

Cambridge University Press

978-0-521-63363-5 - Causes and Consequences of Feelings

Leonard Berkowitz

Frontmatter

[More information](#)

Causes and Consequences of Feelings

This engaging, scholarly, and up-to-date book by one of the leading social psychologists in the world reviews the rapidly growing body of research on the antecedents and consequences of positive and negative affect. Starting with studies that identify the dimensions along which affective experience can be located, it considers whether good and bad feelings are opposite ends of a bipolar continuum or are independent dimensions. It then looks at the many conditions that can determine whether an experience is felt as pleasant or unpleasant and examines how feelings can influence thought, memory, and action. For example, the author shows how people's ideas about what had caused their feelings influence the judgments they make at that time, how their level of mental activity determines what effect their mood has on their susceptibility to persuasion, and how judgments and problem solving are sometimes helped and sometimes hurt by positive feelings. He also discusses the controversies regarding the impact of personal traumas on memory, the influence of emotion arousal on the accuracy of eyewitness testimony, and the effect of unusually hot weather on violent crimes.

Leonard Berkowitz is Vilas Research Professor Emeritus in the Department of Psychology, University of Wisconsin-Madison. He is the author of *Aggression: Its Causes, Consequences and Control*.

Cambridge University Press

978-0-521-63363-5 - Causes and Consequences of Feelings

Leonard Berkowitz

Frontmatter

[More information](#)

Cambridge University Press
 978-0-521-63363-5 - Causes and Consequences of Feelings
 Leonard Berkowitz
 Frontmatter
[More information](#)

STUDIES IN EMOTION AND SOCIAL INTERACTION

Second Series

Series Editors

Keith Oatley
University of Toronto

Antony Manstead
University of Amsterdam

This series is jointly published by the Cambridge University Press and the Editions de la Maison des Sciences de l'Homme, as part of the joint publishing agreement established in 1977 between the Fondation de la Maison des Sciences de l'Homme and the Syndics of the Cambridge University Press.

Cette collection est publiée co-édition par Cambridge University Press et les Editions de la Maison des Sciences de l'Homme. Elle s'intègre dans le programme de co-édition établi en 1977 par la Fondation de la Maison des Sciences de l'Homme et les Syndics de Cambridge University Press.

Titles published in the Second Series:

The Psychology of Facial Expression

Edited by James A. Russell and José Miguel Fernández-Dols

Emotions, the Social Bond, and Human Reality: Part/Whole Analysis

Thomas J. Scheff

Intersubjective Communication and Emotion in Early Ontogeny

Stein Bråten

The Social Context of Nonverbal Behavior

Edited by Pierre Philippot, Robert S. Feldman, and Erik J. Coats

Communicating Emotion: Social, Moral, and Cultural Processes

Sally Planalp

Feeling and Thinking

Edited by Joseph P. Forgas

For a list of titles in the First Series of Studies in Emotion and Social Interaction, see the page following the index.

Cambridge University Press

978-0-521-63363-5 - Causes and Consequences of Feelings

Leonard Berkowitz

Frontmatter

[More information](#)

Cambridge University Press

978-0-521-63363-5 - Causes and Consequences of Feelings

Leonard Berkowitz

Frontmatter

[More information](#)

Causes and Consequences of Feelings

Leonard Berkowitz



CAMBRIDGE
UNIVERSITY PRESS

& Editions de la Maison des Sciences de l'Homme
Paris

Cambridge University Press
 978-0-521-63363-5 - Causes and Consequences of Feelings
 Leonard Berkowitz
 Frontmatter
[More information](#)

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

Cambridge University Press
 The Edinburgh Building, Cambridge CB2 8RU, UK

Published in the United States of America by Cambridge University Press, New York

www.cambridge.org
 Information on this title: www.cambridge.org/9780521633635

© Maison des Sciences de l'Homme and Cambridge University Press 2000

This publication is in copyright. Subject to statutory exception
 and to the provisions of relevant collective licensing agreements,
 no reproduction of any part may take place without the written
 permission of Cambridge University Press.

First published 2000

A catalogue record for this publication is available from the British Library

Library of Congress Cataloguing in Publication Data
 Berkowitz, Leonard, 1926-
 Causes and consequences of feelings / Leonard Berkowitz.
 p. cm. - (Studies in emotion and social interaction)
 Includes bibliographical references and index.
 ISBN 0-521-63325-7. (hardcover). - ISBN 0-521-63363-x (pbk.)
 1. Emotions. 2. Affect (Psychology) I. Title. II. Series.
 BF531.B45 2000
 152.4-dc21

99-040249

ISBN 978-0-521-63325-3 Hardback
 ISBN 978-0-521-63363-5 Paperback

Cambridge University Press has no responsibility for the persistence or
 accuracy of URLs for external or third-party internet websites referred to in
 this publication, and does not guarantee that any content on such websites is,
 or will remain, accurate or appropriate. Information regarding prices, travel
 timetables, and other factual information given in this work is correct at
 the time of first printing but Cambridge University Press does not guarantee
 the accuracy of such information thereafter.

Contents

<i>Acknowledgments</i>	<i>page ix</i>
Introduction	1
Part I The Nature and Origin of Feelings	
1 Feelings: Their Nature and Causes	11
2 More on the Causes of Feelings: Appraisals and Bodily Reactions	38
Part II Feelings and Memory	
3 Influences of Feelings on Memory	67
4 Personal Traumas and Memory	96
Part III Affective Influences on Cognitive Processes	
5 The Influence of Feelings on Judgments and Decision Making	121
6 Feelings, Persuasion, and Motivation	144
Part IV Influencing Action	
7 Feeling Effects on Aggression and Helpfulness	167
<i>Notes</i>	191
<i>References</i>	225
<i>Index</i>	245

Cambridge University Press

978-0-521-63363-5 - Causes and Consequences of Feelings

Leonard Berkowitz

Frontmatter

[More information](#)

Cambridge University Press

978-0-521-63363-5 - Causes and Consequences of Feelings

Leonard Berkowitz

Frontmatter

[More information](#)

Acknowledgments

I am greatly indebted to all of the researchers who, with great insight and ingenuity, seek to determine just why people come to feel good or bad and how this positive or negative affect can influence one's memory, judgments, decision making, and behavior toward others. Testing our commonsense suppositions and everyday beliefs regarding the causes and consequences of feelings, or even daring to develop and investigate often novel theoretical formulations intended to account for these effects, has benefited all of us: me, the readers of this book, and I hope, many of those who want to understand better the whys and wherefores of human behavior. I owe much in particular to Gordon Bower, Bob Zajonc, and Joe Forgas, whose research and thinking contributed greatly to my own ideas, and am also grateful to my colleagues at the University of Wisconsin–Madison, Richie Davidson and Joe Newman, who taught me much and in one way or another encouraged me to think carefully about emotions.

Leonard Berkowitz
Madison, Wisconsin
August 1999

Cambridge University Press

978-0-521-63363-5 - Causes and Consequences of Feelings

Leonard Berkowitz

Frontmatter

[More information](#)
