

# Course Information

Course Number/Section	PS1 5551.0H1
Course Title	Social Psychology
Term	Spring 2017
Meeting Times	Mondays, 4:00-5:15 p.m., CRA 12.110

#### **Professor Contact Information**

Professor	Dr. Huxtable
Office Phone	972-883-6434 (I can return calls to local numbers only)
Email Address	drkarenhj@utdallas.edu
Office Location	JO 3.208
Office Hours	Available by appointment or drop-in; I often am in my office between 9-11am
	and 1:30-3:30pm. I have an open-door policy, so even if you find my door
	closed, please knock. If I am free, we can talk right away and if I am not, we
	can schedule a time. If you want to talk for longer than 15 minutes, please
	schedule an appointment and I will make time for you.
Other Information	Email is the fastest and best way to reach me. Please use your UTD email
	account.

#### **Resource Connections- Academic Outreach**

You may request confidential assistance that does not affect your academic record by making an appointment or completing the online form at this link: <u>https://oue.utdallas.edu/special-programs/resource-connections/</u>. Resource Connections can help you with study skills, organization, time management, counseling referrals, or general support with personal or academic issues.

#### Course Pre-requisites, Co-requisites, and/or Other Restrictions

Required prior knowledge or skills: none

#### **Course Description**

This course presents an introduction to the field of social psychology. We will examine theory and research as well as practical applications to social problems. In addition to learning how social psychologists do research, we will learn about how we think about the social world, how we come to understand other people and ourselves, self-justification and the need to maintain self-esteem, influencing thoughts and feelings, influencing behavior, influence in social groups, interpersonal attraction, why people help, why people hurt other people, and causes and cures of prejudice. Special attention will be paid to what social psychology can offer to the solving of social problems in these areas and in the areas of health-related behavior and beliefs and the law.

This course is appropriate for students interested in psychology, the health professions, law, political science, business, advertising, human services, education, communications, gender studies/women's studies, history, public administration, and sociology—essentially, this course will be interesting to all who are or live among human beings. Course requirements will include class attendance and participation, exams, and multiple writing assignments. Satisfies the Core Curriculum Social and Behavioral Science requirement.

#### Student Learning Objectives/Outcomes School of Behavioral and Brain Sciences Student Learning Objectives/Outcomes

This chart shows how the assignments will help you to achieve the course objectives.

After completing the course, students will have achieved the following objectives:

Student learning objectives/outcomes	Method of	Method of assessing achievement of objectives		
*program-level objectives	Proctored Exams	Discussion Board Participation	In-Class Activities	
<ol> <li>Describe and explain the nature of Social psycholog a scientific discipline.</li> </ol>	y as X			
1.2* Describe and analyze major theoretical perspectives and overarching themes of Social psychology and th historical development.		Х		
1.3* Describe, apply, and analyze five selected content areas within Social psychology.	X	Х	Х	
2.1 Identify and explain different research methods used Social psychologists.	d by X		Х	
2.5* Use critical thinking to evaluate popular media, scho literature, and empirical reports.	larly X	Х	Х	
3.1 Apply ethical standards to evaluate Social psycholo science and practice.	gical X		Х	
3.2 Demonstrate how psychological principles can expla and inform clinical issues, social issues, organizatio issues, and public policy.		Х		
4.1 Demonstrate effective writing skills in various forma (e.g., summaries, integrations, critiques, technical reports in APA style) and for various purposes (e.g., informing, teaching, explaining, defending, persuadi arguing).		X		
<ul> <li>4.2 Demonstrate effective oral communication skills in various contexts (e.g., group discussion, debate, lecture) and for various purposes (e.g., informing, teaching, explaining, defending, persuading, arguing</li> </ul>	g).		Х	
5.1 Demonstrate professional behavior by meeting deadlines and with conscientious completion of responsibilities.	X	Х	Х	

"Learning is not the product of teaching. Learning is the product of the activity of the learners." —John Holt

# **Required Textbooks and Materials**

#### Required Texts

1. Aronson, E., Wilson, T. D., & Akert, R. M. (2013). *Social psychology* (8th ed.). Upper Saddle River, NJ: Prentice Hall, ISBN 9780205796625.

