

Spent Sex Evolution And Consumer Behavior

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De evolutie van alles Matt Ridley 2016-09-07 Als er één hardnekkige mythe over de wereld bestaat, dan is het dat we allemaal aannemen dat wij mensen kunnen plannen hoe de wereld zich ontwikkelt. Matt Ridley betoogt echter dat 'evolutie' het sleutelbegrip is om te kunnen begrijpen hoe en waarom onze wereld verandert. Dit geldt niet alleen voor de natuur, maar ook voor vrijwel alles in de menselijke cultuur, van politiek, moraliteit en technologie tot geld, filosofie en religie. Dit zijn allemaal evolutionaire fenomenen. Ze ontvouwen zich, geleidelijk, ongericht, aanzwellend, gestuurd door een natuurlijke selectie onder concurrerende ideeën. Natuurlijk hebben individuen invloed, net als politieke partijen en grote bedrijven. Maar in De evolutie van alles maakt Ridley duidelijk dat onze wereld weliswaar het product is van menselijk handelen, maar niet van menselijk ontwerp.

Handbook of Biology and Politics Steven A. Peterson 2017-05-26 The study of biology and politics (or biopolitics) has gained considerable currency in recent years, as articles on the subject have appeared in mainstream journals and books on the subject have been well received. The literature has increased greatly since the 1960s and 1970s, when this specialization first made an appearance. This volume assesses the contributions of biology to political science. Chapters focus on general biological approaches to politics, biopolitical contributions to mainstream areas within political science, and linkages between biology and public policy. The volume provides readers with a comprehensive introduction to the subject.

The Oxford Handbook of Evolutionary Perspectives on Violence, Homicide, and War Todd K. Shackelford 2012-08-23 The Oxford Handbook of Evolutionary Perspectives on Violence, Homicide, and War synthesizes the theoretical and empirical work of leading scholars in the evolutionary sciences to produce the first extensive and authoritative review of this literature. Its breadth of coverage is unique, and ensures that the handbook provides essential reading for students and researchers in the fields of psychology, anthropology, criminology, sociology, ethology, biology, and behavioral ecology.

Jane Austen and Altruism Magdalen Ki 2020-02-26 Jane Austen and Altruism identifies a compelling theme, namely, the view that Jane Austen propounds a rigorous, boundary-sensitive model of altruism that counters the human propensity to selfishness and promotes the culture of cooperation. In her days, altruism was commonly known as "benevolence", "charity," or "philanthropy", and these concepts overlap with Auguste Comte's later definition of altruism as "otherism". This volume argues that Austen's thinking co-opts the evolutionary idea that altruism is seldom truly pure, egoism cannot be eradicated, and boundless group

altruism is not sustainable. However, given that she comes from a naval and clergy family, she witnesses the power of wartime patriotism, the Evangelical revival, the Regency culture of politeness, and the sentimental novels. In her novels, she locates human relationships along an altruism continuum that ranges from enlightened selfishness to pathological altruism. Unconditional love is hard to find, but empathy, kin altruism, reciprocal exchange, and group altruism are key to the formation of self-identity, family, community and the nation state.

Encouraging Sustainable Behavior Hans C.M. van Trijp 2013-08-15 Increasingly it is being recognized that consumer behavior may be a key trigger in the march toward sustainable development. Several lines of psychological theory and approaches have been developed relatively independently, each of which may provide major implications and action points on how consumers might be moved toward more sustainable behavior. This book is the first that brings together this variety of perspectives and theoretical angles around the common ambition of sustainable development. The contributors are all leading social scientists in the field of consumer behavior who met the challenge to sketch out their theoretical perspectives, but also to go beyond their normal theorizing and think out of the box in order to show how these theoretical perspectives might be made actionable in terms of key managerial and policy perspectives toward sustainable development. The result is a book that shows a wealth of information and approaches the question of how to encourage sustainable behavior from a myriad of divergent perspectives. This should stimulate scientists and policy-makers alike to find similarities, differences, and synergies between state-of-the-art psychological thinking about how to most effectively stimulate sustainable consumer behavior.

Transcultural Marketing Marye Tharp 2014-12-17 Because American consumers transmigrate between social identities in expressing their values and affiliations, marketers must apply transcultural marketing methods and offer a cultural values proposition to build long-term customer relationships. This unique book weaves these topics into profiles of 9 influential American subcultures currently shaping their members marketplace choices.

Evolution, Religion, and Cognitive Science Fraser Watts 2014-03-20 The cognitive science of religion is an inherently heterogeneous subject, incorporating theory and data from anthropology, psychology, sociology, evolutionary biology, and philosophy of mind amongst other subjects. One increasingly influential area of research in this field is concerned specifically with exploring the relationship between the evolution of the human mind, the evolution of culture in general, and the origins and subsequent development of religion. This research has exerted a strong influence on many areas of religious studies over the last twenty years, but, for some, the so-called 'evolutionary cognitive science of religion' remains a deeply problematic enterprise. This book's primary aim is to engage critically and constructively with this complex and diverse body of research from a wide range of perspectives. To these ends, the book brings together authors from a variety of relevant disciplines, in the thorough exploration of many of the key debates in the field. These include, for example: can certain aspects of religion be considered adaptive, or are they evolutionary by-products? Is the evolutionary cognitive science of religion compatible with theism? Is the evolutionary cognitive approach compatible with other, more traditional approaches to the study of religion? To what extent is religion shaped by cultural evolutionary processes? Is the evolutionary account of the mind that underpins the evolutionary cognitive approach the best or only available account? Written in accessible language, with an introductory chapter by Ilkka Pyysiäinen, a leading scholar in the field, this book is a valuable resource for specialists, undergraduate and graduate students, and

newcomers to the evolutionary cognitive science of religion.

