

Saint Leo University

PSY328 Social Psychology

Course Description:

A study of the perceptions, attitudes, personality, motivations, relationships, and behavior of the individual as a function of social situations. The course emphasizes theory, research, and application. This course is required in the major. Also, it is a required course for majors in Criminology who elect the Human Services Track. It is a course that is highly desirable for students in Social Work, Education, Pre-Law, Pre-Med, Pre-Nursing, Public Administration, Marketing, and Management.

Prerequisite:

PSY121 and PSY205

Textbooks:

Kenrick. Social Psychology: Goals in Interaction. 6th edition Pearson Custom (REVEL access)
ISBN# 9781323773444

Course Objectives:

This course focuses on how the perceptions, attitudes, personality, motivations, and behavior of the individual are influenced by social situations. After completing this course the student should be able to:

1. Define social psychology and discuss the relationship between the person and the situation.
2. Evaluate the strengths and limitations of the methods of Social Psychological research.
3. Identify the self in terms of self-concept, self-esteem, and self-presentation.
4. Discuss the social factors which influence behavior such as attitudes, prejudice, aggression, and helping behavior.
5. Describe the dynamics of conformity and compliance in social situations.
6. Explain the strengths and limitations of group behavior.
7. Compare and contrast the theories of interpersonal attraction, close relationships, and love.
8. Apply Social Psychological principals to real world issues.

Core Values:

In addition to the instructional objectives listed above, the Psychology Department has identified the Saint Leo University Core Values of *Respect* and *Integrity* to be included in the curriculum.

Integrity: The commitment of Saint Leo University to excellence demands that its members live its mission and deliver on its promise. The faculty, staff, and students pledge to be honest, just, and consistent in word and deed.

Respect: Animated in the spirit of Jesus Christ, we value all individuals' unique talents, respect their dignity, and strive to foster their commitment to excellence in our work. Our community's strength depends on the unity and diversity of our people, on the free exchange of ideas and on learning, living, and working harmoniously.

Evaluation:

Your grade in this course will be determined by a number of factors. Grading will be evaluated in the following manner:

Exams (3 @ 100 points each)	300
Ad Analysis	40
Self-Concept Photo Essay	25
Literature Review (paper)	80
Classical Psychology Group Project	60
Core Value Essay	25
Discussion questions (8 @ 9 points each)	72
Total Points	602

Grading Scale:

A	94-100%
A-	90-93%
B+	87-89%
B	84-86%
B-	80-83%
C+	77-79%
C	74-76%
C-	70-73%
D+	67-69%
D	60-66%
F	<60%

To compute your grade at any point during the course, divide the number of points you have received by the number of total points available up to that point.

Threaded Discussions/Assignments:

Students will be required to interact with at least one threaded discussion each week. Discussion posts will be graded within each discussion area using the following rubric. Posts completed after the week has expired will not be accepted for credit. Each discussion is worth 9 points:

1. Initial Answer to question (3)
 2. Second post (3)
 3. Third post (3)
- Total = (9)

The following guidelines will be used to determine grades for each post:

3 points – Post was completed on time (relates to initial post) and provided a well thought out response which added content to the discussion (information from other sources, examples, questions to other students, etc.)

1-2 points – Post was completed late (relates to initial post) or it only minimally added to the content of the discussion

0 points – No post was completed, or an “I agree” response was posted

Note: Students must include in-text citations for paraphrased and directly quoted material within discussion posts.

In summary, three responses will be graded within each discussion; each student **MUST** post (1) an answer to the question and (2) a response to at least two other students in order to earn 9 points for that discussion. Three posts per discussion is only a minimum, more are encouraged! Students are encouraged to ask each other questions within the discussions as well. There may be a few assignments that take the place of some of the discussions throughout the term, but discussions are always preferred. Due dates for the initial answers and responses to others will be strictly enforced. No credit will be given to any responses posted after the next module opens. Initial responses will be due by Thursday, 11:59 PM EST/EDT, and responses to others will be due by Sunday, 11:59 PM EST/EDT.

