

COURSE OUTLINE

Psychology 104 (C-ID Number: PSY 170)
Social Psychology (C-ID Title: Introduction to Social Psychology)

I. Catalog Statement

Psychology 104 considers individual human behavior in relation to the social environment. The power of the situation, other individuals, and the social group are examined. Emphasized topics include: aggression, prejudice and stereotypes, interpersonal attraction, attitudes and attitude change, conformity, group phenomena, gender roles, cultural norms, person perception, and social cognition.

Total Lecture Units: 3.0

Total Course Units: 3.0

Total Lecture Hours: 48.0

Total Faculty Contact Hours: 48.0

Prerequisite: Psychology 101

II. Course Entry Expectations

Skill expectations: Reading 6, Writing 6, Listening/Speaking 6, Math 2.

Prior to enrolling in the course, the student should be able to:

1. demonstrate familiarity with the major concepts, theoretical perspectives, research methods, core empirical findings, and historic trends in psychology;
2. critically analyze major theoretical perspectives of psychology (e.g. behavioral, biological, cognitive, evolutionary, humanistic, psychodynamic, and socio-cultural);
3. demonstrate knowledge and understanding of biological bases of behavioral and mental processes, sensation and perception, learning and memory, cognition, consciousness, individuals differences, personality, social psychology, developmental changes across the lifespan, psychological disorders, emotion, and motivation;
4. describe and demonstrate an understanding of applied areas of psychology (e.g. clinical, counseling, forensic, community, organizational, school, and health);
5. recognize and understand the impact of diversity on psychological research, theory, and application;
6. understand and apply psychological principles to personal experience and social and organizational settings.

III. Course Exit Standards

Upon successful completion of the required coursework, the student will be able to:

1. analyze elements of a scientific approach to understanding human behavior in a psycho-social context;
2. identify biological and cultural influences on social behavior;
3. discriminate between individual differences and sociocultural influences;
4. explain the major scientific studies which form the basis for current theories of social psychology;
5. describe the ways in which principles gleaned from social psychological research apply to real world problems and issues;
6. apply models of intervention into social behavior designed to address social problems (e.g., those based on gender, ethnic, racial, or cultural differences and those based on disability);
7. compare basic concepts and theories across the areas of social psychology.

IV. <u>Course Content</u>	Total Faculty Contact Hours = 48 hours
A. Introduction	6 hours
1. Domain of social psychology	
2. Research methodology	
3. Ethical issues	
B. Social Psychological Perspectives	3 hours
1. Social motivation	
2. Social cognition	
3. Unreasoned behavior	
C. Social Cognition	6 hours
1. Cognitive dissonance and self-consistency	
2. Personal control and behavior	
3. Categories and schemas	
4. Casual judgments	
D. Unreasoned Behavior	3 hours
1. Nonthoughtful influences	
2. Emotions	
3. Routines in thought and action	
E. Person Perception	4 hours
1. Schemas in person perception	
2. Impression formation	
3. Person memory	
4. Attribution process	
F. Persuasion and Attitude Change	4 hours
1. Attitude change and behavior	
2. Behavior and attitude change	
3. Attitude formation	
4. Resistance to persuasion	

5. Reactance and threats to freedom

G. Social Influence	4 hours
1. Conformity	
2. Compliance	
3. Obedience	
H. Interpersonal Attraction	3 hours
1. Liking	
2. Personal relationships	
I. Group Dynamics	3 hours
1. Individuals and group members	
2. Ingroup-outgroup relations	
3. Leadership	
4. Group Performance	
J. Aggression	3 hours
1. Frustration and aggression	
2. Aversively generated aggression	
3. Involuntary effects of environment	
4. Aggressive behavior	
K. Helpfulness and Altruism	3 hours
1. Interpretation of the situation	
2. Emotion arousal and empathy	
3. Social norms and personal ideals	
4. Personal values and self-conceptions	
L. Sex Differences and Similarities	3 hours
1. Interpersonal communication	
2. Helping and Altruism	
3. Aggression	
4. Work	
5. Social cognitions and gender	
M. Applying social psychology	3 hours
1. The environment and social behavior	
2. Social psychology and trial by jury	
3. Health psychology	

V. **Methods of Instruction**

The following methods of instruction may be used in the course:

1. classroom lecture and demonstration;
2. small group analysis and application of social psychological concepts;
3. computer use of internet resources and social psychology demonstrations;

4. student presentations and discussions;
5. guest speakers;
6. audio-visual presentations.

VI. Out of Class Assignments

The following out of class assignments may be used in the course:

1. homework assignments that apply Social Psychological concepts (e.g. design a social psychological experiment following the steps to the scientific method);
2. research paper demonstrating use of sources and critical thinking skills (e.g. paper identifying causes of obedience);
3. volunteering (e.g. spend time at a non-profit organization and apply course material to your observations);
4. individual projects (e.g. informational poster describing the purposes that attitudes serve);
5. group projects.

VII. Methods of Evaluation

The following methods of evaluation may be used in the course:

1. four to five in-class examinations and one final examination requiring demonstration of course exit standards;
2. class participation in individual and group exercises to practice course exit standards;
3. evaluation of research paper demonstrating use of sources to critically assess Social Psychological issues and apply concepts in a collegiate manner;
4. evaluation of homework assignments;
5. evaluation of presentations.

VIII. Textbook(s)

Aronson, Elliot. *The Social Animal*. New York: Worth, 2012. Print.
12th-13th Grade Textbook Reading Level. ISBN 978-1-4292-3341-5

Myers, David., *Social Psychology*. New York: McGraw-Hill, 2012. Print.
12th -13th Grade Textbook Reading Level. ISBN 978-0078035296

Franzoi, Stephen., *Social Psychology*. New York: McGraw-Hill, 2012. Print.
12th-13th Grade Textbook Reading Level. ISBN 978-1618821638

IX. Student Learning Outcomes

Upon successful completion of the required coursework in Social Psychology, the student will be able to:

1. understand research methods as they apply to Social Psychology;
2. understand how both biological and social factors can help explain and predict social behavior;
3. apply Social Psychological principles to everyday life.