

Selected Mehrabian Publications & An Audio CD of Mehrabian Interviews on Nonverbal Communication

You can order the CD-ROM of "Selected Mehrabian Publications" described below from the following site:

<http://www.kaaj.com/psych/SelectedPubs.html>

You can order the CD-ROM of "Selected Mehrabian Publications" plus an audio CD of two Mehrabian interviews on nonverbal communication from the following site:

<http://www.kaaj.com/psych/smorder.html#order>

Interviews on Nonverbal Communication (Body Language) With Albert Mehrabian

This 63-minute audio CD of two interviews with Albert Mehrabian provides an overview of the different areas of his research on nonverbal communication. It can be helpful for understanding nonverbal messages in everyday life and could be a good adjunct to the book "Silent Messages."

There are two separate interviews on this CD. The first interview is about 39 minutes long and deals with a large variety of issues on nonverbal communication (e.g., what it is that we communicate with our body, our gestures, or our voice quality, etc.; what basic aspects of meaning are communicated nonverbally; how can you tell if someone is being deceptive; what is required for a communication to become persuasive). The second (approximately 24 minute) interview also deals with some of the fundamental questions on how we communicate our feelings and attitudes by the ways in which we orient ourselves, move, and talk. However, this second interview also deals with some of the broader, social issues of how nonverbal communication is used in political campaigns and in the media.

Selected Mehrabian Publications

My following publications are available on CD-ROM and can be ordered along with your test order. The CD-ROM contains Adobe Acrobat files (not hard copies) of key publications of Albert Mehrabian, including his books "Silent Messages" and "Baby Name Report Card," "A Theory of Affiliation," "Your Inner Path to Investment Success," plus his 107-page monograph on emotional intelligence: Mehrabian, A. (2000). Beyond IQ: Broad-based measurement of individual success potential or "emotional intelligence." Genetic, Social, and General Psychology Monographs, 126, 133-239. The latter is contained in the last folder labeled, "Varied Articles."

Organization of .pdf Files on the CD-ROM & Explanation of Article Title Abbreviations

A Theory of Affiliation (this folder contains the book by that name)

Your Inner Path to Investment Success (this folder contains a book on the psychology of investing)

Book & Articles on Nonverbal Communication (this is a folder)

attractiveness.pdf

Physical characteristics that are judged to be attractive and emotional correlates of those characteristics.

Communication Without Words.pdf

A basic and easy-to-read article that will introduce you to many of the fundamental findings from my work on nonverbal communication.

Fidgeting.pdf

A series of experiments to develop a personality test that measures individual differences in fidgeting. The experiments also explore the psychological significance of fidgeting -- what it means when people fidget.

Nonverbal Communication Monograph.pdf

A broad-scoped technical article bearing on my findings in the field of nonverbal communication.

NonverbalDeceit.pdf

A series of studies that examined how people behave nonverbally while they are being deceitful.

Papers on Relative Importance of Verbal and Nonverbal Messages.pdf

These are our two original articles dealing with the importance of nonverbal messages when one communicates about one's emotions and attitudes. The two articles are from 1967 and their results are often misquoted.

SilentMessages.pdf

Albert Mehrabian's classic book on nonverbal communication, "Silent Messages," in its entirety.

Verbal Immediacy.pdf

This is from one of the chapters in my early book, "Nonverbal Communication," and describes how we can detect someone else's feelings from the subtle variations they use in phrasing the words and phrases in their sentences.

Book on the Psychology of Investing (this is a folder):

Inner Path to Investment Success.pdf

Provides a great deal of information on how you can understand your own temperament and decide what level of risk (i.e., what kinds of investments) might be most suitable to your temperament. Also can help you understand the people around you.

Original Version of Chapter 12 (the Hostile).pdf

One of the chapters in the preceding book that was omitted when it was published.

Books & Articles on Baby Names (this is a folder):

BabyNameReportCard&Extras.pdf

Includes my book, "Baby Name Report Card," from year 2000 and related material.

Name Book Samples.pdf

Sample chapters from the "Baby Name Report Card."

