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An overview of persuasibility research / Irving L. Janis and Carl I. Hovland --A behavioral assessment of persuasibility : consistency of individual differences ; Sex differences and personality factors related to persuasibility / Irving L. Janis and Peter B. Field --Personality correlates of persuasibility / Harriet Linton and Elaine Graham ...

Personality and persuasibility, (Book, 1959) [WorldCat.org]

310 CURTIS P. HAUGTVEDT AND RICHARD E. PETTY Beyond Initial Measures of Persuasibility: Personality Variables and Consequences of the Route to Persuasion

Personality and Persuasion: Need for Cognition Moderates

The studies of general persuasibility and personality by Janis and Field were replicated in a Chinese culture, and differences in persuasibility between Americans and Chinese investigated.

Culture, Personality, and Persuasibility - ResearchGate

Title: Personality and Persuasibility. Irving L. Janis, Carl I. Hovland, Peter B. Field, Harriet Linton, Elaine Graham, Arthur R. Cohen, Donald Rife, Robert P ...

Personality and Persuasibility. Irving L. Janis , Carl I

Of all published articles, the following were the most read within the past 12 months

Personality and Persuasibility. Carl I. Hovland , Irving L

Already before the five-factor personality model was created, Hovland et al. (1953) and Janis et al. (1959) studied personality factors related to persuasibility.

Susceptibility of personality traits, gender and culture

SELF-ESTEEM AND INTELLIGENCE AFFECT INFLUENCE 157 ual differences in message recipients' responses to influence attempts across topics and sources (e.g, Abelson & Lesser, 1959; Janis & Field, 1959a; King, 1959). For example, Janis and Field (1959a) correlated persuasion on one issue with persuasion on apparently unrelated topics.

[The Fran That Time Forgot \(Franny K. Stein, Mad Scientist, #4\)](#) - [The Feline Mystique: On the Mysterious Connection Between Women and Cats](#) - [The Farmer's Letters to the Landlords of Great-Britain, Vol. 2: Containing the Sentiments of a Practical Husbandman, on Various Subjects of Great Importance \(Classic Reprint\)](#) - [The Diary of a Cfd Trader: How to Make Serious Money from Contracts for Difference](#) - [The Complete Works of Nathaniel Hawthorne Volume 05](#) - [The Companion Apologies: Heretics & Orthodoxy](#) - [The Merry Misogynist \(Dr. Siri Paiboun, #6\)](#) - [The Blue Who Loved Me: kawaiugiruhokuounoboinnchann \(The Raw-Gunz\)](#) - [The European Union's Fight Against Terrorism: The CFSP and Beyond](#) - [The Dark Webs: Perspectives On Colonialism In Africa](#) - [The CSS Detective Guide: Tricks for Solving Tough CSS Mysteries](#) - [The Iron Hunt \(Hunter Kiss, #1\)](#) - [The Collections Of The British Museum](#) - [The Freelance Photographers Market Handbook 2007](#) - [The Electrical Experimenter #50: Popular Electrical News Illustrated - "Electrocuting The Enemy"](#) - and much more! - [The Lords of Human Kind: Black Man, Yellow Man, and White Man in an Age of Empire](#) - [The Manager's Guide to HR: Hiring, Firing, Performance Evaluations, Documentation, Benefits, and Everything Else You Need to Know](#) - [The Easy Hymn Fake Book: Over 150 Songs in the Key of "C"](#) - [The Electronic Health Record for the Physician's Office for SimChart for the Medical Office](#) - [The Curious Nature Guide: Explore the Natural Wonders All Around You](#) - [The Hangman's Curse](#) - [The Longman Textbook Reader with AnswersInteractive Homework Workbook Grade 6 \(enVision Math\)](#) - [The Federal and State Constitutions, Colonial Charters, and Other Organic Laws of the State, Territories, and Colonies Now or Heretofore Forming the United States of America; Volume 7American Anthem Modern American History Teacher's Edition \(Holt\)](#) - [The Masterpiece Library of Short Stories: The Thousand Best Complete Tales of all Times and all Countries: Volume XVII: Old German & Volume XVIII: Spanish and PortugueseThe Complete Stories](#) - [The Build Master: Microsoft's Software Configuration Management Best Practices](#) - [The Making of A Soul](#) - [The Emperor's New Bicycle: Chiá⁰¿c Xe Ä'á⁰¿p Má»»i Cá»§a Hoang Ä'á⁰¿, Babl Children's Books in Vietnamese and English](#) - [The Diploma in Child Health: Volume 2: A Practical Study Guide](#) - [The Mayor of Casterbridge: Complete & Unabridged \(Cover to Cover\)](#) - [The Man Who Knew Too Much \(Forgotten Books\)](#) - [The Interfaith Imperative: Religion, Dialogue, and Reality](#) - [The Frontier Trilogy: The Englishman's Boy; The Last Crossing; A Good ManThe Englishman's Boy](#) - [The Kindness of Strangers: Kitchen Memoirs](#) - [The Big Book of Spells & Potions: Real Magic for Real Witches, Wizards & Warlocks](#) - [The ISIS Apocalypse: The History, Strategy, and Doomsday Vision of the Islamic State](#) - [The Book of Mr. Natural](#) - [The Capacity Crisis in Disaster Risk Management: Why Disaster Management Capacity Remains Low in Developing Countries and What Can Be Done](#) -