

## Psychology 830:321:01

Social Psychology Fall 2013  
Monday & Thursday, 12:00-1:20PM LCB 110

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The goal of social psychology is to understand and explain how our thoughts, feelings, and behaviors are influenced by the actual, imagined, and implied presence of others. At the heart of social psychology is the recognition that our responses are dramatically influenced by social situations; our responses are not simply the products of our individual personalities.

The course will provide students with an overview of research and theory in social psychology, focusing on the ways in which the study of social behavior is scientific. We will cover topics such as attitudes, persuasion, conformity, obedience, social self-concept, perception of others, stereotyping and discrimination, romantic relationships, gender roles, aggression, and helping behavior. The course aims to teach students how to understand, appreciate, and criticize an empirical study in behavioral science, as an intelligent lay person. The course emphasizes an understanding of the important scientific methods, findings, and principles in the field of social psychology, which it then applies to everyday life and to broader social problems.

### Course Format

We will meet twice a week for 80-minute lectures. I will assume that you have completed the reading assigned for each class meeting. The lectures will focus on central themes in the assigned reading but I will often introduce new topics not covered in the readings. Films, class demonstrations, and guest speakers will supplement the lectures. Because you will be responsible for knowing theory and research not covered in the reading material, I strongly recommend attending every lecture. Be sure to get complete notes from a classmate if you miss a class. Abbreviated lecture notes will be made available online after class. Visit [www.sanchezlab.com](http://www.sanchezlab.com) and click on courses to find the lecture notes for this class.

**Reading: The required text for the course is:** Kassin, S., Fein, S., & Markus, H.R. (2011). Social psychology (9th ed.). Belmont, CA: Cengage/Wadsworth. \*The version available in the NJ Books/Rutgers University Bookstore is a loose-leaf cost effective version of the book that only includes the chapters that are necessary for this course. It is also available at <http://www.cengagebrain.com/micro/sanchez>

For students that who prefer an electronic textbook, please go to:  
<http://www.cengagebrain.com/isbn/978-0-495-81240-1?cid=rdl>

Note: You do not need to purchase any reader or supplemental materials that accompany this book.

Two Additional readings (available on course website; [www.sanchezlab.com](http://www.sanchezlab.com)) are also assigned:

- 1) Stereotype Threat and the Intellectual Performance of African Americans (Steele & Aronson, 1995).
- 2) Objectification Theory: Toward understanding women's lived experiences and mental health risks. (Fredrickson & Roberts, 1997)

## Grades & Exams

Your final course grade will be based on the total points earned from 3 of the 4 exams (described below) and any extra credit points you accumulate. I will drop your lowest exam grade and calculate your average score based on the points earned from your 3 highest exam grades. There are 3 exams that cover each of the 3 sections and a cumulative final. Your grade will be calculated as a mean score of the highest scoring three exams plus whatever bonus points you earn over the semester:

<u>Grade</u>	<u>Percent</u>
A	90.0 - 100.0%
B+	87.0 - 89.9%
B	80.0 - 86.9%
C+	77.0 - 79.9%
C	70.0 - 76.9%
D	60.0 - 69.9%
F	0.0 - 59.9%

*Exams.* Exams will use a multiple choice format. The first 3 exams are to be taken during regularly scheduled class times, as indicated in the schedule (roughly 50 to 60 items). Approximately half of the exam will be based lectures and films; the other half will be based on the text and other readings. The final exam will be cumulative (approximately 75 questions). Please bring a #2 pencil to exams.

*Make-up Exams.* If you must miss an exam for a legitimate reason (e.g., religious holiday), contact me at least one week before the scheduled exam. You will have to take the make-up exam at one of the make-up sessions scheduled by the Psychology Department. If you miss an exam without contacting me ahead of time, you will only be allowed to take the make-up exam with proper documentation (e.g., note from doctor). REGIS reporting is not sufficient to warrant a make-up exam. You must provide documentation to receive an opportunity to take the make-up exams. Please note that MAKE-UP EXAMS WILL CONSIST ENTIRELY OF ESSAY QUESTIONS. The average score on my essay exams (as of 2010) is 58.

*Cancellation of Exams.* If an exam must be cancelled due to an emergency, a department representative will be there to announce the cancellation. Other indications that an exam has been cancelled (e.g., a note on the board or door) do not count. Don't be fooled.

*Extra Credit Writing Assignments.* I will offer four in-class extra credit writing exercises. These will not be announced in advance and they cannot be turned in late. Because missing an in-class writing exercise **cannot** lower your grade, and because they are part of the in-class activity for that day, extra credit assignments cannot be made up or turned in late, regardless of the reason for your absence. Each assignment will be worth one half a percentage point toward your course grade. Thus, they will provide the opportunity to earn a total of 2 points toward your total course grade (e.g., If your course average is 88% and you competently complete all 4 in-class writing exercises, your overall course grade will be raised to 90%).