A copy of the textbook is available on reserve in the library. The 7<sup>th</sup> edition of the textbook may be used *in conjunction with* the newer edition on reserve. You do not need to bring your textbook to class, but you are welcome to do so.

# **Required Materials**

- 1. Please be sure to pick up ONE *Exam System II* **#229630** answer sheet for your FINAL EXAM. You will need to bring your answer sheet and #2 pencils to our in-class final exam during finals week. All other exams will be completed online in the Testing Center.
- 2. You will need reliable access to eLearning and your UTD email account. If you experience any problems with eLearning, please call the eLearning Helpdesk at 866-588-3192. If you experience any problems with your UT Dallas account you may email <u>assist@utdallas.edu</u> or call the UT Dallas Computer Help Desk at 972-883-2911.

# **Suggested Course Materials**

Suggested Readings
Robert B. Cialdini, Influence: Science and practice
Daniel Gilbert, Stumbling on happiness
John M. Gottman & Nan Silver, The seven principles for making marriage work: A practical guide from the country's foremost relationship expert
Allan G. Johnson, Privilege, power, and difference, 2<sup>nd</sup> ed.
Claude M. Steele, Whistling Vivaldi: How stereotypes affect us and what we can do
Carol Tavris & Elliot Aronson, Mistakes were made (but not by me): Why we justify foolish beliefs, bad decisions, and hurtful acts
Brian Wansink, Mindless eating: Why we eat more than we think
Philip Zimbardo, The Lucifer effect: Understanding how good people turn evil

#### Suggested Materials

There will be times during class when I will invite you to use laptops or other electronic devices if you wish, and other times when I will ask you to put them away. You will be able to take notes more effectively by hand than with a device.

#### **Undergraduate Teaching Internship Opportunity**

If you decide that you have enjoyed this course, if you have done well (an A is nice, but a B+ might be OK too), are a junior or senior with a psychology GPA of 3.5 or higher, and if you would like to gain experience helping others succeed, please apply for a position as an undergraduate teaching intern. This experience is listed on your transcript as a 3-credit course, PSY 4V96.015. Applications are collected and reviewed around registration time each semester. Stop by to see me with questions or for an application.

# Information required by eLearning technical support:

Textbooks and some other bookstore materials can be ordered online through Off-Campus Books <u>http://www.offcampusbooks.com</u> or the UT Dallas Bookstore <u>http://www.bkstr.com/texasatdallasstore/home</u>. They are also available in stock at both bookstores.

#### **Technical Requirements**

In addition to a confident level of computer and Internet literacy, certain minimum technical requirements must be met to enable a successful learning experience. Please review the important technical requirements <u>http://www.utdallas.edu/elearning/students/getting-started.html#techreqs</u> on the Getting Started with eLearning webpage <u>http://www.utdallas.edu/elearning/students/getting-started.html</u>.

#### **Course Access and Navigation**

The course can be accessed using the UT Dallas NetID account at: <u>https://elearning.utdallas.edu</u>. Please see the course access and navigation <u>http://www.utdallas.edu/elearning/students/getting-started.html#courseaccessandnav</u> section of the site for more information.

To become familiar with the eLearning tool, please see the Student eLearning Tutorials <a href="http://www.utdallas.edu/elearning/students/eLearningTutorialsStudents.html">http://www.utdallas.edu/elearning/students/eLearningTutorialsStudents.html</a>.

UT Dallas provides eLearning technical support 24 hours a day/7 days a week. The eLearning Support Center <u>http://www.utdallas.edu/elearninghelp</u> services include a toll free telephone number for immediate assistance (1-866-588-3192), email request service, and an online chat service.

# Communication

This course utilizes online tools for interaction and communication. Some external communication tools such as regular email and a web conferencing tool may also be used during the semester. For more details, please visit the eLearning Tutorials webpage

<u>http://www.utdallas.edu/elearning/students/eLearningTutorialsStudents.html</u> for video demonstrations on eLearning tools.

Student emails and discussion board messages will be answered within 3 working days under normal circumstances.