The Oxford Handbook of Personality and Social Psychology Kay Deaux 2018 Personality and social psychology : moving toward a more perfect union / Mark Snyder and Kay Deaux -- Foundations of personality and social psychology -- The intertwined histories of personality and social psychology / Thomas F. Pettigrew -- Perspectives on the person: rapid growth and opportunities for integration / William Fleeson and Eranda Jayawickreme -- Perspectives on the situation / Harry T. Reis and John G. Holmes -- Neuroscience approaches in social and personality psychology / David M. Amodio, Eddie Harmon-Jones, and Elliot T. Berkman -- Evolutionary perspectives / Steven W. Gangestad -- Context in person, person in context : a cultural psychology approach to social-personality psychology / Glenn Adams and Tugçe Kurtis -- Behavior and behavior assessment / Janice R. Kelly and Christopher R. Agnew -- Conceptual and methodological issues in the analysis of cross-sectional and longitudinal dyadic data / Deborah A. Kashy and M. Brent Donellan -- Multilevel modeling in personality and social psychology / Oliver Christ, Christopher G. Sibley, and Ulrich Wagner -- Basic processes of personality and social psychology -- The self : dynamics of persons and their situations / Jennifer Crocker and Eddie Brummelman -- Identity : personal and social / Vivian L. Vignoles -- Morality / Jesse Graham and Piercarlo Valdesolo -- Motivation and goal pursuit : integration across the social/personality divide / Julie K. Norem -- Five questions about emotion: implications for social-personality psychology / Gerald L. Clore and Michael D. Robinson -- Cybernetic approaches to personality and social behavior / Colin G. DeYoung and Yanna J. Weisberg -- Initial impressions of others / James S. Uleman and S. Adil Saribay -- Attitudes and attitude change : social and personality considerations about specific and general patterns of behavior / Dolores Albarracín, Man-pui Sally Chan, and Duo Jiang -- From help-giving to helping relations : belongingness and independence in social interactions / Arie Nadler -- Antisocial behavior in individuals and groups : an empathy-focused approach / Emanuele Castano and David C. Kidd -- Personality and social interaction : interpenetrating processes / Rodolfo Mendoza-Denton, Jordan B. Leitner, and Ozlem Ayduk -- Attachment theory expanded : a behavioral systems approach to personality and social behavior / Mario Mikulincer and Phillip R. Shaver -- Person-by-situation perspectives on close relationships / Jeffrey A. Simpson and Heike A. Winterheld -- Personality influences on group processes : the past, present, and future / Craig D. Parks -- Intergroup processes : from prejudice to positive relations between groups / Linda R. Tropp and Ludwin E. Molina -- Power as active self : from acquisition to the expression and use of power / Ana Guinote and Serena Chen -- Personality and social psychology in key life domains -- Personality, social psychology, and psychopathology : reflections on a lewinian vision / Philip R. Costanzo, Rick H. Hoyle, and Mark R. Leary -- Individual and societal well-being / Shigehiro Oishi and Samantha J. Heintzelman -- Multicultural identity and experiences : cultural, social, and personality processes / Verónica Benet-Martínez and Angela-MinhTu D. Nguyen -- Personality and social contexts as sources of change and continuity across the life span / Abigail J. Stewart and Kay Deaux -- The social psychology of personality and leadership : a person-in-situation perspective / Daan van Knippenberg -- Work and organizations: contextualizing personality and social psychology / Deidra J. Schleicher and David V. Day -- A person x intervention strategy approach to understanding health behavior / Alexander J. Rothman and Austin S. Baldwin -- Forensic personality and social psychology / Saul Kassin and Margaret Bull Kovera -- The psychology of collective action / Lauren E. Duncan -- Social policy: barriers and opportunities for personality and social psychology / Allen M. Omoto -- Conclusion -- Personality and social psychology : the evolving state of the union / Kay Deaux and Mark

Snyder

The Wiley-Blackwell Handbook of Individual Differences Tomas Chamorro-Premuzic 2015-06-22 The Wiley-Blackwell Handbook of Individual Differences provides a comprehensive, up-to-date overview of recent research, current perspectives, practical applications, and likely future developments in individual differences. Brings together the work of the top global researchers within the area of individual differences, including Philip L. Ackerman, Ian J. Deary, Ed Diener, Robert Hogan, Deniz S. Ones and Dean Keith Simonton Covers methodological, theoretical and paradigm changes in the area of individual differences Individual chapters cover core areas of individual differences including personality and intelligence, biological causes of individual differences, and creativity and emotional intelligence

Evolutionary Psychology in the Business Sciences Gad Saad 2011-07-09 All individuals who operate in the business sphere, whether as consumers, employers, employees, entrepreneurs, or financial traders to name a few constituents, share a common biological heritage and are defined by a universal human nature. As such, it is surprising that so few business scholars have incorporated biological and evolutionary-informed theories within their conceptual toolboxes. This edited book addresses this lacuna by culling chapters at the intersection of the evolutionary behavioral sciences and specific business contexts including in marketing, consumer behavior, advertising, innovation and creativity, intertemporal choice, negotiations, competition and cooperation in organizational settings, sex differences in workplace patterns, executive leadership, business ethics, store design, behavioral decision making, and electronic communication. To reword the famous aphorism of T. G. Dobzhansky, nothing in business makes sense except in the light of evolution.

