

**Course Code: APSY-367**  
**Course Title: Introduction to Social Psychology**

**Credit Hours: 3**  
**(Foundation Course)**

### **Introduction**

Social Psychology is the specialized branch of psychology. It studies the individuals and their interaction with the group. The basic purpose of this course is to introduce current concepts and theories that attempt to explain the behavior of the individual in society. Major topics include self in social world, social perceptions and roles, attitudes, social cognition, prejudice, aggression, and conformity and conflict resolution. Understanding of psychosocial theories and their implications is the core target of this course.

### **Course Objectives**

1. The course will develop an insight in students about how people think, perceive and relate to others.
2. This will help in developing an understanding of the concepts related to self and how self-functions in social world.
3. This will also enable students to think critically about social processes, influences, relations and attitudes.
4. The course emphasizes on the understanding of application of Social Psychology concepts in the real life settings.

### **Learning Outcomes**

After completion of the course the student will be able to:

1. Think critically about social processes, influences, relations and attitudes.
2. Understand the application of Social Psychology concepts in the real world.

### **Contents**

#### **Unit-I**

##### **1.1 Nature and Scope of Social Psychology**

- 1.1.1 What is social psychology?
- 1.1.2 Social psychology and allied disciplines
- 1.1.3 Brief history of social psychology
- 1.1.4 Revisiting of Classical Experiments in social psychology

#### **Unit-II**

##### **2.1 Research in Social Psychology**

- 2.1.1 Correlational research
- 2.1.2 Experimental research
- 2.1.3 Surveys

#### **Unit-III**

##### **3.1 Self in a Social World**

- 3.1.1 Concept of self in social psychology
- 3.1.2 Components of self
- 3.1.3 Self-esteem, Self-presentation, Self-awareness, Self-efficacy, Self-conscious emotions, guilt, shame and embarrassment

## Unit-IV

### 4.1 Social Perception

- 4.1.1 Social cognition; person schemas, roles and scripts
- 4.1.2 Impression formation
- 4.1.3 Attribution; Bias in attribution, Research in attribution

## Unit-V

### 5.1 Altruism and Aggression

- 5.1.1 Altruism: The motivation to help
- 5.1.2 Factors, rewards and costs of helping
- 5.1.3 Aggression: The motivation to harm
- 5.1.4 Frustration and aggression: Other views
- 5.1.5 Non-aggressive ways of conflict resolution

## Unit-VI

### 6.1 Behavior and Attitudes

- 6.1.1 Attitude formation
- 6.1.2 Attitude change
- 6.1.3 Cognitive dissonance
- 6.1.4 Persuasive communication
- 6.1.5 Measurement of attitudes
- 6.1.6 Prejudice, stereotypes and discrimination

## Unit-VII

### 7.1 Social Influence and Group Behavior

- 7.1.1 Nature of groups, group polarization
- 7.1.2 De-individuation, group cohesiveness, productivity and decision making,
- 7.1.3 Conformity, obedience and deviance, cultural and social norms
- 7.1.4 Leadership: Effective leadership
- 7.1.5 Theories of Leadership

### Teaching-learning Strategies

Lectures, tutorials and semester work

**Semester Work will include Assignments, Quizzes, Presentation, Class Projects, Class participation**

The learning goal through Sessional work would be to promote acquisition of factual information/ subject matter/ course content, Application of knowledge and enhancing the synthesizing and generalization capacity of the students.

### Assessment and Examinations:

Sr. No.	Elements		Details
1.	Midterm Assessment		It takes place at the mid-point of the semester.
2.	Formative Assessment		It is continuous assessment. It includes: classroom participation, attendance, assignments and presentations, homework, attitude and behaviour, hands-on-activities, short tests, quizzes etc.

3.	Final Assessment		It takes place at the end of the semester. It is mostly in the form of a test, but owing to the nature of the course the teacher may assess their students based on term paper, research proposal development, field work and report writing etc.
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### **Suggested Readings:**

- **Books**

- Baron, R. A., & Byrne, D. (1997). *Social psychology*. (12th ed.). Boston: Allyn & Bacon
- Baron, R. A., Branscombe, N. R., & Byrne, D. (2009). *Social psychology* (12<sup>th</sup> ed.). Boston, MA: Pearson/Allyn and Bacon.
- Baumeister, R. F. (1999). *Self in social psychology*. USA: Taylor & Francis.
- Crisp, R. J. (2010). *Essential social psychology* (2nd ed.). Los Angeles: Sage.
- Edi., D. C. (2011). *Theories in social psychology*. UK: Wiley-Blackwell.
- Edi., R. F. B. (2010). *Advanced social psychology* NY: Oxford University Press.
- Franzoi, S. L. (2008). *Social psychology* (5th ed.). New York: McGraw-Hill.
- Healey, J. F. (2010). *Exploring social issues*. Los Angeles: Sage.
- Horowitz, L. M. (2011). *Handbook of interpersonal psychology*. UK: John Wiley & Sons.
- Kassin, S. (2011). *Social psychology* (8<sup>th</sup> ed.). Wadsworth: Wadsworth.
- Knapp, H. (2010). *Introduction to social work practice*. Los Angeles: Sage.
- Myers, D. G. (1996). *Social psychology*. New York: McGraw Hill Book Company.
- Myers, D. G. (2012). *Social psychology* (11th ed.). New York: McGraw-Hill.
- Taylor, S. E., Peplau, A. L., & Sears, D. O. (2006). *Social psychology* (12<sup>th</sup> ed.). Englewood Cliffs, NJ: Prentice Hall.

- **Journal Articles / Reports**

- Bergagna, E., & Tartaglia, S. (2018). Self-esteem, social comparison, and Facebook use. *Europe's journal of psychology*, 14(4), 831.
- Dang, J., & Hagger, M. S. (2019). Time to set a new research agenda for ego depletion and self-control. *Social Psychology*.
- Doliński, D. (2018). Is psychology still a science of behaviour?. *Social Psychological Bulletin*, 13(2), 1-14.
- Karpen, S. C. (2018). The social psychology of biased self-assessment. *American journal of pharmaceutical education*, 82(5).
- Pellencin, E., Paladino, M. P., Herbelin, B., & Serino, A. (2018). Social perception of others shapes one's own multisensory peripersonal space. *Cortex*, 104, 163-179.
- Muldoon, O. T., Haslam, S. A., Haslam, C., Cruwys, T., Kearns, M., & Jetten, J. (2019). The social psychology of responses to trauma: Social identity pathways associated with divergent traumatic responses. *European Review of Social Psychology*, 30(1), 311-348.
- Whitt, S., Wilson, R. K., & Mironova, V. (2021). Inter-group contact and out-group altruism after violence. *Journal of Economic Psychology*, 86, 102420.