

PSYCHOLOGY 360
SOCIAL PSYCHOLOGY
Spring 2017

Professor: Christine Smith, Ph. D.
ASH 2321
331-2424
Office Hours: W/F Immediately before and after class or by appointment
(on Allendale Campus)
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Required Readings:

All readings for the course are available as digital files posted to BB.
PowerPoint Slides that I use during lecture will be posted to BB **AFTER** lecture each class period.

Course Objectives:

This course is designed to introduce you to the scientific study of human social behavior. From the readings and class discussions you will find that one of the most exciting aspects of social psychology is how relevant it is to your everyday life. Throughout this course you can expect to develop knowledge of the rich variety of social psychological concepts, and to develop a better understanding of the scientific method as it applies to social psychological phenomena. The material presented in this course should prepare you for future study within the field of psychology and will also be useful in your work and in other parts of your life.

As a student, you are responsible, at a minimum, for reading the material and completing the assignments on time, retaining material presented in the lecture, and participating actively in our classroom discussions. In some content-focused courses absorbing the material and repeating it back on exams is all that is required for a good grade. Such is not the case with this class, for I am more interested in your ability to conceptualize theoretical issues, apply material in new contexts, and energetically examine your social world.

Class Format:

This course is reading, writing, and discussion intensive. Each day (with the exception of our first class meeting), you will be required to answer a set of questions related to the readings for the day. Your responses to these questions need to be submitted to BB **before** each class session. Late submissions will earn half credit only (**no exceptions**). Success in this course is strongly dependent upon reading and thinking deeply about the assigned readings. As long as your responses are thoughtful, submitted on time, and demonstrate that you have done the assigned reading; you will perform well on them.

Assignments:

Over the course of the semester you will be required to complete two short (5-7 pages) papers that will require you to apply social psychological theory to real world events and to synthesize the material presented in lecture and in your readings. The assignments and their due dates are listed in the course outline below and are to be submitted BB. **Assignments submitted late will earn half credit only.**

Exam:

We will have one exam during the semester (on the last day of our class). It will be multiple choice and will emphasize application of major ideas explored during the semester. A study guide will be provided.

Academic Integrity:

Each student is expected to pursue the academic goals and objectives in this course with the highest level of honesty and integrity. Representing someone's words or ideas as your own, whether done unintentionally or deliberately is plagiarism. Any student found plagiarizing will receive a grade of "F" in the course.

Grading:

Your final grade will be based on eight question sets (20 points each @ 160 points total), and two papers (100 points each @ 200 points) and one exam (100 points). Thus, the maximum number of points you can earn is 460. You are guaranteed the following grade based on your percent of total possible points.

I do not assign extra credit work in this class.

Grade Distribution:

A	100-94%	A-	93.99-90%	B+	89.99-87%
B	86.99-84%	B-	83.99-80%	C+	79.99-77%
C	76.99-74%	C-	73.99-70%	D+	69.99-67%
D	66.99-60%				
F	59% and lower				

Course Outline

May 10 **Introduction to Social Psychology**
Readings:

May 12 **The Social Self: General Issues**
Readings:

Nisbett, R. E., & Wilson, T. D. (1977). Telling more than we can know: Verbal reports on mental processes. *Psychological Review*, 84(3), 231-259.

Pronin, E.. (2008). How we see ourselves and how we see others. *Science*, 320(5880), 1177–1180.

Suls, Jerry. (2002). Social comparison: Why, with whom, and with what effect?. *Current Directions in Psychological Science: A Journal of the American Psychological Society*. (11)5. p.159 – 163.

Shepperd, J. A.(2015). A primer on unrealistic optimism. *Current Directions in Psychological Science: A Journal of the American Psychological Society*. (24)3. p.232 - 237.

May 17 The Social Self: Memory **Readings:**

Simons, D. J., & Chabris, C. F. (2011). What people believe about how memory works: A representative survey of the U.S. population. *PLoS One*, 6(8).