Creating Marketing Magic and Innovative Future Marketing Trends Maximilian Stieler 2017-01-06 This volume includes the full proceedings from the 2016 Academy of Marketing Science (AMS) Annual Conference held in Orlando, Florida, entitled Creating Marketing Magic and Innovative Future Marketing Trends. The marketing environment continues to be dynamic. As a result, researchers need to adapt to the ever-changing scene. Several macro-level factors continue to play influential roles in changing consumer lifestyles and business practices. Key factors among these include the increasing use of technology and automation, while juxtaposed by nostalgia and “back to the roots” marketing trends. At the same time, though, as marketing scholars, we are able to access emerging technology with greater ease, to undertake more rigorous research practices. The papers presented in this volume aim to address these issues by providing the most current research from various areas of marketing research, such as consumer behavior, marketing strategy, marketing theory, services marketing, advertising, branding, and many more. Founded in 1971, the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory, research, and practice. Among its services to members and the community at large, the Academy offers conferences, congresses, and symposia that attract delegates from around the world. Presentations from these events are published in this Proceedings series, which offers a comprehensive archive of volumes reflecting the evolution of the field. Volumes deliver cutting-edge research and insights, complementing the Academy’s flagship journals, the Journal of the Academy of Marketing Science (JAMS) and AMS Review. Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science.

The Oxford Handbook of Women and Competition Maryanne L. Fisher 2017 Introduction / Maryanne L. Fisher -- Theory and overview -- Competition throughout women's lives / Bobbi

Low -- Sexual competition among women : a review of the theory and supporting evidence / Steven Arnocky & Tracy Vaillancourt -- Female intrasexual competition in primates : why human's aren't as progressive as we think / Nicole Scott -- Social status and aggression -- Feminist and evolutionary perspectives of female-female competition, status seeking, and social network formation / Laurette T. Liesen -- Adolescent peer aggression and female reproductive competition / Andrew C. Gallup -- Cooperation drives competition among Tsimane women in the Bolivian Amazon / Stacey L. Rucas -- Competition between female friends / Chenthila Nagamuthu & Elizabeth Page-Gould -- The element of surprise: women of the dark triad / P. Lynne Honey -- Communication and gossip -- Competitive communication among women : the pretty prevail by means of indirect aggression / Grace Anderson -- Gossip and competition among women : how "the gossip" became a woman and how "gossip" became her weapon of choice / Francis T. McAndrew -- Women's talk? : exploring the relationship between gossip, sex, mate competition, and mate poaching / Katelin Sutton & Megan J. Oaten -- Informational warfare : coalitional gossiping as a strategy for within-group aggression / Nicole H. Hess -- Mate availability and mating relationships -- Do women compete for mates when men are scarce? : sex ratio imbalances and women's mate competition cross-culturally / Emily Stone -- Operational sex ratio and female competition : scarcity breeds intensity / Haley M. Dillon, Lora E. Adair, & Gary L. Brase -- The influence of women's mate value on intrasexual competition / Maryanne L. Fisher & Ana María Fernández -- Single and partnered women : competing to obtain and retain high quality men / Gayle Brewer -- I'll have who she's having : mate copying, mate poaching and mate retention / Lora E. Adair, Haley M. Dillon, & Gary L. Brase -- Intrasexual mate competition and breakups : who really wins? / Craig Morris, Melanie L. Beaussart, Chris Reiber, & Linda S. Krajewski -- Endocrinology and psychobiological considerations -- Psychobiological responses to competition in women / Raquel Costa, Miguel A. Serrano, & Alicia Salvador -- The endocrinology of female competition / Kelly Cobey, & Amanda Hahn -- The effect of fertility on women's intrasexual competition / Lambrianos Nikiforidis, Ashley Rae Arsena, & Kristina M. Durante -- Health and aging -- Social aggression, sleep and wellbeing among Sidama women of rural southwestern Ethiopia / Alissa A. Miller & Stacey L. Rucas -- Is female competition at the heart of reproductive suppression and eating disorders? / Catherine Salmon -- Moderation of female-female competition for matings by competitors' age and parity / Melanie MacEacheron & Lorne Campbell -- Motherhood and family -- Competitive motherhood from a comparative perspective / Katherine A. Valentine, Norman P. Li, & Jose C. Yong -- Cooperative and competitive mothering : from bonding to rivalry in the service of childrearing / Rosemarie I. Sokol-Chang, Rebecca L. Burch & Maryanne L. Fisher -- Conflicting tastes : conflict between female family members in choice of romantic partners / Leif Edward Ottesen Kennair & Robert Biegler -- Darwinian perspectives on women's progonicide / Alita J. Cousins & Theresa Porter -- Physical appearance -- The causes and consequences of women's competitive beautification / Danielle J. DelPriore, Marjorie L. Prokosch, & Sarah E. Hill -- Ravishing rivals : female intrasexual competition and cosmetic surgery / Shelli L. Dubbs, Ashleigh J. Kelly, & Fiona Kate Barlow -- Intrasexual competition among beauty pageant contestants / Rebecca Shaiber, Laura Johnsen & Glenn Geher -- Fashion as a set of signals in female intrasexual competition / Laura Johnsen & Glenn Geher -- Competition in virtual contexts -- Female virtual intrasexual competition and its consequences / Jose C. Yong, Norman P. Li, Katherine A. Valentine, & April R. Smith -- Facebook frenemies and selfie-promotion : women and competition in the digital age / Amanda E. Guitar & Rachael A. Carmen -- Women's use of computer games to practice intrasexual competition / Tami M. Meredith -- Competition in applied settings -- The buzz on

the queen bee and other characterizations of women's intrasexual competition at work / Lucie Kocum, Delphine S. Courvoisier, & Sandra Vernon -- Food as a means for female power struggles / Charlotte J. S. De Backer, Liselot Hudders, & Maryanne L. Fisher -- Evolution of artistic and aesthetic propensities through female competitive ornamentation / Marco A. C. Varela, Jaroslava Varela Valentová, & Ana María Fernández -- "Playing like a girl" : women in competition in sport and physical activity / Hayley Russell, Julia Dutove, & Lori Dithurbide -- Conclusion -- Conclusion / Gregory Carter & Maryanne L. Fisher

