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Delta Theory and Psychosocial Systems

The Practice of Influence and Change

Roland G. Tharp
University of California, Santa Cruz

About the Book

Delta Theory establishes the foundation for a true scientific applied psychology, a theory of how human influence induces change in others. Delta Theory is unified and universal, applying to all cultures, historical periods, and goals for change. It integrates concepts and research from psychology, sociology, anthropology, evolution theory, philosophy, psychoneurology, cognitive science, and cultural-historical-activity theory. Yet Delta Theory is clear, economical, and elegant, with a full exposition of tactics for its practices. Rich examples are drawn from professional practices, but also from the creation and operations of criminals, healing ceremonies of indigenous peoples, and cross-species comparisons. This book ultimately seeks to describe how influence works, how it could be improved, and how it can be resisted.

Reviews

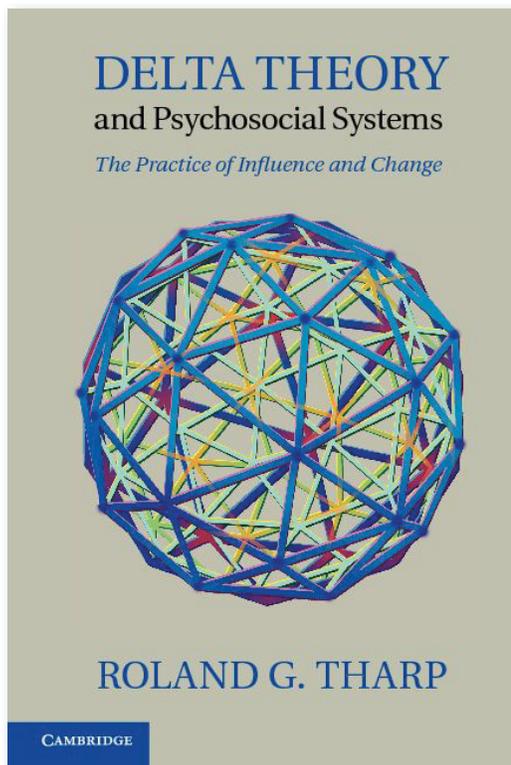
"A psychologist by training and a poet in spirit, Tharp reaches across multiple disciplines and applications to weave a compelling theory of behavior influence and change. Delta Theory answers critics who dismiss modern behavioral and social science as a bundle of facts in search of conceptualization. Tharp has delivered what many have called for: a grand and testable theory. A generation of researchers and graduate students will find hypotheses aplenty to quarrel over and put to the test. Let the disputation and testing begin!"

– Ronald Gallimore, University of California, Los Angeles

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Key Features

- Audacious in its ambition, Delta Theory is a first step toward a unified human science
- A rigorous integration of cross-disciplinary theory and research, it is written by a research scientist who is also a poet, bringing the subject alive
- Rich, lively examples of influence-and-change, historical and contemporary, professional and parental, cross-cultural and cross-species, benign and malign

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