#### **Distance Learning Student Resources**

Online students have access to resources including the McDermott Library, Academic Advising, The Office of Student AccessAbility, and many others. Please see the eLearning Current Students page <a href="http://www.utdallas.edu/elearning/students/cstudents.htm">http://www.utdallas.edu/elearning/students/cstudents.htm</a> for details.

# Server Unavailability or Other Technical Difficulties

The University is committed to providing a reliable learning management system to all users. However, in the event of any unexpected server outage or any unusual technical difficulty which prevents students from completing a time sensitive assessment activity, the instructor will provide an appropriate accommodation based on the situation. Students should immediately report any problems to the instructor and also contact the online eLearning Help Desk <u>http://www.utdallas.edu/elearninghelp</u>. The instructor and the eLearning Help Desk will work with the student to resolve any issues at the earliest possible time.

#### Important notes regarding the course calendar:

- 1. I want to help you do well in this class! To get the most benefit from your time in this class, read the material to be discussed *before* we discuss it in class. You will find classes to be much more interesting and involving if you *come prepared* to discuss each day's topic.
- 2. <u>You will complete midterm exams in the Testing Center, and the cumulative final exam in class</u> <u>during Final Exam Week.</u> For each 90-minte midterm exam, you will reserve a seat and complete the exam at your convenience. Although every student will be tested over the same material, exam items will be randomly generated from a pool of items. Thus, every exam will be different.
- **3.** You will have two chances to complete each midterm exam. Your higher score will be the one that counts.
- **4.** Timing: The window of opportunity to complete each midterm exam will begin BEFORE we finish discussing all of the corresponding material in class. You are welcome to take the exam before the last class session for the unit, then come to class with questions before you try the exam again.
- The final exam schedule is decided by the Office of the Registrar, <u>http://www.utdallas.edu/registrar/final-exam-assignments/#</u>. Please be sure to log in to Galaxy/Orion to check your personal final exam schedule.

# Assignments & Academic Calendar

DATES	TOPIC/LECTURE	READING	ASSESSMENT / ACTIVITY	DUE DATE
JAN 9	Course overview & basic themes of human nature	Ch. 1	Online self-introduction	3pm 2/6
JAN 16	No Class			
JAN 23	Research methods: How do we figure out why people do what they do?	Ch. 2	Ch. 1-2 Discussion post	3pm 1/23
JAN 30	Social cognition: How we think (or more often, don't)	Ch. 3	Ch. 3 Discussion post	3pm 1/30
FEB 6	Social perception: How we understand others (or quite often, don't)	Ch. 4	Ch. 4 Discussion post	3pm 2/6
EXA	M 1 available during T	esting Center	r hours Feb 1 - Fe	b 11
FEB 13	Self-knowledge: How we understand ourselves (or more often, don't)	Ch. 5	Ch. 5 Discussion post	3pm 2/13
FEB 20	Self-justification: How we protect ourselves from reality	Ch. 6	Ch. 6 Discussion post	3pm 2/20
FEB 27	Stress and coping: It's all in your head	SPA-2 pp. 415- 429	SPA-2 Discussion post	3pm 2/27
MARCH 6	Attitudes and attitude change: how do we decide how we feel?	Ch. 7	Ch. 7 Discussion post	3pm 3/6
EXAM	2 available during Test	ing Center h	ours March 1- Ma	rch 11

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WEEK/ DATES	TOPIC/LECTURE	READING	ASSESSMENT / ACTIVITY	DUE DATE
MARCH 13	Spring Break—Testing Center is CLOSED March 13-18			
MARCH 20	Conformity and compliance: Why we go along to get along	Ch. 8	Ch. 8 Discussion post	3pm 3/20
MARCH 27	Ch. 9: Group processes: How others affect us more than we realize	Ch. 9	Ch. 9 Discussion post	3pm 3/27
APRIL 3	Ch. 13: Prejudice: Why do people hate each other?	Ch. 13	Ch. 13 Discussion post	3pm 4/3
EXAM	3 available during Tes	ting Center h	ours March 29 - A	April 8
APRIL 10	Aggression: Why do people hurt each other?	Ch. 12	Ch. 12 Discussion post	3pm 4/10
APRIL 17	Attraction, friendships, and relationships: Why do people love each other?	Ch. 10	Ch. 10 Discussion post	3pm 4/17
APRIL 24	Prosocial behavior: Why do people help each other (but only sometimes)?	Ch. 11	Ch. 11 Discussion post	3pm 4/24
EXAM	4 available during Tes	ting Center h	ours April 19 - A	pril 29
MAY 1	No Class			
MONDAY MAY 8	IN-CLASS REQUIRED CUMULATIVE FINAL EXAM Monday, May 8, 5:00-7:15pm CRA 12.110 – Please bring <i>Exam System II</i> #229630 scantron			

