Social Psychology I: Self, Attitudes, and Social Influence

COURSE OUTLINE: Winter 2015

TEXT: 1. Meyers: *Social Psychology* (11\textsuperscript{th} EDITION)
2. Lesko: *Readings in Social Psychology* (8\textsuperscript{th} EDITION)

COURSE OBJECTIVES: This course is the first of two courses that deals with the important concepts, issues, theoretical perspectives, and research approaches used in Social Psychology. The emphasis of this course is on self concept, impression formation, attribution, attitudes, persuasion, and social influence. PREREQUISITE: Introductory sequence in either Sociology or Psychology.

LEARNING GOALS:
Upon completion of this course, students will be able to demonstrate:
• understanding of fundamental Social Psychological concepts related to self concept, impression formation, attribution, attitudes, persuasion, and social influence.
• increased awareness of ethical issues in Social Psychological research
• understanding of how Social Psychological processes affect research
• ability to develop and write an essay in which class concepts are applied to the student’s personal experiences.

D2L  [https://d2l.pdx.edu/](https://d2l.pdx.edu/)
Desire 2 Learn or D2L is PSU’s on-line learning resource. You MUST be able to log on to D2L in order to access class materials such as lecture slides and study sheets. You need to know your PSU ODIN user name and password in order to log-in (*If you do not have an ODIN account come talk to me and I will direct you to the Technology Help Desk*). I will post the powerpoint slides for each class’s lecture material immediately AFTER class.

REQUIRED WORK:
*** Exams: 120 points ***
There will be two exams: a mid-term and a final exam. Both exams will follow the same format: 40 "true/false" or multiple choice questions (worth 1 point each) and 4 short-answer essay questions (worth 5 points each). Each exam will count for a total of 60 points. You need to bring a Scantron 882 form and a number 2 pencil to each exam.
*** Quizzes: 40 points ***
There will also be 10 quizzes (based on the Lesko book of readings). During each class period when there is an outside reading assigned, there will be a 5 POINT short-answer quiz. The BEST 8 (out of 10) Quiz scores will count as your Quiz Grade.

*** Activities: 15 points ***
There will be 3 activities, based on instructions distributed in class, for this course. Each activity is worth up to 5 points.

*** Term Paper: 45 points ***
There will be a 5 to 8 page term paper (typewritten; no larger than 12 point print, double-spaced; no more than one inch margins -- top, bottom, left, right) for this course that will be due in class on February 25th. A handout describing the paper format and topics will be passed out in class on the Monday (January 12th) of the second week of class.

*** Total possible points: 220 ***

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<td>B+</td>
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Grading Scale

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<tr>
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MISSED QUIZZES: If you are absent on the day a quiz is given, please notify me (via voice mail) at 725-3961. In your message, please include when you plan to make-up the quiz. If you are absent on the day a quiz is given, AND you have notified me before class that you are going to miss the quiz, you must make-up that quiz before you attend the next session of this class, unless you make other arrangements with me. Quizzes must be made-up at my office (217-O Cramer Hall) or Jayson’s office (263 Cramer Hall) in the Sociology Department. Make-up quiz times are: Monday and Wednesday between 1600 to 1630 or by arrangement. If you do NOT notify me in advance of your up-coming absence, OR if you notify me but then show up in class without having already made up the quiz, you WILL NOT be allowed to make-up the quiz.

MISSED EXAMS: If an emergency prevents you from taking an exam, please notify the Sociology office (725-3926) as soon as possible. No early exams. Makeup exams only under extreme circumstances. All students must take the final exam.

EXTRA CREDIT WORK: There are two different ways to earn extra credit points in this class.
1. "left-over" quiz points: Since only the best 8 out of 10 Quiz scores count as your Quiz Grade, any additional points count as extra credit. EXAMPLE: student takes all 10 quizzes, earning "5 points" on 8 quizzes, and "4 points" on the remaining 2 quizzes. His/her quiz grade would be "40" (8 quizzes X 5 points), and the 8 additional quiz points (2 quizzes X 4 points) would count as extra credit.