*Attendance Policy.* I strongly encourage you to attend all classes. It will be very difficult to earn a

good grade in this course if you do not attend the lectures. As noted above (Course format), in the lectures I will elaborate on concepts from the readings, introduce new material, conduct demonstrations, and show videos. The exams will be based on all of this material, so regular attendance at the lectures will help you earn a higher grade in the course. If you miss a class, it is your responsibility to find out about any information presented that day. **As noted above, extra credit in-class writing exercises cannot be made up.** So you lose no points by not attending, but you may miss the opportunity for some bonus points. I strongly encourage attending guest speakers because they will be providing questions for the exam. You may report your absences via REGIS but do not expect responses from the instructors.

*Studying.* It will take most students several hours to read each chapter carefully. You will need to be able to define terms/concepts, distinguish them from other similar terms/concepts, fully understand the scientific method of studying social psychological questions, and apply your knowledge to new examples described in exam questions.

*Etiquette.* Please do not talk during lectures and films. Turn off your cell phone before class begins. I expect people to be punctual and to not leave early. If you must leave early, please do so quietly. Thanks. Please try not to fall asleep. Have some caffeine, seriously.

*Academic Honesty and Student Behavior.* Students are expected to follow the University Policy on Academic Integrity (e.g. cheating, plagiarism). Cheating will not be tolerated. Taking pictures of the exams is an act of cheating in my class. You will receive an automatic zero on exams for cheating and other disciplinary action for a violation of academic integrity will follow University policy.

*Students with Disabilities.* Students with documented disabilities who need special arrangements in this course should speak to me as soon as possible.

SCHEDULE FOR THE COURSE  
(Subject to Change by Professor)

DATE	LECTURE TOPICS	READINGS
<i>SECTION 1</i>	<i>Social Perception</i>	<i>Chapters 1, 2, 3, 4, and 5</i>
Thurs, Sept. 5 <sup>th</sup>	<b>NO CLASS DUE TO RELIGIOUS HOLIDAY</b>	<b>NO CLASS</b>
Mon, Sept. 9 <sup>th</sup>	Review Syllabus; Introduction to the Field of Social Psychology/Research Methods, Part 1	Chapter 1 & 2
Thurs, Sept. 12 <sup>th</sup>	Research Methods, Part 2; Self Part 1	Chapter 3
Mon, Sept. 16 <sup>th</sup>	Self Part 2	
Thurs, Sept. 19 <sup>th</sup>	Perceiving Other Individuals 1	Chapter 4
Mon, Sept. 23 <sup>rd</sup>	Perceiving Other Individuals 2	
Thurs, Sept. 26 <sup>th</sup>	Stereotyping, Prejudice & Discrimination	Chapter 5
Mon, Sept. 30 <sup>th</sup>	How Prejudice Affects its Targets & Exam Review	Steele & Aronson (1995)
Thurs, Oct. 3 <sup>rd</sup>	<b>EXAM 1</b>	<b>EXAM</b>
<i>SECTION 2</i>	<i>Social Influence</i>	<i>Chapters 6, 7, 8</i>
Mon, Oct. 7 <sup>th</sup>	Attitudes & Behavior	Chapter 6
Thurs, Oct. 10 <sup>th</sup>	Persuasion	
Mon, Oct. 14 <sup>th</sup>	Conformity & Compliance	Chapter 7
Thurs, Oct 17 <sup>th</sup>	Obedience	

Mon, Oct. 21 <sup>st</sup>	Group Processes I	Chapter 8
Thurs, Oct. 24 <sup>th</sup>	Group Processes II	
Mon, Oct. 28 <sup>th</sup>	Exam Review	Review
Thurs, Oct. 31 <sup>st</sup>	<b>ONLINE EXAM 2</b>	<b>EXAM</b>
<i>SECTION 3</i>	<i>Social Relations</i>	<i>Chapters 9-12 &amp; 14</i>
Mon, Nov. 4 <sup>th</sup>	Gender & Body I	Fredrickson & Roberts (1997)
Thurs, Nov. 7 <sup>th</sup>	Gender & Body II	
Mon, Nov. 11 <sup>th</sup>	Close Relationships	Chapter 9
Thurs, Nov. 14 <sup>th</sup>	Helping	Chapter 10
Mon, Nov. 18 <sup>th</sup>	Helping/Aggression	Chapter 11
Thurs, Nov. 21 <sup>st</sup>	Aggression	Chapter 11
Mon, Nov. 25 <sup>th</sup>	Social Psychology and Law	Chapter 12
<b>Tues, Nov. 26<sup>th</sup></b>	<b>NO CLASS ON DESIGNATED CHANGE OF DAYS</b>	<b>NO CLASS</b>
Mon, Dec. 2 <sup>nd</sup>	Health and Well-Being	Chapter 14
Thurs, Dec. 5 <sup>th</sup>	Social Psychology and Real World Problems & Exam Review	Review
Mon, Dec. 9 <sup>th</sup>	<b>EXAM 3</b>	<b>EXAM</b>
Tues, Dec. 17 <sup>th</sup>	<b>CUMULATIVE EXAM</b>	<b>12:00-2PM</b>