# **Testing Center Procedures**

You will complete four midterm exams in the Testing Center, scheduled any time during the 10-day window for each. You must reserve your seat in advance at

<u>http://www.utdallas.edu/studentsuccess/testingcenter/</u>. Please remember that you will not be admitted to the Testing Center without an appointment. Everyone automatically can take each midterm exam up to two times in that 10-day window, and the higher of the two grades will count. The Testing Center is closed on Sundays.

# **Grading Policy**

The basis for assigning grades in this course will be as follows:

	Points	% of final grade
Exams (4 @ 50 pts each)	200	54%
Final Exam	100	27%
In-Class Activities	30	8%
Research Exposure Credits (required)		
Discussion Board (14 @ 1 or 4 pts each)	40	11%
TOTAL	370	100%

Assignment of letter grades is as follows:

Points earned	Percent	Letter grade
343-370	93-100%	A
332-342	90-92%	A-
324-331	88-89%	$\mathbf{B}+$
306-323	83-87%	В
295-305	80-82%	B-
287-294	78-79%	C+
269-286	73-77%	С
258-268	70-72%	C-
250-257	68-69%	D+
239-249	65-67%	D
0-238	0-64%	F

Midterm grades are due to the registrar's office by March 4, 2017. You might not be finished with Exam 2 by then. I will submit your midterm grade using the information available to me at the time of submission.

Please note: I want to help you be successful in this course in every way I can BEFORE the end of the semester. Aside from the exams and assignments listed here, I simply cannot give you extra points or additional assignments. I can help you if you ask me "what can I do to improve my grade?" on the first day, not the last day.

# **Course Policies**

#### Make-up exams

You have two chances to complete each midterm exam, scheduled at times you choose during the window of opportunity for each. It is up to you to plan ahead to be sure you can complete the exam in the time available.

The Final Exam will be held in person, in class. **You must be present for the Final Exam**. If you might miss the exam, notify me by EMAIL or at 972-883-6434 IMMEDIATELY. I must hear from you **before** the scheduled time of the exam. Make-up Exams will be given only if: (a) you were seriously ill and have verifiable documentation from a physician, or (b) you were detained the day and time of the Exam (and have appropriate verifiable documentation), or (c) you made arrangements prior to the Exam to attend an urgent event supported by verifiable documentation. In any of these cases, you must notify me

in advance of the scheduled time of the Exam (call and leave a voice-mail message if you can do nothing else). Otherwise, you will receive 0 points.

# Extra Credit

Extra credit points are already built in to the exams and assignments. Please note that absolutely <u>no</u> individualized extra credit will be available. If you are concerned about your grades, come see me. I am always available to answer questions about grades and assignments. Please come to see me early to clear up points of confusion rather than waiting, which may simply add to your frustration and decrease your learning.

# Late Work

All assignments must be completed and submitted before they are due. Late assignments will not be accepted.

# Special Assignment

# **Research Exposure Credit Requirement (REC)**

One requirement of all students enrolled in this class is completion of <u>two</u> research exposure credits. This requirement provides students practical and direct experiences with research and is an important means to understanding behavioral research. Details about this requirement appear on the separate Research Exposure Credit Requirement handout distributed on the first day of class. A link to "Research Exposure Credit (REC) Requirement" is also posted on the BBS Information Center in eLearning (link on the left side).

