GC. 119 Social Psychology

GC-119   Social Psychology   Cr 3

BS Geography4 Years Programme, University of the Punjab, Lahore

Course Description:

This is aimed to gain insight into social behavior and how social psychological theories can be used to understand behavior and judgments in everyday life, Social Psychology is the scientific study of how individuals think, behave, and are influenced by others. Current theories in the field will be applied to real-life situations to make sense of human behavior. Topics covered include behavior and attitudes, social beliefs, cultural influences, conformity and obedience, self-knowledge and self-esteem, persuasion, group influence, aggression, altruism, prejudice and discrimination, stress and health, legal testimonies and law, and interpersonal relationships. In-class experiments, group discussions and hands-on activities are important learning tools will be used in this course.

Learning Outcomes:

Upon successful completion of the course students will have developed knowledge and understanding of Social thinking, Social influence, Social relations, and Basic research skills:

1. Understand and explain concepts, theories, and research relating to the study of social psychology.

2. Demonstrate the application of social psychology to individuals, groups, and psychological factors that lead to prejudice, discrimination, aggression, and stereotyping.

3. Recognize aspects of social psychology, including the fundamental attribution error, biases, social roles, and social norms, in your daily life.

4. Describe how attitudes can be changed through cognitive dissonance and persuasion.

5. Explain group dynamics, how conformity, obedience, groupthink, social facilitation, social loafing, and altruism relate to group behavior.

Course Contents

1. **The Field of Social Psychology**
   a. Introduction to social psychology
   b. Current trends and future scope
   c. Conducting research in social psychology

2. **Self- Presentation and Social Perception**
   a. Nonverbal behavior
   b. Attribution
   c. Impression management

3. **Social Cognition**
   a. Perceiving other : (NS Model)
   b. Casual attribution Biases
   c. Schemas and stereo types.

   (Factors contribute to stereotyping and prejudice? consequences of stereotyping, prejudice, and discrimination, eradicating prejudices)

   d. Heuristics in social perception.

   (In group, out group, self-fulfilling prophecy, changing streotypes, eradicating conflicts)

4. **Attitudes**
   a. Three componental Model of Attitude.
   b. Attitude, Consistency, Dissonance & Change

   (Formation, maintenance, and change in attitudes)

   c. Attitude change through persuasion.
   d. Influences on consistency

5. **Aspects of Social Identity**
   (I) The self
      a. Nature of the self
      b. Self concept
      c. Social diversity
      d. Self esteem
   (II) Other aspects of self-functioning
      a. Self-focusing

      b. Cognitive and affective aspects

      c. Self-Monitoring

      d. Self-Efficacy

   (III) Gender & socialization

   (IV) Interpersonal attraction and close relationships.

6. **Social Influence**

    a. Conformity

    b. Compliance

    c. Obedience

7. **Pro-social Behavior**

    a. Why do we help?

    b. When do we help?

    c. Does true altruism really exist?

    d. Whom do we help?

    e. How we can increase helping?

8. **Aggression /hurting others**

    a. What is Aggression?

    b. Influences on Aggression

    c. Reducing Aggression

    d. Lucifer effect

    e. Bullying

Reading Material

1. Breckler, S.J., Olson, J.M., & Wiggins, E.C. (2006). Social Psychology Alive (First Edition). Belmont: Thomson Wadsworth.

2. Gilovich, Keltner, & Nisbett (2012). Social Psychology (3rd Ed).

3. Robert, C., & Carnevale, P. J. (1997). Group choice in ultimatum bargaining. Organizational Behavior and Human Decision Processes, 72(2), 256-279.

4. Eisenegger, C., Haushofer, J., & Fehr, E., (2011). The role of testosterone in social interaction. Trends in cognitive sciences, 15, 263-271.

5. Vezzali, L., Stathi, S., Giovannini, D., Capozza, D., & Trifiletti, E. (2014). The greatest magic of Harry Potter: Reducing prejudice. Journal of Applied Social Psychology

6. Conley, T. D., Ziegler, A., Moors, A. C., Matsick, J. L., & Valentine, B. (2013). A critical examination of popular assumptions about the benefits and outcomes of monogamous relationships. Personality and Social Psychology Review, 17, 124-141

7. Tracy, J. L., & Beall, A. T. (2011). Happy guys finish last: The impact of emotion expressions on sexual attraction. Emotion, 11(6), 1379

8. Falk, E. B., Berkman, E. T., Mann, T., Harrison, B., & Lieberman, M. D. (2010). Predicting persuasion- induced behavior change from the brain. The Journal of Neuroscience, 30(25), 8421-8424.

9. Salerno, J. M., & Peter-Hagene, L. C. (2013). The interactive effect of anger and disgust on moral outrage and judgments. Psychological science, 24, 2069-2078.

10. Aronson, E., Wilson, T.D., Akert, R.M., Fehr, B. Social psychology (current Canadian ed.).

11. Kendrick, D.T., Neuberg, S.L., Cialdini, R.B. Social psychology: Goals in interaction (current ed.).