Leven aan de onderkant Theodore Dalrymple 2012-09-20 Een vernieuwende en confronterende visie op het systeem dat de onderklasse instandhoudt. Leven aan de onderkant is het relaas van een psychiater over het leven in de onderklasse en een felle aanklacht tegen de mentaliteit die mensen daarin gevangen houdt. Dalrymple werkt in een gevangenis en een ziekenhuis in een grote achterstandswijk. Hij baseert zijn analyse op de duizenden gesprekken die hij voerde met daders en slachtoffers van roof, drugsmisbruik, mishandeling en andere vormen van geweld. Het resultaat is een indringend portret van een wereld waarin relaties vluchtig en gewelddadig zijn, waarin vaders afwezig zijn, waarin zelfbeheersing en eigen verantwoordelijkheid niet of nauwelijks een rol spelen. Volgens Dalrymple wordt de onderklasse vooral instandgehouden door het waarderrelativisme waarvan de westerse wereld sinds de jaren zestig van de twintigste eeuw is doortrokken. Dat komt vooral tot uiting in het goedpraten van criminaliteit door die voor te stellen als een onontkoombaar gevolg van armoede of discriminatie, maar ook in het verdacht maken van prestatiedrang in het onderwijs. Aan de onderkant van de samenleving heeft dit geleid tot een slachtoffercultuur, die verhindert dat mensen hun lot in eigen handen nemen, met alle kwalijke gevolgen van dien.

Extraterrestrial Altruism Douglas A. Vakoch 2013-09-14 Extraterrestrial Altruism examines a basic assumption of the Search for Extraterrestrial Intelligence (SETI): that extraterrestrials will be transmitting messages to us for our benefit. This question of whether extraterrestrials will be altruistic has become increasingly important in recent years as SETI scientists have begun contemplating transmissions from Earth to make contact. Technological civilizations that transmit signals for the benefit of others, but with no immediate gain for themselves, certainly seem to be altruistic. But does this make biological sense? Should we expect altruism to evolve throughout the cosmos, or is this only wishful thinking? Is it dangerous to send messages to other worlds, as Stephen Hawking has suggested, or might humankind benefit from an exchange with intelligence elsewhere in the galaxy? Would extraterrestrial societies be based on different ethical principles, or would we see commonalities with Earthly notions of morality? Extraterrestrial Altruism explores these and related questions about the motivations of civilizations beyond Earth, providing new insights that are critical for SETI. Chapters are authored by leading scholars from diverse disciplines—anthropology, astronomy, biology, chemistry, computer science, cosmology, engineering, history of science, law, philosophy, psychology, public policy, and sociology. The book is carefully edited by Douglas Vakoch, Director of Interstellar Message Composition at the SETI Institute and professor of clinical psychology at the California Institute of Integral Studies. The Foreword is by Frank Drake. This interdisciplinary book will benefit everybody trying to understand whether evolution and ethics are unique to Earth, or whether they are built into the fabric of the universe.

De derde chimpansee Jared Diamond 2013-02-06 Mensen zijn voor 98% genetisch gelijk aan de gewone aap en de dwergchimpansee. Hoe is het dan te verklaren dat wij in staat zijn beschavingen, talen, godsdiensten en wetenschappen te ontwikkelen maar ook om dat in een oogwenk weer te vernietigen? Diamond schreef een baanbrekend, onderhoudend en

soms schokkend boek over dat unieke schepsel en zijn evolutie: de derde chimpansee die mens heet. Scherp geschreven, een genot om te lezen. Deze uitdagende stijl van het boek dwingt de lezer ertoe zich grondig te bezinnen op het raadsel van de menselijke evolutie.? New York Times Book Review Jared Diamond is hoogleraar fysiologie in Los Angeles. Hij verricht onderzoek op het terrein van de evolutionaire biologie en is bekend als internationale bestsellerauteur van onder andere Zwaarden, paarden en ziektekiemen en Ondergang.

Waar hangt mijn penis uit Jesse Bering 2013-10-01 Waarom hangen testikels zoals ze doen? Heeft het vrouwelijk orgasme een adaptieve functie? Hoe voelt het om zelfmoord te willen plegen? Bestaat "vrije wil" ook werkelijk? En waarom heeft een penis zijn kenmerkende vorm eigenlijk? In Waar hangt mijn penis uit? heeft onderzoekspsycholoog en bekrond columnist Jesse Bering twee nieuwe essays en ruim dertig van zijn meest populaire stukken uit Scientific American en Slate gebundeld. Hij voert de lezers mee op een gedurfde en boeiende leestocht waarbij hij de taboes die er nog zijn op het vlak van de evolutie en menselijk gedrag niet uit de weg gaat. Zoals het uitzoeken van de geschiedenis van kannibalisme, de neurologie van de mensen die seksueel worden aangetrokken tot dieren, de evolutie van menselijke lichaamsvloeistoffen, de wetenschap van homoseksualiteit en serieuze vragen over leven en dood. Bering's scherpzinnig werk biedt ons een uitgestrekte kaleidoscoop van onze eigenaardigheden en herkomst. Met de voor hem karakteristieke oneerbiedigheid en brutaliteit, laat Bering geen onderwerp onbesproken. Of u nu geïnteresseerd bent in de psychologische geschiedenis achter de vele facetten van seksueel verlangen of in de evolutionaire patronen die onze huidige mystiek en fallische lichaamsbouw dicteren, Waar hangt mijn penis uit? zal de komende jaren een gefundeerde bijdrage leveren aan de levendige discussie en debat rond deze onderwerpen.