Failure to complete the research exposure requirement will result in BBS lowering your total grade in this class. For each Research Exposure Credit you fail to complete, your course grade will be reduced by 1/3 letter grade. For example, if you only complete one of the two required credits and your grade for all other course requirements is an A+, then your grade would be lowered from an A+ to an A. If you do not complete both credits, your grade would be lowered from an A+ to A-. The deadline for completion of these credits is found on the REC instruction sheet.

# **Class Participation**

**Class attendance and participation are required**, and are assessed by your participation throughout each class period. Because participation will be assessed using small group activities, you must come to class on time and prepared to discuss the day's topics. Arriving late, being uninvolved, or leaving early all result in losing participation points for that day. Class attendance and participation are an important indication of your commitment and professionalism, and are critical to your success in this course. Classes will consist of sample tests, activities, and discussions, and frequently will cover content not found in the textbook.

You are responsible for **all** information given in class. *This includes any changes to the syllabus, content and format of exams, and details given regarding assignments.* 

# Classroom Citizenship

Because laptops and other electronic devices can be a source of distraction to yourself and others, their use will be limited during class. You may bring your device of choice, and I will let you know when it may be useful and for what purpose. As a general rule, however, devices may be used for class purposes only, in the service of some immediate activity. You will not need a device for taking notes.

# **Comet Creed**

This creed was voted on by the UT Dallas student body in 2014. It is a standard that Comets choose to live by and encourage others to do the same:

"As a Comet, I pledge honesty, integrity, and service in all that I do."

Plagiarism, especially from the web, from any textbook, from portions of papers for other classes, and from any other source (<u>including your own work for other past or current classes</u>) is unacceptable and will be dealt with under the university's policy on plagiarism (see general catalog for details). This course will use the resources (among others) of turnitin.com, which searches the web for possible plagiarism and is over 90% effective. Instances of plagiarism that are not detected by turnitin.com are also subject to review by the Office of Judicial Affairs.

#### **UT Dallas Syllabus Policies and Procedures**

The information contained in the following link constitutes the University's policies and procedures segment of the course syllabus.

Please go to http://go.utdallas.edu/syllabus-policies for these policies.

# The descriptions and timelines contained in this syllabus are subject to change at the discretion of the Professor.

# **Detailed Descriptions of Course Assignments**

#### Midterm Exams & Cumulative Final Exam

- 1. **Four 50-item midterm exams worth 50 points each and a 75-item Final Exam worth 100 points** will be given to assess your mastery of the material in each section of the course. Exam format will be multiple-choice, based on material from the readings, lectures, videos, and class discussions.
- 2. See me or a TA <u>early</u> if you need help preparing for an exam. It is helpful (but not required) to study first, and then come with a list of specific questions or areas of concern. Also, if you feel that you worked hard studying for an Exam, but received a much lower grade that you anticipated, come see me so that we can diagnose where your study strategies went wrong and discuss how you should prepare differently in the future.
- *3.* You are welcome to go over each completed exam with me in my office until the date of the <u>next</u> exam (for example, you can come review Exam 1 until we have Exam 2, etc.).
- 4. Preparing for an Exam is an important part of the learning process—it takes *weeks* of preparation, not days or hours. Learning and understanding the material are the best preparation for the Exams. Keeping up with the readings is essential. Plan to spend <u>at least 9 hours per week outside of class</u> on reading and writing assignments for this course (12 hours per week for summer courses).
- 5. The final exam will include content from the entire course. Half of the items on the final exam will be nearly the same items you completed in class throughout the course.

# **Class Participation**

You will have opportunities to earn participation credit in just about every class. A minimum of 80% of possible opportunities must be attempted in order to earn *any* participation credit (e.g., you can't earn half credit by attending half of the class sessions).

Attending <u>and</u> being prepared for class earns you credit for class participation. The in-class activities count toward the final course grade only if you miss all or part of no more than two classes (*this does not mean you are "allowed" to miss 2 classes*). There are no excused absences because this leeway is sufficient to take into account that you might be ill, have a religious holiday, etc. Thus, if you miss one class for any reason, your overall grade is unlikely to be affected. If you miss three or more classes for any reason, your overall grade <u>will</u> be affected—no points for participation may be earned. I am not going to keep track of the reasons for any absences or decide which are and which are not valid. This includes religious observances, illness, etc.

