

# Notes

## Chapter 1

1. One of the leading researchers in the field of how our attitudes can affect our progress in life is Stanford University professor Carol Dweck. For a primer on the differences between the gifts and growth mind-sets, see: Dweck, C. S. & Leggett, E. L. (1988). A social-cognitive approach to motivation and personality. *Psychological Review*, 95, 256–273.
2. Pollack, J. M., Burnette, J. L. & Hoyt, C. L. (2012). Self-efficacy in the face of threats to entrepreneurial success: Mind-sets matter. *Basic and Applied Social Psychology*, 34, 287–294.
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5. Burnette, J. L. (2010). Implicit theories of body weight: Entity beliefs can weigh you down. *Personality and Social Psychology Bulletin*, 36, 410–422.
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## Chapter 2

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3. Schill, T., Toves, C. & Ramanaiah, N. (1981). Responsible assertion and coping with stress. *Psychological Reports*, 49, 557–558.
4. For a review of the literature, see: Heimberg, R. G., Montgomery, D., Madsen Jr., C. H. & Heimberg, J. S. (1977). Assertion training: A review of the literature. *Behavior Therapy*, 8, 953–971.
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## Chapter 3

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## Chapter 4

1. If you would like to read the original papers by the researcher Albert Mehrabian, you can take a look at: Mehrabian, A. & Wiener, M. (1967). Decoding of inconsistent communications. *Journal of Personality and Social Psychology*, 6, 109–114. Mehrabian, A. & Ferris, S. R. (1967). Inference of attitudes from nonverbal communication in two channels. *Journal of Consulting Psychology*, 31, 248–252.
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J. (1981). Humor as a technique of social influence. *Social Psychology Quarterly*, 44, 349–357.

## Chapter 5

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4. Shi, J., Johnson, R. E., Liu, Y. & Wang, M. (2013). Linking subordinate political skill to supervisor dependence and reward recommendations. *Journal of Applied Psychology*, 98, 374–384.
5. For a recent review of research studies on organizational savvy, see: Bing, M. N., Davison, H. K., Minor, I., Novicevic, M. M. & Frink, D. D. (2011). The prediction of task and contextual performance by political skill: A meta-analysis and moderator test. *Journal of Vocational Behavior*, 79, 563–577.
6. One study tested people’s organizational savvy and their intelligence and found no link. In other words, book smart so-called intelligent people could sometimes be poor at organizational savvy while less well-educated people could often be very good at organizational savvy. See: Ferris *et al.* (2005) note 1.
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## Conclusions

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