Self-Concept Photo Essay:

During Module 2, we will explore the self, and you will complete a self-concept photo essay. Using PowerPoint, Word, or another word-processing program, create a document with pictures or words that describe you. Think about what makes you unique and what is the most important to you. Be creative. Your presentations will be uploaded to a discussion forum so that your classmates can look at your presentations and make comments!

Ad Analysis:

In Module 3, we will explore attitudes and persuasion. This assignment requires you to apply the elaboration likelihood model to critique three ads. If possible, you may attach the ad or send a link to the ad. Otherwise, provide a detailed description of the ads. You will also create your own ad. The instructions for this assignment will be found in the module.

Exams:

The course will include three non-cumulative exams featuring fill-in-the-blank, short-answer, and essay questions. Each exam is worth 100 points.

Literature Review (paper):

Please select five articles on a topic within social psychology (e.g., romantic love, discrimination, social cognition, helping behavior, etc.). The paper will include: title page, introduction, summary of each article (including any comparisons between articles), a discussion, and a reference page.

The paper must be written in APA format. Do not provide only a summary of each article, but instead make connections between the findings of the articles. For example, consider how the findings in Article 1 compare to the findings in Article 2. The paper should include a concluding paragraph that describes the key findings and any future directions for this area of research. The paper should be 4-5 pages in length plus the title page and reference page. **Submit the paper to the Assignment box by the end of Module 5, 11:59 PM Sunday EST/EDT.**

Classical Social Psychology Study Group Project:

There have been many social psychology studies that have produced important results to psychology and society. Each group will be assigned one of these classical studies. Students will be assigned to a group early in the semester. For this assignment, you will research the topic thoroughly and create a PowerPoint presentation detailing what you learned. Be sure to go beyond what is in the text and actually search for new research on the topic. You may also include photos or videos, such as YouTube links, in the presentation. This assignment is due

during Module 7. The following is a list of the classic studies that may be used in this assignment.

Classic Studies

Milgram's Obedience Studies

Zimbardo's Prison Study

Asch's Conformity Study

Kitty Genovese and the bystander effect

Sherif's Robber's Cave Experiment

Bandura's Bobo Doll studies

Core Value Essay:

Students will complete a Core Value assignment at the end of Module 7. Students will write a 150-200-word essay responding to the following prompt: How can the Core Value of respect decrease prejudice, discrimination, and/or stereotyping? This assignment is worth 25 points.

Course Schedule:

Module 1 Introduction to social psychology: The person and the situation

Objectives

When you complete this module, you should be able to:

- Describe and apply the four major theoretical perspectives of social psychology.
- Compare and contrast the two general types of research methods used to study behavior.
- Describe the ethical risks and safeguards involved in social psychological research.
- Explain the difference between conscious and automatic goal pursuit as well as the costs and benefits of automaticity.
- Define pluralistic ignorance and provide examples.
- Discuss the six ways in which the person and situation interact.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post an introduction to the class	11:59 PM Thursday EST/EDT
Post initial response to the discussion question	11:59 PM Thursday EST/EDT
Post responses to at least two classmates	11:59 PM Sunday EST/EDT

Module 2 Social Cognition and the Self

Objectives

When you complete this module, you should be able to:

- Describe the four processes of social cognition.
- Define and provide examples of the self-fulfilling prophecy.
- Explain the fundamental attribution error.
- Outline the factors that influence the use of cognitive shortcuts.
- Define self-presentation and discuss reasons why we self-present including a description of the ingratiation strategies people use to get others to like them.
- Explain how and why people self-handicap.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post initial response to the discussion question	11:59 PM Thursday EST/EDT
Post responses to at least two classmates	11:59 PM Sunday EST/EDT
Post Self-Concept Photo Essay	11:59 PM Sunday EST/EDT

Module 3 Attitudes and Persuasion

Objectives

When you complete this module, you should be able to:

- Explain the origins of attitudes such as through classical conditioning, operant conditioning, observational learning, and heredity.
- Apply the Elaboration Likelihood Model.
- Describe factors that influence attitude-behavior consistency.
- Evaluate Festinger’s Cognitive Dissonance Theory.
- Explain how advertisements are influenced by culture.
- Discuss gender differences in persuasion.

