



BS (4 Years) for Affiliated Colleges

Code	Subject Title	Cr. Hrs	Semester
APSY-367	Social Psychology (Revised)	3	VI
Year	Discipline		
3	Applied Psychology		

Course Objectives

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

Course Outcome

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

- think critically about social processes, influences, relations and attitudes.
- understand the application of Social Psychology concepts in the real world.

Course Contents

Nature and Scope of Social Psychology

What is social psychology?

Social psychology and allied disciplines

Brief history of social psychology

Current trends in social psychology

Research in Social Psychology

Descriptive research

Correlational research

Experimental research

Surveys and interviews

Content analysis and cross-cultural studies

Self in a Social World

Concept of self in social psychology

Components of self: Why they are essential and its relationship to other personality constructs and processes

Self-esteem, Self-presentation, Self-awareness, Self-efficacy, Self-conscious emotions, guilt, shame and embarrassment

Social Perception

Social cognition; person schemas, roles and scripts

Impression formation; Stereotypes

Attribution; Bias in attribution, Research in attribution

Altruism and Aggression

Altruism: The motivation to help

Factors, rewards and costs of helping

Aggression: The motivation to harm

Frustration and aggression: Other views

Threatened self-esteem and aggression

Controlling and socializing for non-aggressive ways of conflict resolution

Behavior and Attitudes

Attitude formation

Prejudice, stereotypes and discrimination

Attitude change

Cognitive dissonance

Persuasive communication

Measurement of attitudes

Social Influence and Group Behavior

Nature of groups, group polarization

De-individuation, group cohesiveness, productivity and decision making,

Conformity, obedience and deviance, cultural and social norms

Leadership: Effective leadership

Theories of leadership

Social Psychology in Action

Social psychology entering: Health Psychology, Environmental Psychology, Legal Affairs

Organizational Psychology, Peace and conflict

Recommended 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* (12th 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* (8th 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* (12th ed.). Englewood Cliffs, NJ: Prentice Hall.