The Cambridge Handbook of Evolutionary Perspectives on Human Behavior Lance Workman 2020-03-19 The transformative wave of Darwinian insight continues to expand throughout the human sciences. While still centered on evolution-focused fields such as evolutionary psychology, ethology, and human behavioral ecology, this insight has also influenced cognitive science, neuroscience, feminist discourse, sociocultural anthropology, media studies, and clinical psychology. This handbook's goal is to amplify the wave by bringing together world-leading experts to provide a comprehensive and up-to-date overview of evolution-oriented and influenced fields. While evolutionary psychology remains at the core of the collection, it also covers the history, current standing, debates, and future directions of the panoply of fields entering the Darwinian fold. As such, The Cambridge Handbook of Evolutionary Perspectives on Human Behavior is a valuable reference not just for evolutionary psychologists but also for scholars and students from many fields who wish to see how the evolutionary perspective is relevant to their own work.

Mating Intelligence Unleashed Glenn Geher PhD 2013-01-30 Psychologists often paint a picture of human mating as visceral, instinctual. But that's not the whole story. In courtship and display, sexual competition and rivalry, we are also guided by what Glenn Geher and Scott Barry Kaufman call Mating Intelligence--a range of mental abilities that have evolved to help us find the right partner. Mating Intelligence is at work in our efforts to form, maintain, and end relationships. It guides us in flirtation, foreplay, copulation, finding and choosing a mate, and many other behaviors. In Mating Intelligence Unleashed, psychologists Geher and Kaufman take readers on a fascinating tour of the crossroads of mating and intelligence, drawing on cutting-edge research on evolutionary psychology, intelligence, creativity, personality, social psychology, neuroscience, and more. The authors show that despite what you may read in the latest issue of Maxim, Playboy, Vogue, or GQ, physical attractiveness

isn't the whole story. Human mating draws on a range of mental skills and attributes--from the creative use of pick-up lines, to displays of charisma, intelligence, humor, personality, and compassion. Along the way, the authors shed new light on age-old questions, such as: What role does personality play in mating? Which traits are attractive--and which traits repulse? How do people really choose mates? How do men and women deceive each other? How important is emotional intelligence? Why do people create art--and does it have anything to do with sex? Do nice guys really finish last? Since Glenn Geher coined the term Mating Intelligence in 2006, it has drawn a great deal of media attention, ranging from a Psychology Today cover story to articles in the New Scientist, the Washington Times, the Huffington Post, and elsewhere. Now, in Mating Intelligence Unleashed, readers will have the first full account of this revolutionary new approach to dating, mating, and love.

Darwin en de consument Geoffrey Miller 2010-05-26 Waarom zou iemand een Hummer kopen, zo ongeveer de minst praktische en slechtst denkbare auto? En waarom zou je make-up gebruiken of botox om er jonger uit te zien? De waarheid achterhaalt je toch wel Geoffrey Miller bekijkt de consumptiemaatschappij van een afstand, vol verbazing en met steeds meer ergernis. De eerste levensbehoeften (water, voedsel) zijn relatief goedkoop maar blijkbaar schatten we verkeerd in wat een 'levensbehoefte' is. Daarop wordt ingespeeld door bedrijven en winkels die luxe, status en seks verkopen. Miller neemt er geen genoegen mee, en Darwin en de consument beschrijft niet alleen hoe doorgeslagen ons koopgedrag is maar ook wat we moeten doen om met beide benen op de grond te komen staan. '

Mate Tucker Max 2015-09-15 The #1 bestselling pioneer of "fratire" and a leading evolutionary psychologist team up to create the dating book for guys. Whether they conducted their research in life or in the lab, experts Tucker Max and Dr. Geoffrey Miller have spent the last 20+ years learning what women really want from their men, why they want it, and how men can deliver those qualities. The short answer: become the best version of yourself possible, then show it off. It sounds simple, but it's not. If it were, Tinder would just be the stuff you use to start a fire. Becoming your best self requires honesty, self-awareness, hard work and a little help. Through their website and podcasts, Max and Miller have already helped over one million guys take their first steps toward Ms. Right. They have collected all of their findings in Mate, an evidence-driven, seriously funny playbook that will teach you to become a more sexually attractive and romantically successful man, the right way: No "seduction techniques," No moralizing, No bullshit. Just honest, straightforward talk about the most ethical, effective way to pursue the win-win relationships you want with the women who are best for you. Much of what they've discovered will surprise you, some of it will not, but all of it is important and often misunderstood. So listen up, and stop being stupid!

