
Psychology Behind Excessive Gift Giving

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Scroogenomics Jossey-Bass

A groundbreaking look at why our interactions with others hold the key to success, from the bestselling author of Think Again and Originals For generations, we have focused on the individual drivers of success: passion, hard work, talent, and luck. But in today's dramatically reconfigured world, success is increasingly dependent on how we interact with others. In Give and Take, Adam Grant, an award-winning researcher and Wharton's highest-rated professor, examines the surprising forces that shape why some people rise to the top of the success ladder while others sink to the bottom. Praised by social scientists, business theorists, and corporate leaders, Give and Take opens up an approach to work, interactions, and productivity that is nothing short of revolutionary.

Bottlenecks Quest Books

One of the world's most esteemed and influential psychologists, Roy F. Baumeister, teams with New York Times science writer John Tierney to reveal the secrets of self-control and how to master it. "Deep and provocative analysis of people's battle with temptation and masterful insights into understanding willpower: why we have it, why we don't, and how to build it. A terrific read." —Ravi Dhar, Yale School of Management, Director of Center for Customer Insights Pioneering research psychologist Roy F. Baumeister collaborates with New York Times science writer John Tierney to

revolutionize our understanding of the most coveted human virtue: self-control. Drawing on cutting-edge research and the wisdom of real-life experts, Willpower shares lessons on how to focus our strength, resist temptation, and redirect our lives. It shows readers how to be realistic when setting goals, monitor their progress, and how to keep faith when they falter. By blending practical wisdom with the best of recent research science, Willpower makes it clear that whatever we seek—from happiness to good health to financial security—we won't reach our goals without first learning to harness self-control.

Codependent No More Apress

Offers strategies and techniques for improving the relationship between adult children and their parents, discussing familiar challenges such as holiday conflicts, money issues, children, and guilt trips.

Breakup Bootcamp Penguin

This engaging, comprehensive introduction to the field of personality psychology integrates discussion of personality theories, research, assessment techniques, and applications of specific theories. The Psychology of Personality introduces students to many important figures in the field and covers both classic and contemporary issues and research. The second edition reflects significant changes in the field but retains many of the special features that made it a textbook from which instructors found easy to teach and students found easy to learn. Bernardo Carducci's passion for the study of personality is evident on every page.

Psychology of Gift-Giving Basic Books

#1 New York Times Bestseller Over 10 million copies sold In this generation-defining self-help guide, a superstar blogger cuts through the crap to show us how to stop trying to be "positive" all the time so that we can truly become better, happier people. For decades, we've been told that positive thinking is the key to a happy, rich life. "F**k positivity," Mark Manson says. "Let's be honest, shit is f**ked and we have to live with it." In his wildly popular Internet blog, Manson doesn't sugarcoat or equivocate. He tells it like it is—a dose of raw, refreshing, honest truth that is sorely lacking today. The Subtle Art of Not Giving a F**k is his antidote to the coddling, let's-all-feel-good mindset that has infected American society and spoiled a generation, rewarding them with gold medals just for showing up. Manson makes the argument, backed both by academic research and well-timed poop jokes, that improving our lives hinges not on our ability to turn lemons into lemonade, but on learning to stomach lemons better. Human beings are flawed and limited—"not everybody can be extraordinary, there are winners and losers in society, and some of it is not fair or your fault." Manson advises us to get to know our limitations and accept them. Once we embrace our fears, faults, and uncertainties, once we stop running and avoiding and start confronting painful truths, we can begin to find the courage, perseverance, honesty, responsibility, curiosity, and forgiveness we seek. There are only so many things we can give a f**k about so we need to figure out which ones really matter, Manson makes clear. While money is nice, caring about what you do with your life is better, because true wealth is about experience. A much-needed grab-you-by-the-shoulders-and-look-you-in-the-eye moment of real-talk, filled with entertaining stories and profane, ruthless humor, The Subtle Art of Not Giving a F**k is a refreshing slap for a generation to help them lead contented, grounded lives.

