neither function adequately apart from the other. Though not identical, they strive to be in sync, balancing one another in profound and intimate ways. Personality takes the lead, and where personality goes, spirituality follows, though not blindly or passively. Spirituality has its own voice, and when its desires are addressed and heeded, personality thrives. This book is unique in that each of its four protagonists exhibits distinct dominant personality characteristics, their experiences bearing archetypal relevance and universal appeal. Their stories, individual and combined, are epic, the protagonists and families as complex as their biblical patriarchal and matriarchal counterparts, yet as current as today’s top stories. As you read, you are invited on your own inner journey to peace, wholeness, and well-being.

**by susan t fiske social beings core motives in social: *Problem Solving, Decision Making, and Professional Judgment*** Paul Brest, Linda Hamilton Krieger, 2010-06-17 In Problem Solving, Decision Making, and Professional Judgment: A Guide for Lawyers and Policymakers, Paul Brest and Linda Hamilton Krieger prepare students and professionals to be creative problem solvers, wise counselors, and effective decision makers. The authors provide readers with knowledge of decision theory, probability and statistics, social and cognitive psychology, and arm them against common sources of judgment error. The ultimate goal is to help readers get it right in their roles as professionals, citizens, and individuals.

**by susan t fiske social beings core motives in social: **Pragmatism**** John R. Shook, 2023-05-02 A concise, reader-friendly overview of pragmatism, the most influential school of American philosophical thought. Pragmatism, America’s homegrown philosophy, has been a major intellectual movement for over a century. Unlike its rivals, it reaches well beyond the confines of philosophy into concerns and disciplines as diverse as religion, politics, science, and culture. In this concise, engagingly written overview, John R. Shook describes pragmatism’s origins, concepts, and continuing global relevance and appeal. With attention to the movement’s original thinkers—Charles Sanders Peirce, William James, John Dewey, and George Herbert Mead—as well as its contemporary proponents, he explains how pragmatism thinks about what is real, what can be known, and what minds are doing. And because of pragmatism’s far-reaching impact, Shook shows how its views on reality, truth, knowledge, and cognition coordinate with its approaches to agency, sociality, human nature, and personhood.

**by susan t fiske social beings core motives in social: **Voters and Voting in Context**** Harald Schoen, Sigrid Rossteutscher, Rüdiger Schmitt-Beck, Bernhard Wessels, 2017 This volume examines and assesses the role of context in affecting electoral behaviour.

**by susan t fiske social beings core motives in social: **Ecclesial Recognition with Hegelian Philosophy, Social Psychology & Continental Political Theory**** Timothy T.N. Lim, 2017-07-03 Ecclesial Recognition proffers a framework for churches to accept the legitimacy and authenticity of each other as the Church in the dialogical process towards fuller communion. Typically, ‘recognition’ and its reception investigate theologically the sufficiency of creeds as ecumenical statements of unity, the agreeability of essential sacramentality of the church, and the recognition of its ministries as the churches’ witness of the gospel. This monograph conceives ecclesial recognition as an intersubjective dynamics of inclusion and exclusion amid identity

formation and consensus development, with insights from Hegelian philosophy, group social psychology, and the Frankfurt School Axel Honneth's political theory. The viability of this interdisciplinary approach is demonstrated from the French Dominican Yves Congar's oeuvre, with implications for intra-Communion and inter-Church relations. Dr Lim examines philosophical recognition theory, group social psychology and political recognition theory to analyse the non-theological impasses confronting the whole ecumenical movement. - Rev Dr Trevor Hoggard, Director English-speaking Ministries, Methodist Church of New Zealand. Lim masterfully argues for the viability of an interdisciplinary approach to ecumenical recognition within communities, among churches, and in their common pastoral mission." - Fr. and Professor Radu Bordeianu, Duquesne University, and Orthodox theologian, Representative of the Greek Orthodox Metropolis of Pittsburgh, and Assistant Priest of Holy Trinity Greek Orthodox Church in Pittsburgh. "This book makes an important contribution to ecumenical ecclesiology." - Rev. Dr and Professor Sandra Beardsall, St Andrew's College, Canada and United Church of Canada Ordained Minister. "I find Dr. Lim's work a solid and necessary contribution to ecumenical work around the world." - Rev. Dr. and Professor Dominick D. Hanckle, Regent University, and priest of the Communion of Evangelical Episcopal Churches. "With penetrating analysis and creative suggestions, this monograph takes the talk about ecumenical recognition in a new level." - Professor Veli-Matti Kärkkäinen, University of Helsinki.

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**by susan t fiske social beings core motives in social: Addressing South Africa's Moral Crisis** Nico Vorster, 2025-08-22 This book attempts to understand and address the psycho-social dynamics behind South Africa's moral crisis. It describes South Africa as afflicted by state capture, violence, corruption, and the looting of state infrastructure thirty years after the establishment of democracy. It then provides a holistic, social diagnosis of this problem that integrates the findings of different disciplines into an overall picture of the forces at work in South Africa's collective moral decline. Ultimately, this book engages with the deeper psycho-social phenomena behind South Africa's moral decline, arguing that the diagnostic question of why this moral decline has taken place must be answered before turning to the normative question of what ought to happen in this situation. Accordingly, this book explores themes regarding the innate moral capacities of the human person, the effects of need pressures and systemic pressures on ethical decision-making, and the phenomena of distorted motivational drives and distorted behavioral responses. It shows how the framing of virtue-centered moral identities might act as buffers against moral disengagement

strategies and assist in promoting pro-social behavior. It then specifies the macro-social changes required to create such an ethical-social climate. The book is of interest to social scientists, ethicists, behavioral scientists, educators, theologians, and moral philosophers. In the end, this case study of South Africa shows us more broadly how maintaining public morality and social cohesion is a challenge that most modern societies face.