Assignments:

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post an initial response to the discussion question	11:59 PM Thursday EST/EDT
Post responses to at least two classmates	11:59 PM Sunday EST/EDT
Submit Ad Analysis Assignment	11:59 PM Sunday EST/EDT
Complete Exam 1	11:59 PM Sunday EST/EDT

Module 4 Social Influence

Objectives:

When you complete this module, you should be able to:

- Compare and contrast the three major categories of social influence.
- Describe Asch’s (1956) classic conformity experiments.
- Explain the findings of Milgram’s (1974) classic obedience experiments.
- Describe compliance techniques such as foot-in-the door, that’s-not-all, door-in-the-face, low ball technique, and labeling.
- Evaluate Cialdini’s six principles of influence.
- Describe how gender influences public conformity.

Assignments:

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post an initial response to the discussion question	11:59 PM Thursday EST/EDT
Post responses to at least two classmates	11:59 PM Sunday EST/EDT

Module 5 Close Relationships

Objectives:

When you complete this module, you should be able to:

- Describe gender differences in self-disclosure.
- Compare and contrast communal and exchange relationships.
- Explain when people typically seek social support.
- Describe Sternberg's three components of love.
- Describe factors related to breakup and explain how communication can save a relationship.
- Define passionate and companionate love and give examples of each.
- Compare and contrast restricted and unrestricted sociosexual orientation.

Assignments:

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post an initial response to the discussion question	11:59 PM Thursday EST/EDT
Post responses to at least two classmates	11:59 PM Sunday EST/EDT
Submit Literature Review (paper)	11:59 PM Sunday EST/EDT

Module 6 Prosocial Behavior and Groups

Objectives:

When you complete this module, you should be able to:

- Describe the four goals of prosocial behavior.
- Explain how similarity and familiarity increase helping.
- Evaluate research on the bystander effect and diffusion of responsibility that was influenced by Kitty Genovese's case.
- Explain conditions under which social facilitation occurs.
- Define social loafing including an explanation of when it is likely and not likely to occur.
- Provide examples of groupthink.
- Describe characteristics of a good leader.

Assignments:

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post an initial response to the discussion question	11:59 PM Thursday EST/EDT
Post responses to at least two classmates	11:59 PM Sunday EST/EDT
Complete Exam 2	11:59 PM Sunday EST/EDT

Module 7 Aggression and Prejudice and Discrimination

Objectives:

When you complete this module, you should be able to:

- Define aggression and describe the different types of aggression.
- Evaluate Bandura’s social learning theory.
- Describe factors related to aggressive behavior including an explanation of gender differences.
- Provide examples of prejudice, discrimination, and stereotyping.
- Summarize the results of Sherif’s Robber’s Cave experiment.
- Explain stereotype threat.

Assignments:

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post an initial response to the discussion question	11:59 PM Thursday EST/EDT
Post responses to at least two classmates	11:59 PM Sunday EST/EDT
Post Classic Study Project files	11:59 PM Thursday EST/EDT
Post Classic Study Project feedback	11:59 PM Sunday EST/EDT
Submit Core Value Essay	11:59 PM Sunday EST/EDT

Module 8 Applications of Social Psychology

Objectives:

When you complete this module, you should be able to:

- Explain how social psychology is related to other disciplines of psychology.
- Describe how social psychology is useful to medicine, business, and law.
- List the five goals that underlie social behavior.
- Describe how social psychological principles apply to your own life.

Assignments:

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post an initial response to the discussion question	11:59 PM Thursday EST/EDT
Post responses to at least two classmates	11:59 PM Sunday EST/EDT
Complete Exam 3	11:59 PM Sunday EST/EDT