[The Gifting God](#) Moody Publishers

How the brains of psychopaths and heroes show that humans are wired to be good At fourteen, Amber could boast of killing her guinea pig, threatening to burn down her home, and seducing men in exchange for gifts. She used the tools she had available to get what she wanted, like all children. But unlike other children, she didn't care about the damage she inflicted. A few miles away, Lenny Skutnik cared so much about others that he jumped into an ice-cold river to save a drowning woman. What is responsible for the extremes of generosity and cruelty humans are capable of? By putting psychopathic children and extreme altruists in an fMRI, acclaimed psychologist Abigail Marsh found that the answer lies in how our brain responds to others' fear. While the brain's amygdala makes most of us hardwired for good, its variations can explain heroic and psychopathic behavior. A path-breaking read, The Fear Factor is essential for anyone seeking to understand the heights and depths of human nature. "A riveting ride through your own brain."--Adam Grant "You won't be able to put it down."--Daniel Gilbert, New York Times bestselling author of Stumbling on Happiness "[It] reads like a thriller... One of the most mind-opening books I have read in years." --Matthieu Ricard, Author of Altruism

[The Giving Tree](#) Oxford University Press

Gift-giving is an economically significant area of consumer behavior. For we are constantly buy gifts: for Christmas and Mother's Day, for birth and baptism, for the start of school and exams, for engagements and weddings, for birthdays or as souvenirs. Moreover, gift-giving is a very important psychological phenomenon, based on voluntariness, but also representing a duty and requiring compliance with rules. Thus, gift giving is by no means always associated with joy, but also with stress in the search for a perfect gift and disappointment when gifts fail. The book presents central results of psychological research on gift-giving. These provide answers to the following questions, among others: What 'secret' rules of giving and receiving do we follow? What messages do we send with our gifts? How do certain characteristics - such as the amount of the price or empathy - influence satisfaction with a Gift-giving is an economically significant area of consumer behavior. For we are constantly buy gifts: for Christmas and Mother's Day, for birth and baptism, for the start of school and exams, for engagements and weddings, for birthdays or as souvenirs. Moreover, gift-giving is a very important psychological phenomenon, based on voluntariness, but also representing a duty and requiring compliance with rules. Thus, gift giving is by no means always associated with joy, but also with stress in the search for a perfect gift and disappointment when gifts fail. The book presents central results of psychological research on gift-giving. These provide answers to the following questions, among others: · What 'secret' rules of giving and receiving do we follow? · What messages do we send with our gifts? · How do certain characteristics - such as the amount of the price or empathy - influence satisfaction with a gift? · What mistakes should we avoid when giving gifts in romantic relationships? · When is a monetary gift appropriate and when is it not? The Author Prof. Dr. Dr. h.c. em. Bernd Stauss held the Chair of Service Management at the Catholic University of Eichstätt-Ingolstadt. What mistakes should we avoid when giving gifts in romantic relationships? When is a monetary gift appropriate and when is it not? The presentation of psychological gift-giving research is supplemented by references to gift-giving episodes in fiction by authors such as Paul Auster, Jonathan Franzen, Margaret Mitchell, and Thomas Mann. These illustrate the scientific findings and allow us to emotionally comprehend the experience of giving and receiving. The Author Prof. Dr. Dr. h.c. em. Bernd Stauss held the Chair of Service Management at the Catholic University of Eichstätt-Ingolstadt.

[The Psychology of the Body, Enhanced](#) Harper Collins

Economist Joel Waldfogel illustrates how our consumer spending generates vast amounts of economic waste--to the shocking tune of \$85 billion each winter. He provides solid explanations to show us why it's time to stop the madness and think twice before buying gifts for the holidays. Gift giving is different than shopping for our own needs: we make less-informed choices, max out on credit to buy gifts worth less than the money spent, and leave recipients less than satisfied, creating what Waldfogel calls "deadweight loss." And this waste isn't confined to Americans--most major economies share in this orgy of wealth destruction. While recognizing the difficulties of altering current trends, he offers viable alternatives. By reprioritizing our gift-giving habits, Scroogenomics proves that we can still maintain the economy without gouging our wallets, and reclaim the true spirit of the holiday season.--From publisher description.