**by susan t fiske social beings core motives in social:** *Conceptualizing Extreme Beliefs and Behaviors* Rik Peels, John Horgan, 2025 This book explores challenging conceptual issues in defining, analyzing, conceptualizing, and operationalizing notions such as extremism, radicalization, fanaticism, and terrorism. The focus is theoretical, but the work is empirically embedded. Rather than adding yet further definitions of phenomena like extremism, it seeks to make progress by addressing underlying conceptual issues. Specifically, it explores four crucial questions about extremism, fundamentalism, fanaticism, conspiracy theorizing, and terrorism. First, how should each of these extreme phenomena be defined in a fruitful manner, and what are the desiderata in seeking definitions of each of them? Second, how should the project of defining and conceptualizing these phenomena be undertaken: in terms of necessary and sufficient conditions, or family resemblances, or INUS conditions, and based on datasets, or intuitions about particular cases, or common understandings in the public debate, or yet something else? Third, what is the role of normativity in defining these extreme phenomena, that is, the proper place of normative or even pejorative concepts and the normative framework of the researcher? Fourth and finally, how do the phenomena of extremism, fanaticism, fundamentalism, terrorism, and conspiracism relate to one another and to things such as apocalypticism, nationalism, cults, charisma, and state terror? This second volume in the Extreme Belief and Behavior Series lays the conceptual groundwork that the other volumes in the series will build on-- Provided by publisher.

**by susan t fiske social beings core motives in social:** *Hard Bargains* Mona Lynch, 2016-11-01 The convergence of tough-on-crime politics, stiffer sentencing laws, and jurisdictional expansion in the 1970s and 1980s increased the powers of federal prosecutors in unprecedented ways. In *Hard Bargains*, social psychologist Mona Lynch investigates the increased power of these prosecutors in our age of mass incarceration. Lynch documents how prosecutors use punitive federal drug laws to coerce guilty pleas and obtain long prison sentences for defendants—particularly those who are African American— and exposes deep injustices in the federal courts. As a result of the War on Drugs, the number of drug cases prosecuted each year in federal courts has increased fivefold since 1980. Lynch goes behind the scenes in three federal court districts and finds that federal prosecutors have considerable discretion in adjudicating these cases. Federal drug laws are wielded differently in each district, but with such force to overwhelm defendants' ability to assert their rights. For drug defendants with prior convictions, the stakes are even higher since prosecutors can file charges that incur lengthy prison sentences—including life in prison without parole. Through extensive field research, Lynch finds that prosecutors frequently use the threat of extremely severe sentences to compel defendants to plead guilty rather than go to trial and risk much harsher punishment. Lynch also shows that the highly discretionary ways in which federal prosecutors work with law enforcement have led to significant racial disparities in federal courts. For instance, most federal charges for crack cocaine offenses are brought against African Americans even though whites are more likely to use crack. In addition, Latinos are increasingly entering the federal system as a result of aggressive immigration crackdowns that also target illicit drugs. *Hard Bargains* provides an incisive and revealing look at how legal reforms over the last five decades have shifted excessive authority to federal prosecutors, resulting in the erosion of defendants' rights and extreme sentences for those convicted. Lynch proposes a broad overhaul of the federal criminal justice system to restore the balance of power and retreat from the punitive indulgences of the War on Drugs.

**by susan t fiske social beings core motives in social:** *Dystopia* Gregory Claeys, 2017 *Dystopia: A Natural History* is the first monograph devoted to the concept of dystopia. Taking the term to encompass both a literary tradition of satirical works, mostly on totalitarianism, as well as

real despotisms and societies in a state of disastrous collapse, this volume redefines the central concepts and the chronology of the genre and offers a paradigm-shifting understanding of the subject. Part One assesses the theory and prehistory of dystopia. By contrast to utopia, conceived as promoting an ideal of friendship defined as enhanced sociability, dystopia is defined by estrangement, fear, and the proliferation of enemy categories. A natural history of dystopia thus concentrates upon the centrality of the passion or emotion of fear and hatred in modern despotisms. The work of Le Bon, Freud, and others is used to show how dystopian groups use such emotions. Utopia and dystopia are portrayed not as opposites, but as extremes on a spectrum of sociability, defined by a heightened form of group identity. The prehistory of the process whereby 'enemies' are demonised is explored from early conceptions of monstrosity through Christian conceptions of the devil and witchcraft, and the persecution of heresy. Part Two surveys the major dystopian moments in twentieth century despotisms, focussing in particular upon Nazi Germany, Stalinism, the Chinese Cultural Revolution, and Cambodia under Pol Pot. The concentration here is upon the political religion hypothesis as a key explanation for the chief excesses of communism in particular. Part Three examines literary dystopias. It commences well before the usual starting-point in the secondary literature, in anti-Jacobin writings of the 1790s. Two chapters address the main twentieth-century texts usually studied as representative of the genre, Aldous Huxley's *Brave New World* and George Orwell's *Nineteen Eighty-Four*. The remainder of the section examines the evolution of the genre in the second half of the twentieth century down to the present.

## **Related to by susan t fiske social beings core motives in social**

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