Social psychology is the study of the influences on and consequences of social interaction. It is concerned with the relationships between the individual and other persons or groups of people. This course presents a survey of theory and research in social psychology. We will first study the process of socialization, and the development of the person's self-image or identity. Next, we consider the individual as a social actor, and influences on behavior such as attitudes, social influence and persuasion, and social motives such as aggression and altruism. The third major section involves a detailed analysis of social interaction. The fourth section looks at processes which occur in groups, including conformity, productivity and leadership. The course concludes with a consideration of links between the individual and the society and phenomena such as status attainment, social influences on health, and deviant behavior.

The course involves a variety of activities, including lecture, discussion and other activities during lecture, videos, and discussion sections. Each of these is intended to contribute to your learning of social psychological concepts and research methods, and developing the ability to apply what you have learned to your understanding of yourself and the social world. I include several types of activities because people learn in different ways. Your mindful attention to each of these components will maximize what you gain from participating in this course.

Required books


The reading assignments are taken entirely from these two books.
The cost of the textbook, *Social Psychology*, is substantial. In response to requests by me and other faculty, the Publisher, Cengage, has developed several purchase and rental options, which will reduce your cost. These options are described on-line at [http://www.cengagebrain.com/shop/ISBN/9780495812975?cid=APL1](http://www.cengagebrain.com/shop/ISBN/9780495812975?cid=APL1) As of January 13, 2014, hard copies of the book are on sale for a substantially reduced price on this website.

**Examinations and Grading:**

In addition to the assigned readings, there will be two examinations, a midterm and a final exam. Both examinations will be essay, written in class. There will be both short answer (identify and define) and longer essay questions. The first exam will be worth up to 30 points, and the final will be worth up to 50 points.

This course also has a "laboratory" component, consisting of four exercises. Each exercise requires you to collect data or assess information relevant to various topics in social psychology. Each exercise will require 2 to 5 hours to complete. Four of these exercises are to be completed during the course, about one every 3 weeks. Each exercise will be worth up to 10 points.

**Discussion Sections:**

This semester, everyone taking the course is required to register for and attend a discussion section. We will do a variety of things in section, but the emphasis will be on discussion. This is your opportunity to get actively involved with the course material. Each week we will give you an opportunity to ask questions about the readings or the material presented in lecture. We will discuss topics and events related to the course.

You will have opportunities to earn points in discussion section.

**Course Evaluations:**

The Department of Sociology conducts student evaluations of most courses near the end of the semester. These evaluations include questions about the instructor and the teaching assistant(s) of the course. Students who have more immediate comments, complaints, or concerns about the teaching assistant may report them to the instructor, John DeLamater. Students may also discuss their concerns with Professor Pam Oliver, Chair, 8128 Social Science.
NOTICE: Exams will be given on March 14 and May 12. Students who have or make travel plans for those dates must drop the course.

DATE TOPIC/ASSIGNMENT

**SOME BASICS**

Jan. 22  Introduction

Jan. 24  **Theories** in Social Psychology

DM: Chap. 1

Jan. 27-31 **Research Methods** in Social Psychology

DM: Appendix: Research Methods

**SOCIALIZATION**

Feb. 3-7  **Childhood Socialization**

DM: Chap. 2, pp. 22-50.

CAH: Selections 12, 17, 33

Feb. 10-12  **Self and Identity**

DM: Chap. 3, pp. 64-89.

CAH: Selections 15, 16, 18, 19, 22

Feb. 14-17  **Influence of the Life Course**

"Who am I?"

DM: Chap. 2, pp. 50-63.  Due Feb. 14

**THE INDIVIDUAL AS A SOCIAL ACTOR**

Feb. 18-21  **Symbolic Communication**

DM: Chap. 5

CAH: Selections 3, 4, 21
Feb. 24-26 **Attitudes**
DM: Chap. 5

Feb. 27- **Social Influence**
Observation at Fast Food Rest

Mar. 3 DM: Chap. 7
Due Feb. 28

CAH: Selections, 10, 30, 39

March 4-7 **Social Perception and Cognition**
DM: Chap. 4
CAH: Selections 6, 11

March 10-13 **Social Motives**
DM: Chap. 8

March 14 **MIDTERM EXAMINATION** (In Class)
Room to be announced.

**March 15 - 23 Spring Recess**

**SOCIAL INTERACTION**

March 24-28 **Interaction as Exchange**
Handout

March 31- **Impression Management**

April 4 DM: Chap. 3, pp. 89-114
CAH: Selections 20, 24, 25

April 7-10 **Interpersonal Relationships**
DM: Chap. 9
Love
CAH: Selections 7, 8, 34
Due April 11

**SMALL GROUPS**

April 11-16 **Group Structure**
DM: Chap. 10, pp. 277-287.
April 17-21 **Leadership and Productivity**

DM: Chap. 11

April 22-25 **Cohesion and Conformity**


**INDIVIDUAL IN SOCIETY**

April 28- **Social Structure and Personality**

DM: Chap. 13

May 2 **The Power of Advertising**

Due April 26

CAH: Selections 28, 29, 36

May 5-9 **Deviant Behavior**

DM: Chap. 14

CAH: Selections 9, 37, 38

Monday, May 12  2:45 to 4:45  **FINAL EXAMINATION**

Room to be announced