[The 48 Laws of Power](#) Routledge

Draws upon the science of attachment theory to explain the misunderstood roots of suffering and how to achieve vibrant relationships by welcoming desire rather than suppressing it.

[The Subtle Art of Not Giving a F**ck](#) Penguin

"If you want to know why Harriet Lerner is one of my great heroes, Why Won't You Apologize? is the answer. This book is a game changer." —Brené Brown, PhD, LMSW, author of the #1 New York Times bestseller *Rising Strong* "Harriet Lerner is one hell of a wise woman. She draws you in with deft

and engaging prose, and then changes your life with her rigorous intelligence and her deeply human advice. I promise that you will never see 'the apology' in quite the same way." —Esther Perel, MA, LMFT author of *Mating in Captivity* Renowned psychologist and bestselling author of *The Dance of Anger* sheds new light on the two most important words in the English language—I'm sorry—and offers a unique perspective on the challenge of healing broken connections and restoring trust. Dr. Harriet Lerner has been studying apologies—and why some people won't give them—for more than two decades. Now she offers compelling stories and solid theory that bring home how much the simple apology matters and what is required for healing when the hurt we've inflicted (or received) is far from simple. Readers will learn how to craft a deeply meaningful "I'm sorry" and avoid apologies that only deepen the original injury. *Why Won't You Apologize?* also addresses the compelling needs of the injured party—the one who has been hurt by someone who won't apologize, tell the truth, or feel remorse. Lerner explains what drives both the non-apologizer and the over-apologizer, as well as why the people who do the worst things are the least able to own up. She helps the injured person resist pressure to forgive too easily and challenges the popular notion that forgiveness is the only path to peace of mind. With her trademark humor and wit, Lerner offers a joyful and sanity-saving guide to setting things right.

[The Cambridge Handbook of Consumer Psychology](#) Bloomsbury Publishing

"Helping and giving are good but some types are unintentionally unhelpful and unhealthy. Unhealthy Helping contains psychology-based explanations and solutions for people who help and give in ways that are harmful to themselves, others, or their relationships. Psychology professor and Psychology Today blogger Shawn Meghan Burn explores codependent and dysfunctional helping and giving relationships, how to tell the difference between unhealthy and healthy helping and giving, the social and psychological sources of codependence and unhealthy helping and giving, and how even the best intentions can go unexpectedly wrong (and what to do about it). Unhealthy Helping will help you find that helping and giving sweet spot where your help is truly helpful and your giving is healthy for others, your relationships, and for you."--Back cover.

[Against Empathy](#) HarperCollins

After centuries of neglect there is renewed interest in the life and works of Lucius Annaeus Seneca (or Seneca the Younger, c 4 BCE-65 CE). At one time an advisor at court to Nero, Seneca and his political career came to ruin when he was implicated in a later plot to kill the capricious and matricidal emperor, and compelled to commit suicide. Discredited through collusion, or at least association, with a notorious and tyrannical regime, Seneca's ideas were for a time also considered derivative of Greek stoicism and thus inferior to the real thing. In this first in-depth introduction to be published for many years, Christopher Star shows what a remarkable statesman, dramatist and philosopher his subject actually was. Seneca's original contributions to political philosophy and the philosophy of the emotions were considerable. He was a favourite authority of Tertullian, who saw Seneca as proto-believer and early humanist. And he is a key figure in the history of ideas and the Renaissance, as well as in literature and drama. This new survey does full justice to his significance.

