

# Social Psychology 2200

Social Psychology: Winter 15-16  
Bruce J. Diamond, M.E.d, Ph.D.  
Office: 2062B Science Hall-East  
Phone: 973-720 x3400  
Email: [diamondb@wpunj.edu](mailto:diamondb@wpunj.edu)  
Room: Cyberspace

## Course Methods and Resources

Online Materials  
Discussion Board  
SEE COURSE MATERIALS

THINK Social Psychology 2012 Edition  
Kimberley Duff, Cerritos College  
ISBN-10: 0205013546 • ISBN-13: 9780205013548  
©2012 • Pearson • Paper, 312 pp

[ThinkSpot](http://thethinkspot.com/), the text's open access website, provides students with a large number of tools to help them achieve a better grade.

<http://thethinkspot.com/>

## General Expectations

This course requires that you approach the material in an organized and disciplined manner. You should read three chapters each week and use the online resources that are provided in order to learn and understand the materials. The resources include content and media related information as well material that can help enhance your learning and provide opportunities for self-assessment before you take the exams.



### 1. Description of Course

This course examines personality, attitudes, motivations, and behavior at both an explicit and implicit level in individuals or groups within a social context. The topics are interesting and of great importance in understanding our behaviors and interactions in our everyday lives.

**Course Prerequisites:** Psy 1100 or equivalent.

### 3. Course Objectives:

- a. provide an understanding of everyday social behavior based on the social and behavioral sciences.
- b. clarify the contributions and limitations of the scientific method as applied to social behavior
- c. learn about research methods in social psychology and how to read and interpret a journal article.
- d. encourage the student to develop his own perspective on social behavior, drawing on theory, research, and individual experience
- e. introduce the student to a wide range of applications of social psychology.
- f. learn about the social nature of individuals.
- g. learn about how the individual relates to others and groups, and how the individual is influenced by others and groups.
- h. learn about the individual's thoughts, feelings, attitudes, motives, emotions, and behaviors affect other people and how other people affect them.
- i. learn about such concepts as social perception, beliefs, stereotypes and prejudice, attitudes and persuasion, conformity and obedience, group processes and cooperation, how people are attracted to each other and form close relationships, helping others, aggression, and applying social psychology in law, business and health.

### 4. Student Learning Outcomes:

You should be able to:

- a. Define the purpose and scope of social psychology
- b. Understand and discuss a selection of key topics from social psychology
- c. Identify basic psychological principles and theories that underlie social psychology.
- d. Specify and discuss the relative merits of these principle and theories
- e. Demonstrate an ability to think critically.
- f. Locate and use relevant information.
- g. Comprehend the implication of experimental research in social psychology, including limitations in interpreting research results.
- h. Demonstrate the ability to integrate knowledge and ideas in a coherent and meaningful manner.
- i. Appreciate different theoretical perspectives.

**Asterisks \*\* mean that you are responsible for the chapter.**

#### **\*\*Chapter 1: What is Social Psychology**

What is social psychology?

What are the roots of social psychology?

What are the different perspectives of social psychology?

Is social psychology just common sense?

#### **\*\*Chapter 2: The Science of Social Psychology**

How can research methods impact you every day?

How do social psychologists find the truth?  
What can descriptive methods show us?  
What do experimental methods have to say?

**\*\*Chapter 3: Social Cognition: Thinking About the Social World**

How do schemas guide the way you think about the world around you?  
How effective are mental shortcuts?  
What are other sources of bias in social cognition?

**\*\*Chapter 4: Who Am I and How Do Other Individuals See Me?**

What is self-concept and where does it come from?  
In what ways does our need for self-esteem motivate our actions?  
How do we present ourselves to others?

**\*\*Chapter 5: Social Perception: How Do We Perceive Others?**

To what do we attribute people's behaviors?  
How do we decide what other people are like?  
Nonverbal Communication: How do we communicate without words?

**Chapter 6: Attitudes: Making Evaluations About the World**

How do attitudes develop?  
Do attitudes influence behavior?  
When does behavior influence attitudes?

**\*\*Chapter 7: The Art and Science of Persuasion**

What are persuasive messages and which are the most effective?  
What does research tell us about resisting persuasion tactics?  
When shouldn't we resist persuasion?

**Chapter 8: Social Influence: Should We Resist?**

How do social roles and social norms define the ways in which we behave?  
What factors affect and promote conformity?  
What methods do people use to get others to comply with requests?  
How do authority figures get us to obey them?

**Chapter 9: The Power of the Group**

What defines a group?  
How does a group influence individual behavior?  
How does a group make decisions?  
How are conflicts among groups solved?

**\*\*Chapter 10: Stereotypes, Prejudice, and Discrimination: Causes and Consequences**

What are stereotypes, prejudice, and discrimination?  
How can we measure stereotypes, prejudice, and discrimination?  
What are the sources of stereotyping and prejudice?  
What are the consequences of stereotyping?  
How can we combat stereotyping and prejudice?

**\*\*Chapter 11: Aggression**

What is the nature of aggression?  
What are the theories of aggression?  
What influences aggression?  
How can we reduce aggression?

**\*\*Chapter 12: Examining Attraction and Close Relationships**

What leads to attraction?

How do early parent-child interactions impact future relationships?

What factors influence and define romantic love?

How are relationships maintained?

What role does conflict play in relationships?

Chapter 13: Prosocial Behavior: Why We Help and Why We Don't

Why do we help?

When do we help?

What are other influences on helping?

How can we increase prosocial behavior?

Class Attendance:

Attendance will be taken by tracking your visits to BB.

7. Overview of Grading

There will be NO make-up exams. If there are technical problems let me know.

Grades are based on percentages:

90% = A

80% = B

70% = C

60% = D

**Grades will be based on three exams each covering three chapters. Please check the Exam folder on the dates below. A Discussion Board reflection question may also be posted each week and constitutes a course requirement...so check out the Discussion Board each week...please.**

Quiz I: 33%: Jan 1st

Quiz II: 33%: Jan 8th

Quiz III: 33%: Jan 14th