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Social Behavior Is Goal-Oriented Our interactions serve goals or fulfill needs. Some common goals or needs include the need for social ties, the desire to understand ourselves and others, the wish to gain or maintain status or protection, and the need to attract companions.

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Social Psychology: Goals in Interaction, 7th Edition - Pearson

Impression Management: In sociology and social psychology, impression management is a goal-directed conscious or unconscious process in which people attempt to influence the perceptions of other people about a person, object or event; they do so by regulating and controlling information in social interaction.

Understanding Social Interaction | Boundless Sociology

Social psychology is concerned with the way these feelings, thoughts, beliefs, intentions, and goals are cognitively constructed and how these mental representations, in turn, influence our interactions with others. Social psychology traditionally bridged the gap between psychology and sociology.

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