2. January 21st in-class extra-credit activity Can you detect a liar? Worth up to 5 points.

3. "compare and contrast" papers

The Lesko book of readings is divided into 14 chapters from which we will use 7:
Ch 1. Field of Social Psychology Ch 5. Social Identity
Ch 2. Social Perception Ch 6. Prejudice and Discrimination
Ch 4. Attitudes

Any student who desires extra credit can write a 2 to 3 page "Compare and Contrast" paper using one of our 10 "Quiz" articles and any other article from the same chapter of the book of readings. Only one paper per chapter of readings will be accepted. Each paper can be worth up to 5 points. There is a 2 paper maximum.

See last page of syllabus for specific instructions.

CHAPTER READING QUESTIONS: Handouts, consisting of a series of study questions, will be distributed in class in an effort to assist you in focusing on the key points in each section of the text that you are assigned to read for this course. The TA will have copies of each handout, if you are absent when a handout is passed out or misplace your copy.

NOTE: The essay questions for the mid-term and the final exam will be taken directly from these chapter study questions.

In an effort to make this class a learning experience for everyone, please be considerate of the other students.

• Please turn the ringer of your cell phone to vibrate before class begins.
• Do not play i-pods, video games or use other electronics in the class (even with headphones).
• If you wish to carry on conversations with your friends (and that includes text messaging), please do so outside of class, not during the lecture. If these or other types of distracting behavior persist, the students involved will be asked to leave the class.

NOTE: 1. Dates for Quizzes are in bold and also marked with an asterisk “*”
2. Dates for Activity assignments are marked with “activity”
3. You are expected to have read the assigned pages from text BEFORE class.
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<thead>
<tr>
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<th>TOPIC</th>
<th>ASSIGNMENT</th>
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<tbody>
<tr>
<td>M 1/5</td>
<td>SYLLABUS / INTRODUCTION</td>
<td>Ch. 1 pp. 1-17</td>
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<td>W 7*</td>
<td>RESEARCH METHODS</td>
<td>Ch. 1 pp. 17-29</td>
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<td></td>
<td>&quot;Human Use of Human Subjects: The Problem of Deception in Social Psychological Experiments&quot;</td>
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<td><em>QUIZ: article #2</em></td>
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<td>RESEARCH METHODS / IMPRESSIONS</td>
<td>Ch. 3 pp. 110-112</td>
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<td>W 14*</td>
<td>IMPRESSIONS</td>
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<td>&quot;The Warm-Cold Variable in First Impressions of Persons&quot;</td>
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<td>M 19</td>
<td>Holiday: MLK Jr. Birthday</td>
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<td>W 21</td>
<td>IMPRESSIONS</td>
<td>Extra credit Activity: (in-class) Can you detect a liar?</td>
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<td>M 26*</td>
<td>ATTRIBUTION</td>
<td>Ch. 3 pp. 100-116</td>
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<td>&quot;Cognitive, Social, and Physiological Determinants of Emotional State&quot;</td>
<td>Ch. 2 pp. 61-71</td>
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<td>W 28</td>
<td>ATTRIBUTION / HEURISTICS &amp; SCHEMAS</td>
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<td>HEURISTICS &amp; SCHEMAS</td>
<td>Ch. 3 pp. 86-99</td>
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<td>&quot;Some Systematic Biases of Everyday Judgment&quot;</td>
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<td>W 4*</td>
<td>SELF</td>
<td>Ch. 2 pp. 37-60 &amp; 71-74</td>
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<td>&quot;The Many Me's of the Self-Monitor&quot;</td>
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<td>M 9</td>
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<tr>
<td>W 2/11</td>
<td>MID-TERM EXAM over assigned pages in Chapters: 1, 2, &amp; 3; Study sheets #1, 2, &amp; 3, AND Reading Articles: #2, 5, 7, 8 &amp; 13</td>
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<td>M 16</td>
<td>ATTITUDE FORMATION</td>
<td>Ch. 11 pp. 399-403</td>
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<td>Activity #3: Implicit attitude assignment passed out</td>
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<td>W 18*</td>
<td>ATTITUDES AND BEHAVIOR</td>
<td>Ch. 4 pp. 120-128</td>
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<td><em>QUIZ: article #17</em> “Attitudes vs. Actions”</td>
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<td>Activity #3: Implicit attitude assignment due</td>
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<td>M 23*</td>
<td>PREJUDICE AND DISCRIMINATION</td>
<td>Ch. 9 pp. 306-351</td>
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<td><em>QUIZ: article #18</em> “Interracial Roommate Relationships”</td>
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<td>W 25</td>
<td>PERSUASION recipient of info models</td>
<td>Ch. 7 pp. 225-263;</td>
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****TERM PAPER DUE****

