COURSE SYLLABUS

Course: PSYC 5323
Course Title: Advanced Social Psychology
Catalog Description: A survey of social psychological theory and research. Topics include attitudes, cognition, interpersonal relationships, social influence, prejudice, and group behavior.
Day, Time, Room: Wednesday, 7 - 9:30 p.m., BH 113 [Fall 2008]
Instructor: Mark Hartlaub
Office: BH 318
Office Hours: MW 11:00 a.m.-12:30 p.m., F 11:00 a.m. – 12:00 p.m.
Phone: 825-5994
Email: Mark.Hartlaub@tamucc.edu

For every complex problem
There is a simple solution
And it's wrong

TEXT: Psychology is Social (4/e) by Krupat
Various readings as assigned (on reserve in the library)

CLASS OBJECTIVES
➢ To become familiar with the theories and concepts in social psychology
➢ To be able to describe the most influential studies done in social psychology
➢ To be able to critique original research
➢ To be able to apply social psychological theories and principles to novel situations
➢ To better understand people

STUDENT RESPONSIBILITIES: Students are responsible for all material which is assigned from the text and all material covered in class, including videotape presentations. Careful notetaking during the lectures will greatly aid the student. Students who miss class are expected to borrow the class notes from another student. The most successful students will have read the assigned pages before the topic is discussed in class. Videotapes/films will be presented in class only once; they cannot be viewed on an individual basis (depending on the source). It is entirely the student's responsibility to contact the instructor if for any reason an exam or assignment is missed.

EVALUATION: Students will be graded on 1) three exams consisting of multiple choice, short answer, and essay questions, 2) a research proposal, and 3) a class presentation.

EXAMS: Exams which are missed must be made up promptly. Late papers will be accepted with a deduction of points for lateness. Because the grading system is based on points, some points are always better than no points. Therefore it is always to your advantage to turn in late work.
ATTENDANCE: Attendance is expected.

POINTS:

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<tbody>
<tr>
<td>Exam #1</td>
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<td>Exam #2</td>
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<td>Exam #3</td>
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<tr>
<td>Project</td>
<td>80</td>
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<td>Presentation</td>
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<td>400 points</td>
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GRADING SCALE:

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<tr>
<th>Score Range</th>
<th>Grade</th>
<th>Percentage</th>
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<td>360 - 400</td>
<td>A</td>
<td>(90%)</td>
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<tr>
<td>320 - 359</td>
<td>B</td>
<td>(80%)</td>
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<td>280 - 319</td>
<td>C</td>
<td>(70%)</td>
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<td>240 - 279</td>
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<td>(60%)</td>
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<td>below 240</td>
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<td>Failing</td>
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EXAM SCHEDULE:

Unit 1 EXAM will occur on W, 10/1
Unit 2 EXAM will occur on W, 11/5
Unit 3 EXAM will occur on W, 12/17

Note: Final Exam (i.e., Unit 3 exam) will occur on Wednesday, 12/17 from 7:15-9:45 p.m.

COURSE CALENDAR

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<tr>
<th>DATE</th>
<th>TOPIC</th>
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<tbody>
<tr>
<td>8/27</td>
<td>Intro, Methods</td>
<td>9/3</td>
<td>Soc Cognition</td>
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<td>9/10</td>
<td>The Self</td>
<td>9/17</td>
<td>Soc Influence</td>
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<td>9/24</td>
<td>Attitudes</td>
<td>10/1</td>
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<td>10/8</td>
<td>Groups</td>
<td>10/15</td>
<td>Attraction</td>
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<td>10/22</td>
<td>Relationships</td>
<td>10/29</td>
<td>Helping</td>
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<td>11/5</td>
<td>EXAM #2</td>
<td>11/12</td>
<td>Aggression</td>
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<td>11/19</td>
<td>Prejudice</td>
<td>11/26</td>
<td>Religion</td>
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<td>12/3</td>
<td>Applied Psych</td>
<td>12/17</td>
<td>EXAM #3</td>
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Reading List
(subject to change)

Reading List - UNIT 1

Intro/Methods:  
*Doing Social Psychology* by Myers  
*Deception in Psychological Research* by Cetola  
*Human Beings Are Not Very Easy To Change After All* by Etzioni

Social Cognition  
A Conversation with Susan Fiske (K)  
*Cognition in Social Psychology* by Fiske & Taylor (K)  
*Attributions in the Sports Pages* by Lau & Russell (K)

The Self  
A Conversation with Jennifer Crocker (K)  
*Can We All Be Better Than Average?* by Myers & Ridl (K)  
*Culture and the Self: Implications for Cognition, Emotion, and Motivation* by Markus & Kitayama (K)  
*The Many Me’s of the Self-Monitor* by Snyder

Social Influence  
A Conversation with Robert Cialdini (K)  
*Social Proof: Monkey Me, Monkey Do* by Cialdini (K)  
*The Third Wave* by Jones

Attitudes  
A Conversation with Richard Petty (K)  
*Two Routes to Persuasion* by Myers  
*Indoctrination & Inoculation* by Myers  
*Cognitive Consequences of Forced Compliance* by Festinger & Carlsmith (K)  
*The Fear Appeal* by Pratkanis & Aronson (K)

Reading List - UNIT 2

Groups  
A Conversation with Richard Moreland (K)  
*Groupthink* by Janis  
*Group Decision Fiascoes Continue* by Moorhead, Ference, & Neck (K)  
*The Tragedy of the Commons* by Hardin

Relationships  
A Conversation with Caryl Rusbult (K)  
*The Ingredients of Love* by Sternberg (K)  
*The Biology of Beauty* by Cowley  
*Sex Differences in Jealousy in Evolutionary and Cultural Perspective: Tests from the Netherlands, Germany, and the United States* by Buunk, Angleitner, Oubaid, & Buss
Helping

A Conversation with Daniel Batson (K)
Social Determinants of Bystander Intervention in Emergencies by Latane & Darley (K)
Effects of a Prosocial Televised Example on Children’s Helping by Sprafkin, Liebert, & Poulos

Reading List - UNIT 3

Aggression

A Conversation with Edward Donnerstein (K)
Violence and U.S. Regional Culture by Nisbett (K)
Temper and Temperature on the Diamond: The Heat-Aggression Relationship in Major League Baseball by Reifman, Larrick, & Fein (K)
Anatomy of a Violent Relationship by Jacobson & Gottman

Prejudice

A Conversation with Claude Steele (K)
Race and the Schooling of Black Americans by Steele (K)
Busting the Myth of the Meritocracy by Rivlin (2000)
*Take the IAT at http://www.yale.edu/implicit/
  Click on □ Measure your Implicit Attitudes □
  Click on □ I wish to proceed □
  Click on □ Take the RACE IAT □ (takes about 10-15 minutes)
  Read and interpret your results

Religion

Mother, Father, and Self: Sources of Young Adults’ God Concepts by Dickie, Ajega, Kobylak, & Nixon (2006)

Applied

A Conversation with Andrew Baum (K)
Reconstruction of Automobile Destruction: An Example of the Interaction Between Language and Memory by Loftus & Palmer (K)
The American Jury on Trial: Inside the Jury Room by Kassin & Wrightsman (K)