



Impression Management Theory and Social Psychological Research

James Tedeschi

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Impression Management Theory and Social Psychological Research gathers together the various strands of thinking and research on impression management. This book does not easily lend itself to a singular organization. Not only do the authors deal with very different topics, they sometimes disagree with one another on assumptions and interpretations. Nevertheless, there are chapters that tend to group together. The book can be organized into six parts. Part I, General Theory, consists of chapters that deal primarily with issues related to the reasons for, and specific tactics of, impression management. Part II, Impression Management and Laboratory Research, includes two chapters that make a major contribution to the social psychology of the experiment. Part III, Attitudes as Tactics of Self-Presentation, centers around the concept of attitudes. The chapters in Part IV, Self-Presentation and Harm-Doing, are organized around the theme of harm-doing. Part V, Bargaining, Distributive Justice, and Impression Management, focuses on the distribution of rewards in groups. Part VI, Individual Differences and Impression Management, is concerned with individual differences such as mental illness, social anxiety, and shyness.

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