Hirst, W.. (2016). Flashbulb memories. *Current Directions in Psychological science : A Journal of the American Psychological Society*. (25)1. p.36 – 41

Loftus, E. F.(2005). Planting misinformation in the human mind: A 30-year investigation of the malleability of memory. *Learning & Memory* (Cold Spring Harbor, N.Y.). (12)4. p.361 – 366

Loftus, E. F. (2003). Make-believe memories. *American Psychologist*, 58(11), 867-873. d

Watch the Frontline Documentary: Divided Memories. The topic for paper 1 should be inspired by this material.

May 19 Explaining the Behavior of Others **Readings:**

Krull, Douglas S. (1997). The process of explanation. *Current Directions in Psychological Science : A Journal of the American Psychological Society*. (6)1. p.1 – 5.

Tversky, A. & Khaneman, D. (1974). Judgment under uncertainty: Heuristics and biases. *Science* (New York, N.Y.). (185)4157. p.1124 - 1131.

Kassin, S. M., & Kiechel, K. L. (1996). The social psychology of false confessions: Compliance, Internalization and Confabulation. *Psychological Science (Wiley-Blackwell)*, 7(3), 125-128.

Kassin, S. M. (2012). Why confessions trump innocence. *American Psychologist*, 67(6), 431-445.

May 24 Intergroup Relations and the Social Psychology of Prejudice

Fiske, Susan T.(2002). What we know now about bias and intergroup conflict, the problem of the century. *Current Directions in Psychological Science : A Journal of the American Psychological Society*. (11)4. p.123 - 128.

Roets, A. (2011). Allport's prejudiced personality today: Need for closure as the motivated cognitive basis of prejudice. *Current Directions in Psychological Science : A Journal of the American Psychological Society*. (20)6. p.349 - 354.

Jost, J. T. and Hamilton, D. L. (2005) Stereotypes in our culture. In *The Nature of Prejudice: Fifty Years after Allport* (eds J. F. Dovidio, P. Glick and L. A. Rudman), Blackwell Publishing Ltd, Oxford, UK.

Eberhardt, J. L.(2006). Looking deathworthy: Perceived stereotypicality of black defendants predicts capital-sentencing outcomes. *Psychological Science*. (17)5. p.383 – 386.

Sommers, Samuel R.(2006). Race and media coverage of Hurricane Katrina: Analysis, implications, and future research questions. *Analyses of Social Issues and Public Policy*. (6)1. p.39 - 55.

Payne, B. Keith. (2006). Weapon bias: Split-second decisions and unintended stereotyping. *Current Directions in Psychological Science: A Journal of the American Psychological Society*. (15)6. p.287 - 291.

May 26 Attitudes and Persuasion **Readings:**

Crano, W. D, Prislin, R. (2006). Attitudes and persuasion. *Annual Review of Psychology*. (57)1. p.345 - 374.

Pratkanis, A. (1992). “The cargo-cult science of subliminal persuasion,” *Skeptical Inquirer*, vol. 16, pp. 260–272.

View Frontline Documentary: The Confessions. The topic for Paper 2 should be inspired by this documentary

May 31 Social Influence and Conformity

Readings:

Milgram, S. (1965). Some conditions of obedience and disobedience to authority. *Human Relations*, 18(1), 57-76.

Miller, A. G. (2014). The explanatory value of Milgram's obedience experiments: A contemporary appraisal. *Journal of Social Issues*, 70(3), 558-573.

June 2 Social Influence and Conformity (continued)

Baron, R. S. (2000). Arousal, capacity, and intense indoctrination. *Personality and Social Psychology Review*, 4(3), 238-254.

June 7 Altruism and Bystander Intervention

Readings:

Fischer, P., Krueger, J. I., Greitemeyer, T., Vogrincic, C., Kastenmüller, A., Frey, D., Kainbacher, M. (2011). The bystander-effect: A meta-analytic review on bystander intervention in dangerous and non-dangerous emergencies. *Psychological Bulletin*, 137(4), 517-537.

June 9 Aggression

Readings: To be Determined

June 14 Exam