[Nobody's Baby Now](#) Springer Nature

If you want to fix your rebellious and disrespectful child, you need to start by fixing yourself. Are your kids pummeling you with demands and bossing you around with impunity? Have your once-precious preschoolers become rebellious, entitled, and disrespectful to authority? While there are plenty of so-called experts who might try to validate your convictions that you have done all you can to "fix" your "difficult" children, the hard truth is, they're not doing you any favors by placing the responsibility solely on your children. Parenting struggles rarely originate from just one side. Instead, they erupt at the volatile intersection of a child's personality with a parent's own insecurities and behaviors. In *When Kids Call the Shots*, therapist and parenting expert Sean Grover untangles the forces driving family dysfunction, and helps parents assume their leadership roles once again. Parents will discover: Three common bullying styles used by kids Parenting styles that contribute to power balances Critical testing periods in a child's development Coping mechanisms that backfire Personalized plans for calmly exerting authority in any scenario The solution to any problem begins with learning to control what you can control. In parenting, you've already learned how impossible it is to control your kids. Begin by controlling you!

[The Paradox of Choice](#) Prometheus Books

"A relationship expert whose work is like that of a scientific Carrie Bradshaw." —THE OBSERVER A self-affirming, holistic guide for everyone—single or married, divorced or dating—to transforming heartbreak into healing by the founder of the innovative and revolutionary *Renew Breakup Bootcamp* Amy Chan hit rock bottom when she discovered that her boyfriend cheated on her. Although she was angry and broken-hearted, Chan soon came to realize that the breakup was the shakeup she needed to redirect her life. Instead of descending into darkness, she used the pain of the breakup as a bridge to self-actualization. She devoted herself to learning various healing modalities from the ancient to the scientific, and dived into the psychology of love. It worked. Fast forward years later, Amy completely transformed her life, her relationships and founded a breakup bootcamp helping countless women heal their hearts. In *Breakup Bootcamp*, Amy Chan directs her experience as a relationship columnist and as the creator of *Renew Breakup Bootcamp* into a practical, thoughtful guide to turning broken hearts into an opportunity to break out of complacency and destructive habits. Dubbed "the Chief Heart Hacker," Amy Chan grounds her practical advice and tried and tested methods rooted in cutting-edge psychology and research, helping first her bootcamp attendees and now her readers most effectively heal and reclaim their self-love. *Breakup Bootcamp* comes at the perfect time, when many are feeling the intensity of being in or out of a relationship, lonely or suffocated, and flirting with old toxic relationships they've outgrown. Relatable, life-changing, and backed by sound scientific research, *Breakup Bootcamp* can help anyone turn their greatest heartbreak into a powerful tool for growth.

[The Gift of Fear](#) HarperCollins

Gratitude, like other positive emotions, has inspired many theological and philosophical writings, but it has inspired very little vigorous, empirical research. In an effort to remedy this oversight, this volume brings together prominent scientists from various disciplines to examine what has become known as the most-neglected emotion. The volume begins with the historical, philosophical, and theoretical foundations of gratitude, then presents the current research perspectives from social, personality, and developmental psychology, as well as from primatology, anthropology, and biology. The volume also includes a comprehensive, annotated bibliography of research on gratitude. This work contributes a great deal to the growing positive psychology initiative and to the scientific investigation of positive human emotions. It will be an invaluable resource for researchers and

students in social, personality, and developmental, clinical, and health psychology, as well as to sociologists and cultural anthropologists.

The Psychology of Personality School of Life

Marriage should be based on love, right? But does it seem as though you and your spouse are speaking two different languages? #1 New York Times bestselling author Dr. Gary Chapman guides couples in identifying, understanding, and speaking their spouse's primary love language—quality time, words of affirmation, gifts, acts of service, or physical touch. By learning the five love languages, you and your spouse will discover your unique love languages and learn practical steps in truly loving each other. Chapters are categorized by love language for easy reference, and each one ends with simple steps to express a specific language to your spouse and guide your marriage in the right direction. A newly designed love languages assessment will help you understand and strengthen your relationship. You can build a lasting, loving marriage together. Gary Chapman hosts a nationally syndicated daily radio program called A Love Language Minute that can be heard on more than 150 radio stations as well as the weekly syndicated program Building Relationships with Gary Chapman, which can both be heard on fivelevelanguages.com. The Five Love Languages is a consistent New York Times bestseller - with over 5 million copies sold and translated into 38 languages. This book is a sales phenomenon, with each year outselling the prior for 16 years running!

