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Presents a process-oriented introduction to argumentation with coverage of the aims, or purposes, of argument: to inquire, to convince, to persuade, and to mediate. In contrast to other approaches, the focus on aims provides rhetorical context that helps students write, as well as read, arguments.

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"Know thyself," a precept as old as Socrates, is still good advice. But is introspection the best path to self-knowledge? Wilson makes the case for better ways of discovering our unconscious selves. If you want to know who you are or what you feel or what you're like, Wilson advises, pay attention to what you actually do and what other people think about you. Showing us an unconscious more powerful than Freud's, and even more pervasive in our daily life, Strangers to Ourselves marks a revolution in how we know ourselves.

This accessible book has established itself as the go-to resource on confirmatory factor analysis (CFA) for its emphasis on practical and conceptual aspects rather than mathematics or formulas. Detailed, worked-through examples drawn from psychology, management, and sociology studies illustrate the procedures, pitfalls, and extensions of CFA methodology. The text shows how to formulate, program, and interpret CFA models using popular latent variable software packages (LISREL, Mplus, EQS, SAS/CALIS); understand the similarities ...

For more than twenty-five years, the authors have highlighted the complexities, subtleties, and pervasive influence of persuasive messages. The seventh edition again blends historical, rhetorical, and social psychological approaches to persuasion theory. The engaging discussions and multiple examples introduce the intricacies of social influence and highlight methods of presentation as well as evaluation. The dynamic topic of persuasion presents a constantly changing palette for analysis. The authors dissect theory and practice in multiple contexts—from interpersonal interactions to public communication and persuasive campaigns to advertising to politics. Twitter, YouTube, and social networking sites offer new media for persuasive appeals. The means of persuading one another changes constantly, yet much of what was written by Aristotle continues to be relevant. The production of persuasive messages and the study of message effects have been and will continue to be fertile ground for exploration. Persuasion is an interactive process requiring willing and attentive participants. Becoming responsible, ethical, and credible persuaders involves systematic thinking and informed preparation. The skills required for planning, composing, and delivering effective messages are equally useful for evaluating messages received. The seventh edition provides a thorough, up-to-date discussion of classic and contemporary theories of persuasion to aid readers in developing skills as effective persuaders and as critical consumers of persuasive messages.

Does oil wealth lead to political poverty? It often looks that way, but Carbon Democracy tells a more complex story. In this magisterial study, Timothy Mitchell rethinks the history of energy, bringing into his grasp as he does so environmental politics, the struggle for democracy, and

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the place of the Middle East in the modern world. With the rise of coal power, the producers who oversaw its production acquired the ability to shut down energy systems, a threat they used to build the first mass democracies. Oil offered the West an alternative, and with it came a new form of politics. Oil created a denatured political life whose central object — the economy — appeared capable of infinite growth. What followed was a Western democracy dependent on an undemocratic Middle East. We now live with the consequences: an impoverished political practice, incapable of addressing the crises that threaten to end the age of carbon democracy — namely, the disappearance of cheap energy and the carbon-fueled collapse of the ecological order.

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