NameConnotationProfile.pdf

Manual for the "Name Connotation Profile." This is the instrument used to measure (i.e., assess) the connotations of names.

NameResearchMonograph.pdf

Large research monograph from year 2001 dealing with important and varied aspects of name research – should be very useful to name researchers and anyone who wants an overview of name research.

TheNameGame.pdf

This is my first book on baby names published in 1990 and again as a Signet book in 1991.

Depression Anxiety and Psychopathology (this is a folder):

AlcoholUseScale.pdf

An early and handy version of my alcohol use scale that can be used to score possible alcohol abuse by a person.

anxdepalcdrug.pdf

Review of available literature and new data on interrelations among measures of anxiety, depression, alcohol use, and drug use.

AnxietyVersusDepression.pdf

Uses the PAD temperament model to clearly and easily identify important differences between depression and trait anxiety – a problem that has heretofore been difficult to understand.

Depression Factors.pdf

A study of the major depression scales in use that was designed to identify the common factors of depression that can be extracted from all those scales. Basically shows what "depression" consists of.

DrugUsePatterns.pdf

Shows relations among a person's recreational use of one or more drugs.

Emotion&AlcoholUse.pdf

Shows the impact of emotional states on desire for alcohol consumption, e.g., which emotional states increase the desire for alcohol.

Obesity&Anorexia.pdf

Reports new measure for various aspects of obesity, binge eating, and anorexia. Also shows how these characteristics relate to basic temperament dimensions; that is, describes the personality characteristics associated with these eating disorders.

Pers&AlcoholUse.pdf

Reports correlations between a large number of personality scales and an alcohol use measure

StimulantUseEffects.pdf

Shows how habitual and frequent use of stimulants (e.g., nicotine, coffee, chocolate) has the paradoxical effect of lowering arousal levels; that is, actually resulting in feelings of fatigue and lack of mental alertness.

Suicide&Temp.pdf

A study of a group of individuals who had attempted suicides shows, among other findings, that highly arousable persons are most likely to attempt suicide.

Developmental Studies (this is a folder):

DaycareEnvironment.pdf

Theoretical article shows how we can use the PAD Emotion framework to study daycare environments and the impact of those environments on children.

EmotionalClimate.pdf

Article describes rationale for using the PAD Emotion Model to describe and measure parental attitudes toward raising their children.

Empathy, Violence & Related Traits (this is a folder):

Affiliation Scale Review.pdf

A review of findings on the Mehrabian Affiliative Tendency (MAFF) and Sensitivity to Rejection (MSR) Scales.

AffiliationRelatedTraits.pdf

Uses the PAD temperament model to examine similarities and differences among personality traits of affiliation, sensitivity to rejection, empathy, dependency, conformity, popularity, loneliness, and shyness.

Empathy & Violence Study.pdf

Study of the interrelations among various measures of emotional empathy, violence and anger. Provides data on the Risk of Eruptive Violence Scale.

Empathy Scale Review.pdf

Review of findings on the Mehrabian and Epstein (1972) empathy scale.

PAD Emotion State Articles (this is a folder):

Color&Emotions.pdf

A comprehensive study of the effects of all three major qualities of color (hue, saturation, brightness) on emotions.

PADstate intro.pdf

A basic and easy-to-read article written for the general public that will introduce you to the most important ideas on how I have developed my three-dimensional approach for describing and measuring emotions.

PADstatereview.pdf

Theoretical and experimental background on the Mehrabian Emotion Model and Scales.

PANAS.pdf

A sophisticated and comprehensive study that compares my PAD approach for measuring emotions to a competing one. This article contains my very important findings on how the PAD is used in a very elegant and straightforward way to differentiate depression

from trait anxiety – shows how these two conditions differ. Article also contains an updated presentation of the major factors of depression.

Situation-ActivityPreferences.pdf

Useful data and descriptions from everyday situations and activities for understanding the PAD emotions. Contains an appendix with 80 carefully calibrated descriptions of everyday situations for use in a wide variety of research settings.