| M 3/2* | PERSUASION: active role models              | Ch. 4 pp.135-147                  |
|        | *QUIZ: article #11* “Cognitive Consequences of Forced Compliance” |                      |
| W 4*   | SOCIAL INFLUENCE: conformity                 | Ch. 6 pp. 188-195; 208-219       |
|        | Ch. 8 pp. 297-299                           |                                   |
|        | *QUIZ: article #27* “Constructive, Destructive & Reconstructive Power of Social Norms” |                          |
| M 9*   | SOCIAL INFLUENCE: obedience                  | Ch. 6 pp. 196-207                |
|        | *QUIZ: article #26* “Behavioral Study of Obedience” |                  |
| W 11   | SOCIAL INFLUENCE: other techniques           | Ch. 4 pp.128-130                 |
|        |                                             | Ch. 7 pp. 253-254                |

****Last Day to Turn in EXTRA-CREDIT Compare & Contrast Papers****

M 3/16  1530 - 1720 FINAL EXAM over assigned pages in Chapters: 4, 6, 7, 8, 9 and 11; Study sheets #4, 5, 6, & 7; and Reading Articles: #11, 17, 18, 26 & 27

The schedule listed in the course syllabus is subject to change during the term. Any changes will be announced in class.
1. All papers are to be typed or computer printed. Handwritten papers will not be accepted.

2. Please pay attention to deadlines for turning in papers.
   - **Term Paper is due, in class, Wednesday, February 25th.** Late term papers will be penalized 5 points per class period; term papers will not be accepted after our class period on Wednesday, March 4th.
   - **Late extra-credit papers will not be accepted.**

3. All papers need to checked and corrected for spelling errors, and should be grammatically correct. If you require assistance in this area, the PSU writing lab (188F CH) can help. Papers with high numbers of spelling and grammatical errors will be penalized 20% of assignment grade.

4. Keep a copy of all papers you write for this course.

**HOW TO WRITE A COMPARE AND CONTRAST PAPER**

Papers on articles from chapters 1, 2, 3 & 5 are due by the mid-term (Wednesday, 2/11). Papers on chapters 4, 6 & 9 are due at the last regular class meeting (Wednesday, 3/11) before the final exam.

**Basic Format**

1. **Introduction:** A separate paragraph describing the content of each of the two articles; each paragraph should be three to five sentences, enough to let me know you understood what that article was about. **DO NOT WASTE YOUR TIME WITH PAGES OF ARTICLE SUMMARIES.** Please identify the authors and full title of each article in the introduction (not "the first article" and "the second article") so that it is clear to me which two articles you are writing about. After that you can refer to them as “the Bandura article” or “article #13 from the Lesko book of readings.”

2. **Compare:** How are the two articles similar? Dimensions of similarity can be methodological, theoretical, or contextual. Provide specific examples from each article. You need to present at least three points of similarity, along with a discussion of why each of your points is an important similarity.
Example: “The first way these two articles are similar is that they both involved the use of deception. In article #12 deception was involved in …. In article #14, the use of deception was part of … The fact that both of these articles involved the use of deception is an important similarity because …” Note: each point of similarity should be its own paragraph.

3. **Contrast**: How are the two articles different? Again, dimensions of similarity can be methodological, theoretical, or contextual. **Provide specific examples from each article.** You need to present at least three points of difference, along with a discussion of why each of your points is an important difference.

Example: “The first way these two articles are different is that article #23 describes a field study while article #25 describes a laboratory study. The field study in article #23 involves… In article #25, the laboratory study … This is an important point of difference because field studies provide … while laboratory studies tend to produce …” Note: each point of difference should be its own paragraph.

4. **Conclusion**: A paragraph tying together the points of similarity and difference you have selected.

I have examples of papers from other classes that I would be willing to let you examine during office hours. I am willing to provide comments on the appropriateness of content for the first draft of any of your papers. However, in order for me to do so, these draft papers need to be turned in to me **10 days** before the paper deadline. **Last class to turn in first drafts of papers due by the mid-term: Monday 2-2. Last class to turn in first drafts of papers due by the last class session: Monday, 3-2.**