# **Discussion Board Participation**

The course includes 14 graded discussion submissions, each worth 4 points. Overall, you may earn up to 40 points (11% of your grade) for participation in discussions. Although classified as a "discussion," the first discussion assignment actually involves introducing yourself to your classmates, and is automatically worth 4 extra credit points. The remaining discussions, one per chapter 2-15, all involve giving an example from your own observations or experiences that relates to a key concept from the chapter.

Please do not give a definition of the concept or copy an example from some other source—use a real-life example from your own observations or experiences. You will generate an example of a concept, offer and explain your perspective on issues related to the application of the concept, and engage in meaningful discussion of your own and others' ideas about the concept.

You may participate in as many of the 14 discussion forums as you wish, earning up to 4 points for each, until you have your full 40 points.

Reflection on an event that illustrates a chapter concept should contain these elements, in no less than 250 words, double-spaced and no more than one page in length.

The instructions in eLearning will look like this:

Choose one of the major, specific concepts from the assigned chapter of your textbook, listed in the syllabus. <u>Using that concept as the subject</u>, create a thread for discussion of that concept or join someone else's thread. <u>Give an example of the concept from your own observations</u> <u>of or experience</u> with teaching or learning. Describe the example and <u>explain how it</u> <u>illustrates the concept</u>. You should use these learning strategies:

- 1. Elaboration: How does this concept relate to other concepts?
- 2. Distinctiveness: How is this concept different from other concepts?
- 3. Personal Relevance: How can I relate this information to my personal experience?
- 4. Appropriate Retrieval and Application: How can I use or apply this concept?

# Grading rubric:

- 0 points = no discussion example submitted or was submitted late, or does not meet minimal expectations (e.g., less than 250 words or equivalent of ½ double-spaced page in length, or contains grammatical and spelling errors)
- 1 point = discussion example submitted before deadline but contains definition of concept, example appears in textbook, or is superficial (i.e., lacks sufficient elaboration, examination of distinctiveness, personal relevance, or application)
- 4 points = discussion example submitted before deadline, key concept indicated clearly, with fully explained example

The objective of these discussions is to develop meaningful understanding of key concepts.

Two important final notes:

- 1. You only need to contribute to the discussion once for your work to be considered for grading. You may submit multiple contributions to the discussion, however, as you use the discussions to develop your understanding of the concepts.
- 2. Please remember to <u>save and submit</u> your contributions to the discussions. If you click on the "save as draft" option your work will be saved for you to edit and submit later, but if you do not log back in and submit before the deadline, your draft will <u>not</u> be submitted automatically. Drafts do not appear in the grading queue.

# Choose your subject line from this list for each chapter:

Please remember to discuss each concept *in the context of the chapter*—reading just the paragraph in which the concept appears will not provide sufficient foundation for your analysis.