PAD Trait (Temperament & Personality) Articles (this is a folder):

ChildTraitArousability.pdf

Describes a personality test developed to measure the arousability (i.e., emotionality) of children. Reports are given by parents or teachers about the children.

Exercise&Temp.pdf

Reports findings on the temperament characteristics of individuals who regularly do strenuous exercises. Shows such individuals to be generally more dominant and pleasant than those who do not.

Lonelinessarticle.pdf

Study of the similarities and differences among loneliness, shyness, and conformity.

PAD&BigFive.pdf

Relates the PAD Temperament Model to the Big Five personality factors and shows how to understand and predict the Big Five in terms of the three basic PAD dimensions.

PADTempReview.pdf

Review and rationale for the PAD Temperament Model and findings relating the PAD temperament dimensions to a wide range of personality measures.

Personality Theory.pdf

A book chapter article on my PAD Temperament framework and its implications for a general personality theory.

TraitArousabilityReview.pdf

Review article on experimental findings on the Trait Arousability (Stimulus Screening) Scale; also theory underlying that scale.

Politics (this is a folder):

libertyarticle.pdf

Personality and temperament correlates of liberal-conservative political orientations. Differences among liberals and conservatives. Includes new scales for Libertarianism and Conservatism-Liberalism.

polls.pdf

Study of the effects polls have on voter choices. Powerful results of poll reports on voting behavior might explain the dangers of frequent and possibly slanted poll reports in the media.

Work & Marital Satisfaction (this is a folder):

cmsspaper.pdf

Review of literature on marital satisfaction and report of a large-scale study of personality correlates of marital satisfaction. What kinds of people are likely to be happy in their marriages?

SexualDesire&Dysfunction.pdf

Understanding how emotions (e.g., emotions generated at work, in one's neighborhood or home environment, or within the relationship) contribute to sexual desire and, its converse, sexual dysfunction.

Therapy & CMSS.pdf

The implications of our findings relating to marital satisfaction and more general findings in the field of environmental psychology for psychological treatment of dissatisfied couples.

Work&MaritalSatisfaction.pdf

Review and new data on the emotional correlates of work satisfaction and of marital satisfaction.

WorkerSatisfaction.pdf

How emotional characteristics of the work environment influence worker satisfaction.

Varied Articles (this is a folder):

Achievement Scale Review.pdf

A review of findings on the Mehrabian Achieving Tendency Scale (MACH) -- a measure of individual differences in success orientation.

Aging & Personality.pdf

Study of personality and temperament differences across different age groups. Does personality or temperament change as people age?

Arousal Seeking Tendency Scale Validity.pdf

Study of the validity of the Mehrabian Arousal Seeking Tendency Scale (MAST).

BeyondIQ.pdf

Book-length monograph summarizing existing research and reporting results of a large-scale study that related dozens of personality variables to life success (i.e., a person's actual success in being emotionally healthy, success in related to others, success in being physically healthy, success at work, and success in his career and investments).

BrandNames.pdf

Develops a theory for predicting consumer preferences of products on the basis of brand names assigned to the products. Uses the PAD emotion model.

ClutchPlaying.pdf

Study of the championship tennis team at UCLA to identify personality characteristics of those who performed best (or worst) under stress.

EatingStyles.pdf

Study develops tests to identify characteristic individual eating styles and then correlates these with the PAD temperament scales, thus showing how eating characteristics relate to habitual patterns of eating behavior.

Environmental Psych.pdf

A basic and easy-to-read article on how I use my PAD emotion model to describe everyday environments and how these environments affect our socializing, work, etc. It can be a good introduction to my extensive research on environmental psychology.

Music & Shopping.pdf

Describes how my PAD emotion model has been applied by others to study the impact of music in shopping environments.

Mysticism & Temperament.pdf

Study of the personality and temperament characteristics of mystics (i.e., individuals who use magical, esoteric, incomprehensible, and unfounded concepts and hypotheses to explain their lives and events or situations in the world).

Police Dispatcher Effectiveness.pdf

Study of the Los Angeles Police Department dispatchers to identify personality characteristics of those who performed best as dispatchers. Has implications for selecting individuals who must do similar, highly stressful, and demanding work.