Enlightened Marketing in Challenging Times Felipe Pantoja 2020-09-17 This volume explores the interconnection of social, political, technological and economic challenges that impact consumer relationships, new product launches and consumer interests. Featuring contributions presented at the 2019 Academy of Marketing Science (AMS) World Marketing Congress (WMC) held in Edinburgh, Scotland, the theme of this proceedings draws from the Scottish Enlightenment movement of the mid-Eighteenth Century, which centered on ideas of liberty, progress and the scientific method. The core values of this movement are being challenged by the rapidly changing, globally shifting and digitally connected world. The contributions presented in this volume reflect and reframe the roles of marketers and marketing in incorporating and advancing the ideas of the Scottish Enlightenment within contemporary marketing theory and practice. Founded in 1971, the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory, research, and practice. Among its

services to members and the community at large, the Academy offers conferences, congresses, and symposia that attract delegates from around the world. Presentations from these events are published in this Proceedings series, which offers a comprehensive archive of volumes reflecting the evolution of the field. The series deliver cutting-edge research and insights, complementing the Academy's flagship journals, the Journal of the Academy of Marketing Science (JAMS) and AMS Review (AMSR). Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science.

The Handbook of Evolutionary Psychology, Volume 2 David M. Buss 2015-09-29 A complete exploration of the real-world applications and implications of evolutionary psychology The exciting and sometimes controversial science of evolutionary psychology is becoming increasingly relevant to more fields of study than ever before. The Handbook of Evolutionary Psychology, Volume 2, Integrations provides students and researchers with new insight into how EP draws from, and is applied in, fields as diverse as economics, anthropology, neuroscience, genetics, and political science, among others. In this thorough revision and expansion of the groundbreaking handbook, luminaries in the field provide an in-depth exploration of the foundations of evolutionary psychology as they relate to public policy, consumer behavior, organizational leadership, and legal issues. Evolutionary psychology seeks to explain the reasons behind friendship, leadership, warfare, morality, religion, and culture — in short, what it means to be human. This enlightening text provides a foundational knowledgebase in EP, along with expert insights and the most up-to-date coverage of recent theories and findings. Explore the vast and expanding applications of evolutionary psychology Discover the psychology of human survival, mating parenting, cooperation and conflict, culture, and more Identify how evolutionary psychology is interwoven with other academic subjects and traditional psychological disciplines Discuss future applications of the conceptual tools of evolutionary psychology As the established standard in the field, The Handbook of Evolutionary Psychology, Volume 2 is the definitive guide for every psychologist and student to understand the latest and most exciting applications of evolutionary psychology.

Evolutionary Psychology Lance Workman 2014-01-09 "Written for undergraduate psychology students, and assuming little knowledge of evolutionary science, the third edition of this classic textbook provides an essential introduction to evolutionary psychology. Fully updated with the latest research and new learning features, it provides a thought-provoking overview of evolution and illuminates the evolutionary foundation of many of the broader topics taught in psychology departments. The text retains its balanced and critical evaluation of hypotheses and full coverage of the fundamental topics required for undergraduates. This new edition includes more material on the social and reproductive behaviour of non-human primates, morality, cognition, development and culture as well as new photos, illustrations, text boxes and thought questions to support student learning. Nearly 300 online multiple choice questions complete the student questioning package. This new material complements the classic features of this text, which include suggestions for further reading, chapter summaries, a glossary, and two-colour figures throughout"--

The Interdisciplinary Science of Consumption Stephanie D. Preston 2014-08-08 Scholars from psychology, neuroscience, economics, animal behavior, and evolution describe the latest research on the causes and consequences of overconsumption. Our drive to consume—our desire for food, clothing, smart phones, and megahomes—evolved from our ancestors' drive to survive. But the psychological and neural processes that originally evolved to guide mammals toward resources that are necessary but scarce may mislead us in modern conditions of material abundance. Such phenomena as obesity, financial bubbles,

hoarding, and shopping sprees suggest a mismatch between our instinct to consume and our current environment. This volume brings together research from psychology, neuroscience, economics, marketing, animal behavior, and evolution to explore the causes and consequences of consumption. Contributors consider such topics as how animal food-storing informs human consumption; the downside of evolved “fast and frugal” rules for eating; how future discounting and the draw toward immediate rewards influence food consumption, addiction, and our ability to save; overconsumption as social display; and the policy implications of consumption science. Taken together, the chapters make the case for an emerging interdisciplinary science of consumption that reflects commonalities across species, domains, and fields of inquiry. By carefully comparing mechanisms that underlie seemingly disparate outcomes, we can achieve a unified understanding of consumption that could benefit both science and society.

The Ape that Understood the Universe Steve Stewart-Williams 2018-09-13 Uses evolutionary psychology and cultural evolutionary theory to explain the mysteries of the human mind to an alien scientist.

Extending Virtual Worlds Ann Latham Cudworth 2018-09-03 Written as the successor to Virtual World Design: Creating Immersive Virtual Environments, this book carries the ideas brought forward in its predecessor to new levels of virtual world design exploration and experimentation. Written by an Emmy award-winning designer with 22 years of experience creating virtual environments for television and online communities, Extending Virtual Worlds: Advanced Design for Virtual Environments explores advanced topics such as multi-regional design, game-based sims, and narrative structure for environments. The book provides bedrock knowledge and practical examples of how to leverage design concepts within the intertwined structures of physics engines, level of detail (LOD) systems, and advanced material editors. It also shows designers new ways to influence the experience of virtual world visitors through immersive narrative and storytelling. With over 150 illustrations and 10 step-by-step projects that include the necessary 3D models and modular components, it delivers hours of stimulating creative challenges for people working in public virtual worlds or on private grids. By using this book, novices and advanced users will deepen their understanding of game design and how it can be applied to creating game-based virtual environments. It also serves as a foundational text for class work in distance learning, simulation, and other learning technologies that use virtual environments.