Chapters 1 & 2:	Chapter 3:
Construals	Automatic and controlled thinking
Fundamental attribution error	<ul> <li>Automatic thinking and schemas</li> </ul>
<ul> <li>Conflict between the need for self-esteem and</li> </ul>	<ul> <li>Accessibility and priming</li> </ul>
the need for accuracy/limits of social cognition	
<ul> <li>How the need for self-esteem leads to self-</li> </ul>	
justification	Availability heuristic
-	Representativeness heuristic
Self-fulfilling prophecy	Anchoring and adjustment heuristic
Hindsight bias	Counterfactual thinking
Research ethics	Analytic and holistic styles of thinking
	Ironic thought suppression
	Overconfidence barrier
Chapter 4:	Chapter 5:
Cross-cultural differences in nonverbal	<ul> <li>Independent and interdependent views of the</li> </ul>
communication	self
Display rules and emblems	Inadequacy of introspection
<ul> <li>Implicit personality theory</li> </ul>	Self-awareness as aversive
Internal and external attributions	Causal theories
Correspondence bias	<ul> <li>Reasons-generated attitude change</li> </ul>
<ul> <li>Perceptual salience</li> </ul>	<ul> <li>Self-perception theory</li> </ul>
<ul> <li>Two-step process in making attributions</li> </ul>	<ul> <li>Overjustification effect</li> </ul>
<ul> <li>Actor/observer difference</li> </ul>	<ul> <li>Performance-contingent and task-contingent</li> </ul>
<ul> <li>Self-serving attributions</li> </ul>	rewards and their effect on motivation
<ul> <li>Defensive attributions: blaming the victim or</li> </ul>	<ul> <li>Two-factor theory of emotion</li> </ul>
belief in a just world	<ul> <li>Misattribution of arousal</li> </ul>
	<ul> <li>Fixed mindset and growth mindset</li> </ul>
	<ul> <li>Social comparison theory, upward and</li> </ul>
	downward social comparison
	Social tuning
	<ul> <li>Impression management: ingratiation or self-</li> </ul>
	handicapping
	<ul> <li>Self-control and self-regulatory resource model</li> </ul>
Chapter 6:	Chapter 7:
<ul> <li>Cognitive dissonance</li> </ul>	Consistency/inconsistency between components
Impact bias	of attitudes (affect, behavior, cognition)
<ul> <li>Postdecision dissonance</li> </ul>	<ul> <li>Classical and operant conditioning of attitudes</li> </ul>
Lowballing	<ul> <li>Explicit and implicit attitudes</li> </ul>
<ul> <li>Justification of effort</li> </ul>	<ul> <li>Elaboration likelihood model: central and</li> </ul>
<ul> <li>Internal and external justification</li> </ul>	peripheral routes to persuasion
Hypocrisy induction	Need for cognition
<ul> <li>Insufficient punishment and self-persuasion</li> </ul>	<ul> <li>Fear-arousing communication (conditions for</li> </ul>
Ben Franklin effect	effectiveness)
Hating our victims	Heuristic-systematic model of persuasion
-	Attitude inoculation
	Product placement
	Reactance theory
	Effectiveness of advertising

Chapter 8:	Chapter 9:
<ul> <li>Informational and normative social influence</li> </ul>	Group cohesiveness
<ul> <li>Private acceptance and public compliance</li> </ul>	Social facilitation
<ul> <li>Social impact theory</li> </ul>	Social loafing
Minority influence	Deindividuation
<ul> <li>Idiosyncracy credits</li> </ul>	<ul> <li>Process loss and groupthink</li> </ul>
<ul> <li>Injunctive and descriptive norms</li> </ul>	Group polarization
Obedience	Social dilemmas
Chapter 10:	Chapter 11:
<ul> <li>Propinguity effect</li> </ul>	<ul> <li>Prosocial behavior and altruism</li> </ul>
Mere exposure effect	<ul> <li>Norm of reciprocity</li> </ul>
Functional distance	<ul> <li>Social exchange theory</li> </ul>
Similarity	<ul> <li>Empathy-altruism hypothesis</li> </ul>
Reciprocal liking	<ul> <li>Helping in-group versus out-group</li> </ul>
<ul> <li>Assumptions about attractive people and self-</li> </ul>	<ul> <li>Urban overload hypothesis</li> </ul>
fulfilling prophecy	Pluralistic ignorance
<ul> <li>Social exchange theory</li> </ul>	<ul> <li>Diffusion of responsibility</li> </ul>
<ul> <li>Comparison level and comparison level for alternatives</li> </ul>	Negative state relief hypothesis
<ul> <li>Companionate and passionate love</li> </ul>	
<ul> <li>Cultural differences in views of love</li> </ul>	
<ul> <li>Evolutionary explanations of love</li> </ul>	
<ul> <li>Attachment styles</li> </ul>	
Chapter 13:	Chapter 12:
<ul> <li>Prejudice, discrimination, and stereotyping</li> </ul>	Hostile and instrumental aggression
<ul> <li>Out-group homogeneity bias</li> </ul>	<ul> <li>Frustration and aggression</li> </ul>
<ul> <li>In-group bias</li> </ul>	<ul> <li>Regionalism and aggression</li> </ul>
<ul> <li>Automatic and controlled processing of</li> </ul>	<ul> <li>Gender and aggression, domestic violence</li> </ul>
stereotypes	<ul> <li>Aggressive cues</li> </ul>
Justification-suppression model	<ul> <li>Social learning theory and aggression</li> </ul>
Illusory correlation	Violence in media
Ultimate attribution error, attributional biases	<ul> <li>Aggression and punishment</li> </ul>
Stereotype threat	<ul> <li>Cognitive dissonance and aggression</li> </ul>
Blaming the victim	Catharsis
Self-fulfilling prophecy	<ul> <li>Mass murders and social psychology</li> </ul>
Realistic conflict theory vs Scapegoating	
<ul> <li>Institutional racism/sexism and modern racism</li> </ul>	
Hostile and benevolent sexism	
Contact hypothesis	
<ul> <li>Jigsaw method and mutual interdependence</li> </ul>	
Pp. 433-449:	pp. 415-431:
•	Resilience & social support
<ul> <li>Acquisition, storage, and retrieval errors</li> </ul>	
<ul> <li>Acquisition, storage, and retrieval errors</li> <li>Own-race bias</li> </ul>	Stress and health
Own-race bias	
<ul><li>Own-race bias</li><li>Reconstructive memory</li></ul>	Coping with stress
Own-race bias	<ul><li>Coping with stress</li><li>Conditions affecting effectiveness of fear-</li></ul>
<ul><li>Own-race bias</li><li>Reconstructive memory</li></ul>	<ul> <li>Coping with stress</li> <li>Conditions affecting effectiveness of fear- arousing communication</li> </ul>
<ul><li>Own-race bias</li><li>Reconstructive memory</li></ul>	<ul> <li>Coping with stress</li> <li>Conditions affecting effectiveness of fear- arousing communication</li> <li>Perceived control</li> </ul>
<ul><li>Own-race bias</li><li>Reconstructive memory</li></ul>	<ul> <li>Coping with stress</li> <li>Conditions affecting effectiveness of fear- arousing communication</li> </ul>

