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978-0-521-11950-4 - Social Development as Preference Management: How Infants, Children, and Parents Get What They Want from One Another
Rachel Karniol
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SOCIAL DEVELOPMENT AS PREFERENCE MANAGEMENT

This engaging book presents social development in children through the language of preference management. Conversational excerpts garnered from around the world trace how parents talk about preferences, how infants' and children's emergent language conveys their preferences, how children themselves are impacted by others' preferences, and how they, in turn, influence the preferences of adults and peers. The language of preferences is used to crack into altruism, aggression, and morality, which are ways of coming to terms with other people's preferences. Behind the scenes is a cognitive engine that uses transformational thought – conducting temporal, imaginal, and mental transformations – to figure out other people's preferences and to find more sophisticated means of outmaneuvering others by persuading them and playing with one's own mind and other people's minds when preferences are blocked. This book is a unique and sometimes amusing must-read for anyone interested in child development, language acquisition, socialization, and communication.

Rachel Karniol is Professor of Social Development in the Department of Psychology and School of Education, Tel Aviv University, Israel. She has also taught at the University of Toronto, Princeton University, Carnegie Mellon University, Tufts University, and the University of Florida. Her work has been published in several edited volumes and in many journals, including *Psychological Review, Psychological Bulletin, Journal of Personality and Social Psychology, Child Development*, and *Developmental Psychology*.

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In memory of my parents
Irene Deutsch Karniol and Eugene Karniol
Holocaust survivors from Hungary and Transylvania
and their families who did not survive

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CAMBRIDGE UNIVERSITY PRESS
Cambridge, New York, Melbourne, Madrid, Cape Town, Singapore,
São Paulo, Delhi, Dubai, Tokyo

Cambridge University Press
32 Avenue of the Americas, New York, NY 10013-2473, USA

www.cambridge.org
Information on this title: www.cambridge.org/9780521135306

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First published 2010

Printed in the United States of America

A catalog record for this publication is available from the British Library.

Library of Congress Cataloging in Publication data

Karniol, Rachel, 1950–
Social development as preference management : how infants, children,
and parents get what they want from one another / Rachel Karniol.
p. cm.
Includes bibliographical references and index.
ISBN 978-0-521-11950-4 (hardback)
1. Child development. 2. Preferences (Philosophy) 3. Sociolinguistics. I. Title.
HQ772.K277 2010
306.87–dc22 2009053442

ISBN 978-0-521-11950-4 Hardback
ISBN 978-0-521-13530-6 Paperback

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Acknowledgments

I would like to thank Hildy Ross, Suzanne Hidi, Robert Lubov, and Caroline Bowen for their helpful comments on earlier versions of several chapters; Roberta Klatzky and John Levine for their hospitality while I was on sabbatical at Carnegie Mellon University and the University of Pittsburgh; Eric Schwartz (formerly of Cambridge University Press and now of Princeton University Press) for encouraging me to continue writing; and Simina Calin, my editor at Cambridge University Press, for bringing this book to fruition.

I also thank Karen and Orren (on whose emergent speech much of this book is based) for tolerating being followed around with a notebook during their early years as well as their comments on the introductory and final chapters and Yoram for putting up with my working hours and for sharing the pleasures of parenthood with me.

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