Fashion Talks Shira Tarrant 2012-09-01 Essays on the politics of everyday style.

The Oxford Handbook of Evolutionary Psychology and Behavioral Endocrinology Lisa L. M. Welling 2019-03-19 The Oxford Handbook of Evolutionary Psychology and Behavioral Endocrinology offers a comprehensive and compelling review of research in behavioral endocrinology from an evolutionary perspective on human psychology. Chapters, written by renowned experts on human behavior, explore a number of subtopics within one of three themes (1) development and survival, (2) reproductive behavior, and (3) social and affective behavior. Such topics include hormonal influences on life history strategy, mate choice, aggression, human hierarchical structure, and mood disorders. This Handbook is situated at the intersection of evolutionary psychology and behavioral endocrinology. Its interdisciplinary approach makes it an important resource for a broad spectrum of researchers, graduate students, and advanced undergraduates who are interested in studying the motivations and mechanisms that affect behavior.

Marketing and Consumer Behavior: Concepts, Methodologies, Tools, and Applications Management Association, Information Resources 2014-12-31 As marketing professionals look for ever more effective ways to promote their goods and services to customers, a

thorough understanding of customer needs and the ability to predict a target audience's reaction to advertising campaigns is essential. **Marketing and Consumer Behavior: Concepts, Methodologies, Tools, and Applications** explores cutting-edge advancements in marketing strategies as well as the development and design considerations integral to the successful analysis of consumer trends. Including both in-depth case studies and theoretical discussions, this comprehensive four-volume reference is a necessary resource for business leaders and marketing managers, students and educators, and advertisers looking to expand the reach of their target market.

Evolutionary Communication James Lull 2019-11-28 **Evolutionary Communication** presents the first comprehensive evolutionary approach to the study of human communication. Presuming no specialized knowledge of evolutionary theory, this reader-friendly textbook explains why and how communication became the determining factor in human development. Drawing from the latest scientific research, **Evolutionary Communication** represents a truly groundbreaking contribution to **Communication Studies** as a field of study. Opening up an inspiring new approach for teaching communication, the book can be used as a core volume or supplemental text for courses ranging from Introduction to Communication and Communication Theory to special topics and graduate seminars.

Sex, Genes & Rock 'n' Roll Robert C. Brooks 2011 Why are people getting fatter? Why do so many rock stars end up dead at 27? Is there any hope of curbing population growth, rampant consumerism and the environmental devastation they wreak? Evolutionary biologist Rob Brooks argues that the origins of these twenty-first century problems can be found where the ancient forces of evolution collide with modern culture and economics. In **Sex, Genes and Rock n Roll** Brooks explores a tasting platter of topics, from the frivolous to the tragic falling in love, making music, our obsession with rock n roll, sexual conflict, fertility, obesity, consumption, ageing and more illustrating how evolution stands alongside economics, anthropology, psychology and political science in shaping our world.

The Language of Life James Lull 2012-05-29 Communication in its most basic form—the sending of signals and exchange of messages within and between organisms—is the heart of evolution. From the earliest life-forms to *Homo sapiens*, the great chain of communication drives the evolutionary process and is the indispensable component of human culture. That is the central message of this unique perspective on both the biological evolution of life and the human development of culture. The book explores the totality of communication processes that create and sustain biological equilibrium and social stability. The authors argue that this ubiquitous connectivity is the elemental unity of life. Introducing a new subdiscipline—evolutionary communication—the authors analyze the core domains of life—sheer survival, sex, culture, morality, religion, and technological change—as communications phenomena. What emerges from their analysis is a brilliant interpretation of life interconnected through communication from the basic molecular level to the most sophisticated manifestations of culture. Challenging the boundaries of conventional approaches to cultural analysis, this is an original and engaging view of evolution and an encouraging prognosis for our collective future.

Sexual Selection in *Homo sapiens* Menelaos Apostolou 2017-06-20 The present book aims to examine how sexual selection works in the human species. Almost all scholarly effort focuses on sexual selection in non-human species and extrapolates the findings to the human one. However, human mating has a unique pattern not found in any other species, namely parental influence over mate choice. Across preindustrial societies, the typical pattern of long-term mating is arranged marriage, where parents choose spouses for their children. By doing so, parents effectively become a sexual selection force. Traits that

enhance an individual's chance to be selected as a son- or a daughter-in-law confer important reproductive advantages to those who are endowed with them, increasing in frequency in the population. The author has coined the term parental choice to describe the sexual selection force that arises from parental control over mating. He synthesizes extensive theoretical and empirical work in order to understand and model this force. The aim is to understand which factors give rise to parental choice and to combine these insights into constructing a more formal model. It also aims to further examine whether the predictions of the model fit the patterns of mating found across different types of human societies, and how the model can be used to understand the evolution of behavioral traits involved in mating. By synthesizing the various arguments put forward and published across the literature, the book offers a comprehensive argument and overview of an aspect of sexual selection unique to our species. Furthermore, the book revises and extends previously made arguments and models, while it provides useful insights on how the proposed revision of sexual selection theory can enable us to understand a wide range of human behavioral phenomena. It should be key reading for those interested in studying sexual selection in general and in the *Homo sapiens* species in particular.