# PSY 3331.0H1 + SOCIAL PSYCHOLOGY + SPRING 2017

- The Graduate Teaching Assistant for this class will assist in grading written assignments, and in general facilitate your learning success.
- The Undergraduate Teaching Interns for this class will assist lead group study or tutoring sessions, and in • general facilitate your learning success.
- Names and contact information for the GTA and the UGTI will be posted in eLearning. Use the "mail" tool in eLearning and the Directory on the university's main web page.

It is your responsibility to keep track of your grades so that you know where you stand at all times. Feel free to verify your grades with me, at my office (not in class), any time until the last exam. I can help you more effectively if you check your grades in eLearning first, then come see me for any verification or clarification (or anything else).

\*\*\* Do not use eLearning to calculate your course grade! \*\*\*

You will notice that eLearning will show you a "total possible" that does not match reality. Ignore it. We can use eLearning only to record grades, but the calculations do not fit the way grades are actually calculated. Use the worksheet on this page and the chart that appears under "Grading Policy."

Accuracy in assigning and recording grades is of utmost importance. I encourage you to keep track of your grades and let me know when you would like for me to check over the grading of any exams or assignments within THREE WEEKS of when the grade was assigned. It becomes much more difficult to verify your grades as time goes on, so please do not wait until the semester is over.

Remember: You will need to complete two Research Exposure Credits for each core course in which you are enrolled this semester.

You can record your grades here:

	Exam 1			_/50			
	Exam 2			_/50			
	Exam 3			_/50			
	Exam 4			_/50			
	Final Exam			_/100			
	Intro (extra credit)			_/4			
	Discussion Board			_/40			
	Participation			_/30			
	TOTAL			_/370 (see	chart under (	Grading Policy)	
Discussion Boa	<u>rd grades</u> (up to 14 at	4 pts each	with r	naximum 4	0 points):		
Ch. 1 or 2	_ Ch. 5			Ch. 8		Ch. 12	
Ch. 3	_ Ch. 6			Ch. 9		Ch. 10	

Ch. 4

SPA-2 Ch. 7

SPA-3 Ch. 13 Ch. 11

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