

Cambridge University Press

978-0-521-12706-6 - The Social Psychology of Knowledge

Edited by Daniel Bar-Tal and Arie W. Kruglanski

Frontmatter

[More information](#)

---

## The social psychology of knowledge

Cambridge University Press

978-0-521-12706-6 - The Social Psychology of Knowledge

Edited by Daniel Bar-Tal and Arie W. Kruglanski

Frontmatter

[More information](#)

---

This book is published as part of the joint publishing agreement established in 1977 between the Fondation de la Maison des Sciences de l'Homme and the Press Syndicate of the University of Cambridge. Titles published under this arrangement may appear in any European language or, in the case of volumes of collected essays, in several languages.

New books will appear either as individual titles or in one of the series which the Maison des Sciences de l'Homme and the Cambridge University Press have jointly agreed to publish. All books published jointly by the Maison des Sciences de l'Homme and the Cambridge University Press will be distributed by the Press throughout the world.

Cet ouvrage est publié dans le cadre de l'accord de coédition passé en 1977 entre la Fondation de la Maison des Sciences de l'Homme et le Press Syndicate of the University of Cambridge. Toutes les langues européennes sont admises pour les titres couverts par cet accord, et les ouvrages collectifs peuvent paraître en plusieurs langues.

Les ouvrages paraissent soit isolément, soit dans l'une des séries que la Maison des Sciences de l'Homme et Cambridge University Press ont convenu de publier ensemble. La distribution dans le monde entier des titres ainsi publiés conjointement par les deux établissements est assurée par Cambridge University Press.

Cambridge University Press

978-0-521-12706-6 - The Social Psychology of Knowledge

Edited by Daniel Bar-Tal and Arie W. Kruglanski

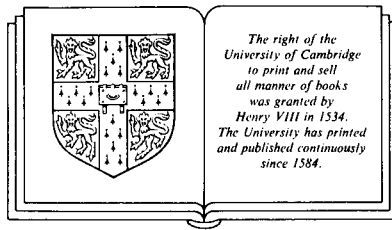
Frontmatter

[More information](#)

# The social psychology of knowledge

Edited by

Daniel Bar-Tal and Arie W. Kruglanski



---

Cambridge University Press

*Cambridge*

*New York New Rochelle Melbourne Sydney*

Editions de la Maison des Sciences de l'Homme

*Paris*

Cambridge University Press  
978-0-521-12706-6 - The Social Psychology of Knowledge  
Edited by Daniel Bar-Tal and Arie W. Kruglanski  
Frontmatter  
[More information](#)

---

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

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

With Editions de la Maison des Sciences de l'Homme  
54 Boulevard Raspail, 75270 Paris Cedex 06, France

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

[www.cambridge.org](http://www.cambridge.org)  
Information on this title: [www.cambridge.org/9780521127066](http://www.cambridge.org/9780521127066)

© Maison des Sciences de l'Homme and Cambridge University Press 1988

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 the copyright holder.

First published 1988  
This digitally printed version 2009

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

*Library of Congress Cataloguing in Publication data*

The social psychology of knowledge/edited Daniel Bar-Tal  
and Arie W. Kruglanski.

p. cm.

Includes index.

ISBN 0 521 32114 X

1. Knowledge. Sociology of. 2. Social psychology. I. Bar-Tal,  
Daniel II. Kruglanski, Arie W.

BD175. S625 1988

306'.42—dc19 87—27611

ISBN 978-0-521-32114-3 Hardback

ISBN 978-0-521-12706-6 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.

Cambridge University Press

978-0-521-12706-6 - The Social Psychology of Knowledge

Edited by Daniel Bar-Tal and Arie W. Kruglanski

Frontmatter

[More information](#)

---

We dedicate this book lovingly to our mothers  
Sofia (Zosia) Bar-Tal and Olga (Ola) Oxorn  
who provided us with much of our social knowledge

Cambridge University Press

978-0-521-12706-6 - The Social Psychology of Knowledge

Edited by Daniel Bar-Tal and Arie W. Kruglanski

Frontmatter

[More information](#)

## Contents

<i>List of contributors</i>	page ix
<i>Preface</i>	xi
1 The social psychology of knowledge: its scope and meaning <i>Daniel Bar-Tal and Arie W. Kruglanski</i>	1
2 From knowledge to cognition <i>Carl F. Graumann</i>	15
3 Knowledge and social process <i>Kenneth J. Gergen</i>	30
4 An ecological framework for establishing a dual-mode theory of social knowing <i>Reuben M. Baron</i>	48
5 A new perspective for social psychology <i>Daniel Bar-Tal and Yoram Bar-Tal</i>	83
6 Knowledge as a social psychological construct <i>Arie W. Kruglanski</i>	109
7 Understanding social knowledge: if only the data could speak for themselves <i>Robert S Wyer, Jr. and Thomas K. Srull</i>	142
8 The concept of accuracy in social judgment <i>Reid Hastie and Kenneth A. Rasinski</i>	193
9 On the use of statistical and nonstatistical knowledge: a problem-solving approach <i>Yaacov Trope and Zvi Ginossar</i>	209
	vii

