

DOC#

SADLT COLLEGE OF APPLIED ARTS AND TECHNOLOGY

SADLT STE. MARIE, ON

COURSE OUTLINE

COURSE TITLE: SOCIAL PSYCHOLOGY

CODE NO, PSY 209 SEMESTER: WINTER

PROGRAM: GENERAL ARTS AND SCIENCE

INSTRUCTOR TERRY FINN EXT. 671 E3218  
Sault College 759-2554

DATE: JANUARY 1996

NEW OUTLINE DATED: JANUARY 1996

APPROVED:

*Judith Morris*  
/JUDITH MORRIS} DEANr^SCHOOL OF  
'ARTS AND GENERAL EDUCATION

*Jan p/?s*  
DATE

II' ~ 'J'

-7A1  
JAN 12 B'r,  
^

**COURSE DESCRIPTION:**

Social psychology is the science that studies how the nature and causes of individual behaviour and thought in social situations are influenced by a wide range of social, cognitive, cultural, environmental, and biological factors. Among the major topics examined are social cognition, the attitude change process, social roles and personality, conformity and deviance, relationship development, prejudice and discrimination, prosocial behaviour and group interaction.

**LEARNING OUTCOMES:**

1. Describe the nature of "social psychology", the development of and the research methods used in this field of study.
2. Define "social perception" and discuss various attribution theories and the role played by nonverbal communication.
3. Discuss the basic aspects of and the influences on social thought.
4. Define "attitude" and discuss attitude development, the persuasion process, and attitude change.
5. Discuss the biological, psychological, sociological and multicultural influences on the development of self-identity and the implications for social interaction.
6. Define "prejudice" and "discrimination" and discuss their natures and various theories for countering their effects.
7. Discuss the process and factors related to relationship development.
8. Discuss the nature of "loneliness", its characteristics at different ages and stages, and examine coping strategies.
9. Discuss the positive and negative implications of what research has shown us regarding "social influence", "conformity", and "obedience".
10. Discuss the influencing factors related to both aggression and the likelihood of helping others.
11. Define the key terms associated with groups and explain group interaction using psycho-social theories.
12. Explain the field of social psychology as an applied science using the areas of health, the environment and the legal system.

**TEXTBOOK**

Exploring Social Psychology: Canadian Edition. Baron, Robert A., Byrne, Donn, Watson, Gillian (1995). Scarborough: Allyn S< Bacon Canada.

**INSTRUCTIONAL METHODOLOGY:**

The presentation of this course may include: lectures, group activities, audio/visual aids, presentations, field trips, guest speakers.... Flexitime may be desirable--an evening session may be more appropriate for a group project, for example.

**SYLLABUS AND LEARNING OBJECTIVES:**

**CHAPTER 1. THE FIELD OF SOCIAL PSYCHOLOGY: HOW WE THINK ABOUT AND INTERACT WITH OTHERS.**

1. Define "social psychology".
2. Describe the five major causes of social behaviour and thought.
3. Explain why social psychology is a "scientific" field.
4. Describe the basic steps involved when a social psychologist conducts research.
5. Describe the recent trend toward the application of social psychology in such areas as health, the legal process, and work settings.

**CHAPTER 2. SOCIAL PERCEPTION AND SOCIAL COGNITION: INTERNALIZING OUR SOCIAL WORLD.**

1. Describe patterns of emotional arousal communicated by various forms of gesture, gait, posture and touch.
2. Distinguish between internal and external causes of behaviour using Kelley's theory of attribution.
3. Explain the "actor-observer effect".
4. Explain how self-defeating attributions contribute to depression.
5. Define "heuristics" and describe representative and availability heuristics and the false consensus effect.
6. Give examples of "counterfactual thinking" and explain how we are affected by it.
7. Summarize the views of emotion expressed by the Cannon-Bard theory, the James-Lange theory, and Schachter's two-factor theory.
8. Describe three ways in which our current affective state can influence how we process social information.

**CHAPTER 3. ATTITUDES: EVALUATING THE SOCIAL WORLD.**

1. Define "attitude".
2. Describe how attitudes can be formed via classical conditioning.
3. Describe the role of modeling in the transmission of attitudes.
4. Explain how and why self-awareness is related to the attitude-behaviour relationship.

5. Describe how sources, messages, and the audience affect the persuasion process.
6. Define and explain "reactance".
7. Describe the roles played by "selective avoidance" and "selective exposure" in helping to resist persuasion.
8. Explain "cognitive dissonance".

CHAPTER 4. IDENTITY AND CULTURE: THE SELF IN A MULTICULTURAL CONTEXT.

1. Define "self esteem" and discuss: its components, their development, and their influencing factors.
2. Explain the relationship between social self-efficacy and social anxiety.
3. Discuss how self-efficacy is affected by direct experience, social comparison, and positive feedback.
4. Differentiate internal versus external locus of control.
5. Describe the stages in children's development of gender identity according to: a) psychoanalytic theory; b) cognitive-developmental theory; c) social learning theory; and d) gender schema theory.
6. Examine gender differences in aggressiveness and compare biological and social training explanations for these differences.
7. Describe ways in which interpersonal behaviour of men and women differ.
8. Discuss the independent versus the interdependent self.
9. Discuss cross-cultural research that questioned some of the traditional findings and the implications for a multicultural society.

