

# CAPITAL COMMUNITY TECHNICAL COLLEGE

SOCIAL PSYCHOLOGY

PSY 252

## CATALOG DESCRIPTION

Behavior of the individual as it is determined by social situations. Topics covered include attitude formation and change, social perception and attribution, social power and influence, human aggression, and prosocial behavior.

Lecture Hours Per Week: 3

Prerequisite: PSY 101

## COURSE OBJECTIVES

At the completion of the course, students will:

- (1) appreciate the importance of the impact of the behavior of the individual on the group as well as the group on the individual.
- (2) have a greater understanding the cognitive basis of interpersonal behavior.
- (3) realize the practical implications of the findings and principles of Social Psychology in a wide variety of applied settings.

## COURSE CONTENTS

1. **Understanding Social behavior**  
Introduction: A Working Definition  
History of Social Psychology  
Theories in Social Psychology  
Research Methods in Social Psychology
2. **Social Perception: Knowing Others & Ourselves**  
Attribution: Understanding the Causes of Behavior  
Self Attribution: Understanding Ourselves  
Forming Impressions of People  
Organizing Impressions
3. **Social Cognition: Understanding the Social World**  
Heuristics, Biases, and Fallacies.  
Schema, Stereotype, and Selection.
4. **Attitudes**  
The Nature of Attitudes  
The Formation of Attitudes  
The Structure of Attitudes  
The Process of Attitude Change  
Theories of Attitude Change
5. **Prejudice and Discrimination**  
In-Groups and Out-Groups  
Prejudice and Discrimination  
Combating Prejudice: Strategies of Interaction

6. **Interpersonal Attraction: Love and Relationships**  
Evaluation of Strangers and Acquaintances  
Factors Influencing Interpersonal Attraction  
Falling Out of Love
7. **Social Influence**  
Obedience: Social Influence of Authority Figures  
Conformity: How Groups Exert Influence  
Compliance: Requesting and Receiving  
The Sense of Control  
Reactions to Loss of Control
8. **Prosocial Behavior**  
Prosocial Behavior and Human Nature  
Situational Influences on Prosocial Behavior  
Personal Influences on Prosocial Behavior
9. **Groups and Individual Behavior**  
The Nature of Groups  
Groups and Task Performance  
Groups and Decision Making  
Influence of Leadership within Groups  
Personality and Group Behavior  
Cross-Cultural Comparisons
10. **Applying Social Psychology**  
Organizational Behavior  
Social Aspects of Health Care  
Social Psychology and the Legal System  
Urban Environment and Social Behavior

#### **EVALUATION**

Four tests will be administered in this course. The lower of the first three test scores will not be used in computing the final grade. The tests will cover lecture materials and assigned readings. The questions will be a combination of multiple choice and essay questions. There will be no make-up exams. Extra credits may be earned by participating in group exercises assigned in the class. Students will be required to submit a term paper as part of the course requirement. The paper is expected to reflect your theoretical background in social psychology and scientific observation and analysis of psychosocial phenomena. Every student is expected to use the APA style. All the tests as well as the term paper will count equally in computing the final grade.

### **INSTRUCTIONAL METHODS**

Although the course will be primarily of the lecture mode, there will be class discussion of the topic areas to make the course material more relevant and understandable to the student. Videotapes, charts, and other audio-visual aids will be used to illustrate and emphasize certain topic areas. In addition, relevant scholarly articles will be assigned to ensure critical and in-depth discussion of various topics.

### **TEXT**

Baron, R A. and Byrne, D. (1991) Social Psychology: Understanding Human Interaction, Needham Heights, MA: Allyn and Bacon.