The Cambridge Handbook of Evolutionary Perspectives on Sexual Psychology: Volume 2, Male Sexual Adaptations Todd K. Shackelford 2022-07-21 The interface of sexual behavior and evolutionary psychology is a rapidly growing domain, rich in psychological theories and data as well as controversies and applications. With nearly eighty chapters by leading researchers from around the world, and combining theoretical and empirical perspectives, The Cambridge Handbook of Evolutionary Perspectives on Sexual Psychology is the most comprehensive and up-to-date reference work in the field. Providing a broad yet in-depth overview of the various evolutionary principles that influence all types of sexual behaviors, the handbook takes an inclusive approach that draws on a number of disciplines and covers nonhuman and human psychology. It is an essential resource for both established researchers and students in psychology, biology, anthropology, medicine, and criminology, among other fields. Volume 2: Male Sexual Adaptations addresses theory and research focused on sexual adaptations in human males.

Spent Geoffrey Miller 2009-05-14 A leading evolutionary psychologist probes the hidden instincts behind our working, shopping, and spending Evolutionary psychology-the compelling science of human nature-has clarified the prehistoric origins of human behavior and influenced many fields ranging from economics to personal relationships. In Spent Geoffrey Miller applies this revolutionary science's principles to a new domain: the sensual wonderland of marketing and status seeking that we call American consumer culture. Starting with the basic notion that the goods and services we buy unconsciously advertise our biological potential as mates and friends, Miller examines the hidden factors that dictate our choices in everything from lipstick to cars, from the magazines we read to the music we listen to. With humor and insight, Miller analyzes an array of product choices and deciphers what our decisions say about ourselves, giving us access to a new way of understanding- and improving-our behaviors. Like Freakonomics or The Tipping Point, Spent is a bold and revelatory book that illuminates the unseen logic behind the chaos of consumerism and suggests new ways we can become happier consumers and more responsible citizens.

Eén wereld 2003 Pleidooi voor een ethiek die niet uitgaat van het belang van een nationale staat, maar van het gezamenlijke belang van een wereldwijde gemeenschap.

Games Primates Play Dario Maestri 2012-04-10 Most humans don't realize that when they exchange emails with someone, anyone, they are actually exhibiting certain unspoken rules about dominance and hierarchy. The same rules regulate the exchange of grooming

behavior in rhesus macaques or chimpanzees. Interestingly, some of the major aspects of human nature have profound commonalities with our ape ancestors: the violence of war, the intensity of love, the need to live together. While we often assume that our behavior in everyday situations reflects our unique personalities, the choices we freely make, or the influences of our environment, we rarely consider that others behave in these situations in almost the exact the same way as we do. In *Games Primates Play*, primatologist Dario Maestripieri examines the curious unspoken customs that govern our behavior. These patterns and customs appear to be motivated by free will, yet they are so similar from person to person, and across species, that they reveal much more than our selected choices. *Games Primates Play* uncovers our evolutionary legacy: the subtle codes that govern our behavior are the result of millions of years of evolution, predating the emergence of modern humans. To understand the rules that govern primate games and our social interactions, Maestripieri arms readers with knowledge of the scientific principles that ethologists, psychologists, economists, and other behavioral scientists have discovered in their quest to unravel the complexities of behavior. As he realizes, everything from how we write emails to how we make love is determined by the legacy of our primate roots and the conditions that existed so long ago. An idiosyncratic and witty approach to our deep and complex origins, *Games Primates Play* reveals the ways in which our primate nature drives so much of our lives.

Spending My Way Out Of Misery Victoria Amador 2010-10-19 The inspiring true story of a young woman who had it all, lost it all, and found happiness and the true meaning of life in the midst of her personal and financial crisis. *Spending My Way Out Of Misery* is based on a simple idea that allows each person to reflect on their values and vision in life. Only you can look deep inside and answer the questions offered in this book to help you redirect your life toward a greater mission. It will speak to anyone in search of hope, in need of a different perspective, to anyone who is constantly judging themselves and feeling inferior, and anyone living pay check to pay check. It is never too late to start deleting negative habits from your life and making changes that will positively make your life worth living.

Evolutionary Psychology and Information Systems Research Ned Kock 2010-07-28 This book is a compilation of chapters written by leading researchers from all over the world. Those researchers' common characteristic is that they have investigated issues at the intersection of the elds of information systems (IS) and evoluti- ary psychology (EP). The main goal of this book is to serve as a reference for IS research building on EP concepts and theories (in short, IS-EP research). The book is organized in three main parts: Part I focuses on EP concepts and theories that can be used as a basis for IS-EP research; Part II provides several exemplars of IS-EP research in practice; and Part III summarizes emerging issues and debate that can inform IS-EP research, including debate regarding philosophical foundations and credibility of related ndings. IS-EP research is generally concerned with the use of concepts and theories from EP in the study of IS, particularly regarding the impact of modern information and communication technologies on the behavior of individuals, groups, and organi- tions. From a practitioners' perspective, the most immediate consumers of IS-EP research are those who develop and use IS, of which a large contingent are in bu- nesses that employ IS to support marketing, order-taking, production, and delivery of goods and services. In this context, IS-EP ndings may be particularly useful due to the present need to design web-based interfaces that will be used by in- viduals from different cultures, and often different countries, and whose common denominator is their human nature.

Evolutionary Psychology David Buss 2015-10-02 This book examines human psychology and behavior through the lens of modern evolutionary psychology. *Evolutionary Psychology*:

The New Science of the Mind, 5/e provides students with the conceptual tools of evolutionary psychology, and applies them to empirical research on the human mind. Content topics are logically arrayed, starting with challenges of survival, mating, parenting, and kinship; and then progressing to challenges of group living, including cooperation, aggression, sexual conflict, and status, prestige, and social hierarchies. Students gain a deep understanding of applying evolutionary psychology to their own lives and all the people they interact with.