

Érezni és cselekedni: érzelmi hatások a személyközi viselkedésben

II. rész

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Abstract: The paper begins with a brief discussion of historical ideas about the relationship between affect, thinking and behavior, and early psychological explanations based on psychodynamic or conditioning theories will be considered. Next, contemporary affect-cognition theories will be reviewed, and a multi-process approach to explaining the existing evidence will be outlined. In the second half of the paper our recent empirical research demonstrating the systematic influence of affective states on a variety of interactive behaviors will be reviewed. These experiments show that affect can significantly influence the way people interact with each other, the way they formulate and respond to interpersonal requests, the way they plan and execute bargaining and negotiating strategies, and the way they produce and use persuasive messages. Throughout, an integrative explanation of these findings will be advocated emphasizing the role of different information processing strategies in moderating these effects.

Keywords: mood effects, social interaction, affect priming, Affect Infusion Model