Drive OUP Oxford

New York Post Best Book of 2016 We often think of our capacity to experience the suffering of others as the ultimate source of goodness. Many of our wisest policy-makers, activists, scientists, and philosophers agree that the only problem with empathy is that we don't have enough of it. Nothing could be farther from the truth, argues Yale researcher Paul Bloom. In *AGAINST EMPATHY*, Bloom reveals empathy to be one of the leading motivators of inequality and immorality in society. Far from helping us to improve the lives of others, empathy is a capricious and irrational emotion that appeals to our narrow prejudices. It muddles our judgment and, ironically, often leads to cruelty. We are at our best when we are smart enough not to rely on it, but to draw instead upon a more distanced compassion. Basing his argument on groundbreaking scientific findings, Bloom makes the case that some of the worst decisions made by individuals and nations—who to give money to, when to go to war, how to respond to climate change, and who to imprison—are too often motivated by honest, yet misplaced, emotions. With precision and wit, he demonstrates how empathy distorts our judgment in every aspect of our lives, from philanthropy and charity to the justice system; from medical care and education to parenting and marriage. Without empathy, Bloom insists, our decisions would be clearer, fairer, and—yes—ultimately more moral. Brilliantly argued, urgent and humane, *AGAINST EMPATHY* shows us that, when it comes to both major policy decisions and the choices we make in our everyday lives, limiting our

impulse toward empathy is often the most compassionate choice we can make.

Seneca Oxford University Press

Whether we're buying a pair of jeans, ordering a cup of coffee, selecting a long-distance carrier, applying to college, choosing a doctor, or setting up a 401(k), everyday decisions—both big and small—have become increasingly complex due to the overwhelming abundance of choice with which we are presented. As Americans, we assume that more choice means better options and greater satisfaction. But beware of excessive choice: choice overload can make you question the decisions you make before you even make them, it can set you up for unrealistically high expectations, and it can make you blame yourself for any and all failures. In the long run, this can lead to decision-making paralysis, anxiety, and perpetual stress. And, in a culture that tells us that there is no excuse for falling short of perfection when your options are limitless, too much choice can lead to clinical depression. In *The Paradox of Choice*, Barry Schwartz explains at what point choice—the hallmark of individual freedom and self-determination that we so cherish—becomes detrimental to our psychological and emotional well-being. In accessible, engaging, and anecdotal prose, Schwartz shows how the dramatic explosion in choice—from the mundane to the profound challenges of balancing career, family, and individual needs—has paradoxically become a problem instead of a solution. Schwartz also shows how our obsession with choice encourages us to seek that which makes us feel worse. By synthesizing current research in the social sciences, Schwartz makes the counter intuitive case that eliminating choices can greatly reduce the stress, anxiety, and busyness of our lives. He offers eleven practical steps on how to limit choices to a manageable number, have the discipline to focus on those that are important and ignore the rest, and ultimately derive greater satisfaction from the choices you have to make.

Willpower John Wiley & Sons

Why do consumers make the purchases they do, and which ones make them truly happy? Why are consumers willing to spend huge sums of money to appear high status? This Handbook addresses these key questions and many more. It provides a comprehensive overview of consumer psychology, examining cutting-edge research at the individual, interpersonal, and societal levels. Leading scholars summarize past and current findings, and consider future lines of inquiry to deepen our understanding of the psychology behind consumers' decision making, their interactions with other consumers, and the effects of societal factors on consumption. The Cambridge Handbook of Consumer Psychology will act as a valuable guide for faculty as well as graduate and undergraduate students in psychology, marketing, management, sociology, and anthropology.

Social Psychology of Helping Relations Jones & Bartlett Learning

This volume provides readers with the state-of-the-art in research on gratitude. It does so in the form of sixteen never-before published articles on the emotion by leading voices in philosophy and the sciences of the mind.

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