CHAPTER 5. PREJUDICE AND DISCRIMINATION: UNDERSTANDING THEIR NATURE, COUNTERING THEIR EFFECTS.

1. Define "prejudice" and describe how these attitudes relate to social cognition and heuristics.
2. Define and describe "discrimination".
3. Describe the difference between the perception of "reverse discrimination" and the original intent of "affirmative action".
4. Describe the principles of realistic conflict theory.
5. Outline the social learning theory of prejudice.
6. Define "stereotype" and describe how it affects our attending to and remembering information.
7. Define "illusory correlation" and describe its role in prejudice and the conditions that negate the harmful influence of illusory correlations.
8. List the conditions that must be met if contact between minority and majority persons is to work to reduce prejudice.
9. Define "Eurocentrism" and describe its application to the study of prejudice.
10. List the three key aspects of racial identification.

CHAPTER 6. RELATIONSHIPS: FROM ATTRACTION TO LONELINESS.

1. Describe how propinquity affects whom one marries, friendship formation in dormitories and in other residential settings.
2. Explain how friendship formation in classrooms is affected by where individuals are seated.
3. Describe the impact of affect on attraction, including affect caused by music, radio news, humidity, movies, and the moods of others.
4. Discuss how birth order and life transitions relate to social skills.
5. Define and discuss "cognitive disregard".
6. Describe the role played by a person's outward appearance, body type, youthfulness... on the perception of attractiveness by others.
7. Explain Rosenbaum's repulsion hypothesis.
8. Examine the traits of close friendships versus those of love.
9. Discuss the relationship between arousal and attraction.
10. Define "loneliness" and discuss its characteristics at different ages and stages.
11. Discuss the cognitive and communication styles of lonely people and some of the strategies they use to cope.

CHAPTER 7. SOCIAL INFLUENCE: CHANGING OTHERS' BEHAVIOUR.

1. Define "social influence", "conformity", and "obedience", and discuss the positive aspects of each for society.
2. Describe Asch's experimental method for studying conformity.
3. Describe Milgram's obedience studies and results.
4. Use the role of information diffusion to explain our tendency to "go along".
5. Discuss the roles of authoritarianism, locus of control, and religion in obedience.
6. List the four sources of resistance to obedience.
7. Discuss gender differences in conformity.

CHAPTER 8. HELPING AND HARMING: PROSOCIAL BEHAVIOUR AND AGGRESSION.

1. Define "prosocial behaviour" and "altruism".
2. Discuss the differences between "bystander apathy" and "diffusion of responsibility" to explain cases of failure to help.
3. List the components of the altruistic personality.
4. Discuss the relationships between helping and the following: mood, competence, gender, and age.
5. Explain the evolutionary/sociobiological terms "selection", "the selfish gene", "maximizing inclusive fitness", "fitness", and "genetic selfishness".
6. Explain the difference between a "communal" and an "individualistic" culture.
7. Discuss the frustration-aggression hypothesis.
8. Discuss actions that provoke aggression.

9. Review some assertions made as a result of studies on the influence of TV violence.
10. Examine the relationships between aggression and: drugs and alcohol, violence on TV, gender, type A or B personalities, shame and guilt, testosterone, lack of coping/communication skills, and cultural differences.

CHAPTER 9. GROUPS AND INDIVIDUALS: THE CONSEQUENCES OF BELONGING.

1. Explain how group members' behaviour can be affected by: role conflict, status differences, prescriptive and proscriptive norms, cohesiveness, group work, groupthink, efficacy, and outcome expectancies.
2. Define "social compensation".
3. Define "group polarization".
4. Summarize advantages and disadvantages of having decision-making groups communicate electronically versus face to face.
5. Discuss conditions where the preferred leadership style is autocratic or participative.
6. Describe the characteristics of transformational leaders.

CHAPTER 10. APPLIED SOCIAL PSYCHOLOGY: HEALTH, ENVIRONMENTAL, AND LEGAL APPLICATION.

1. Define "applied psychology".
2. Compare optimistic versus pessimistic views as to how the population growth will eventually end.
3. Discuss the contributing factors to the failure of sexually-active adolescents to use contraception.
4. Define "health psychology" and "stress" and explain how "psychoneuroimmunology" attempts to understand the effects of stress.
5. Discuss the relationship between health and: fitness and hardiness, exercise, neuroticism, locus of control, optimism, marriage, personality type, social support, communication, and coping skills.
6. Discuss forms of environmental stressors.
7. Explain how gender and subjective judgments affect legal case outcomes.
8. Discuss factors affecting eye witness testimonies.
9. Discuss how defendants' race and ethnicity affect their outcomes in court.
10. Define "job satisfaction" and discuss influencing factors.

**EVALUATION**

Midterm Test (Essay)	15%
Final Exam (Essay)	15%
Chapter Quizzes	30%
Learning Journals	20%
Assignment/Project(s)	20%
	100%

**GRADING SYSTEM**

<u>Midterm Grades</u>	<u>Final Grades</u>
S = Satisfactory	A+ = 90 - 100
U = Unsatisfactory	A = 80 - 89
R = Repeat	B = 70 - 79
	C = 60 - 69
	R = Repeat

**NOTE:** Students with an identified special need (eg. physical limitation, learning disability, vision or hearing impairment...) are encouraged to confidentially discuss possible learning accommodations with the instructor **and** the Special Needs office (located in the Counselling Center on the ground floor of E wing).