Cambridge University Press

978-0-521-12706-6 - The Social Psychology of Knowledge

Edited by Daniel Bar-Tal and Arie W. Kruglanski

Frontmatter

[More information](#)*Contents*

10	Dimensional versus information-processing approaches to social knowledge: the case of inconsistency management <i>Patricia G. Devine and Thomas M. Ostrom</i>	231
11	Context-driven social judgment and memory: when “behavior engulfs the field” in reconstructive memory <i>E. Tory Higgins and Charles Stangor</i>	262
12	Constructing the past: biases in personal memories <i>Michael Ross and Cathy McFarland</i>	299
13	Attitudes: a new look at an old concept <i>Mark P. Zanna and John K. Rempel</i>	315
14	Mental models of causal reasoning <i>Joseph M. F. Jaspars (edited by Denis Hilton)</i>	335
15	Causal attribution viewed from an information-processing perspective <i>David L. Hamilton</i>	359
	<i>Author index</i>	387
	<i>Subject index</i>	395

Cambridge University Press

978-0-521-12706-6 - The Social Psychology of Knowledge

Edited by Daniel Bar-Tal and Arie W. Kruglanski

Frontmatter

[More information](#)

## Contributors

*Reuben M. Baron* Department of Psychology, University of Connecticut

*Daniel Bar-Tal* School of Education, Tel Aviv University

*Yoram Bar-Tal* School of Medicine, Tel Aviv University

*Patricia G. Devine* Department of Psychology, University of Wisconsin

*Kenneth J. Gergen* Department of Psychology, Swarthmore College

*Zvi Ginossar* Department of Psychology, Hebrew University of  
Jerusalem

*Carl F. Graumann* Psychologisches Institut, University of Heidelberg

*David L. Hamilton* Department of Psychology, University of California,  
Santa Barbara

*Reid Hastie* Department of Psychology, Northwestern University

*E. Tory Higgins* Department of Psychology, New York University

*Denis Hilton* Department of Psychology, University College, Cardiff

The late *Joseph M. F. Jaspars*

*Arie W. Kruglanski* Department of Psychology, University of Maryland  
at College Park

*Cathy McFarland* Department of Psychology, Simon Fraser University

*Thomas M. Ostrom* Department of Psychology, Ohio State University

*Kenneth A. Rasinski* Department of Psychology, Northwestern  
University

*John K. Rempel* Department of Psychology, University of Waterloo

*Michael Ross* Department of Psychology, University of Waterloo

*Thomas K. Srull* Department of Psychology, University of Illinois,  
Urbana–Champaign

*Charles Stangor* Department of Psychology, New York University

*Yaacov Trope* Department of Psychology, Hebrew University of  
Jerusalem

*Robert S. Wyer, Jr.* Department of Psychology, University of Illinois,  
Urbana–Champaign

*Mark P. Zanna* Department of Psychology, University of Waterloo



Cambridge University Press

978-0-521-12706-6 - The Social Psychology of Knowledge

Edited by Daniel Bar-Tal and Arie W. Kruglanski

Frontmatter

[More information](#)

## Preface

The present volume attempts to look at various areas of social cognitive research from a unique conceptual perspective embodied in the notion of human knowledge. The common interest in seriously exploring the “knowledge” perspective brought many of the present contributors to Shefayim, Israel, in the June of 1984. There, we decided to publish a collection of theoretical and empirical essays on various facets of the cognition/knowledge interface.

We felt that the volume as a whole should highlight those aspects of the contributions that specifically pertain to the knowledge construct. Three such broad aspects could be readily discerned. The first aspect concerned the concept of knowledge as such; the way it differs from cognition and the way it is social in character. The second aspect concerned the issue of generality versus specificity in conceptions of social knowledge: are we better off proposing content specific conceptions of knowledge formation (e.g. concerning the formation of attitudinal knowledge, knowledge of the past, causal knowledge, or statistical knowledge), or is it possible to formulate general epistemic models to account for the formation of all knowledge? The third aspect concerned the issue of validity or proof. As compared to “mere cognition”, “knowledge” has a distinct feel of reality to it. In other words, we do not know something unless we know it to be true. But, how do we establish the veracity of our knowledge?

The final product, the present book, more than lived up to our expectations. The contents of the chapters range from broad historical and philosophical attempts to elucidate the social psychological significance of knowledge as construct to more narrowly focused ideas on specific aspects of knowledge acquisition. Although the integrative themes are not always explicit, the careful reader will discover that they are at the foundation of every chapter. In this respect the present volume is not to be regarded as a collection of unrelated essays, but as a modest first step at providing a multi-level, multi-topical discussion of the same general problem, the mystery of human knowledge. The redirection of social cognitive research

Cambridge University Press

978-0-521-12706-6 - The Social Psychology of Knowledge

Edited by Daniel Bar-Tal and Arie W. Kruglanski

Frontmatter

[More information](#)

---

*Preface*

into the problem area of “knowledge” is admittedly deliberate. As will become clear, we regard such a shift in focus as capable of opening up exciting new areas of study as well as refreshingly expanding the scope of social psychological inquiry.

We would like to thank Tel-Aviv University and the Israel Academy of Science for providing the initial funds for the Shefayim conference. We are also grateful to the School of Education and the Department of Psychology at Tel-Aviv University who provided the secretarial help needed for editing this book. In addition, we are especially indebted to Jos Jaspars who played such an active role at the beginning of this publishing venture. It is most sad and unfortunate that he is no longer among us. His death in 1985 is a grave loss both to his friends and to the field of social psychology as a whole.

D.B.T.

A.W.K.