

The University of Findlay
College of Liberal Arts
Spring Semester 2005

*The Mission of the University is to equip our students
for meaningful lives and productive careers.*

Course Number/Title: PSYC 302.01 – Social Psychology

Credit Hours: 3

Class Time/Place: TH 12:30 pm to 1:45 pm / Martin Lecture Hall

Prerequisites: "C" or better in ENGL 106, PSYC 100, and junior standing or consent of the instructor

Instructor: John R. Leach, PhD., Assistant Professor of Psychology
304 College Street, Room # 1 (Psychology House)
(419) 434-6917 leach@findlay.edu

Office Hours: Mon. 9:00 am to 10:00 am
Tues. 9:00 am to 11:00 am
Wed. 9:00 am to 10:00 am
Thurs. 9:00 am to 11:00 am
Fri. 9:00 am to 10:00 am
Or by appointment

Course Description This course is a study of human behavior in social settings. Interpersonal relations are considered in the light of principles of attitude formation, prejudice, group dynamics, leadership, etc. Research methodology unique to the field is also covered.

Relationship to the Conceptual Framework Behavior has been defined as the combination of situation and disposition. This course focuses on the situational (social) side of the equation. Social influence is at the heart of social psychology. Other people can influence our behavior or our thoughts and our feelings through direct attempts at persuasion or more indirectly through their presence and the transmission of cultural values.

Course Objectives

1. Student should show familiarity with the major concepts, theoretical perspectives, empirical findings, and historical trends in the field of Social Psychology.
2. Students should understand basic research methods of Social Psychology, including research design, data analysis, and interpretation.
3. Students should respect and use critical thinking, skeptical inquiry, and when possible, the scientific approach to solve problems related to behavioral and mental processes.
4. Students should understand and apply psychological principles to personal, social, and organizational issues.
5. Students should be able to weigh evidence, tolerate ambiguity, act ethically, and reflect other values that are the underpinnings of Social Psychology as a discipline.
6. Students should understand themselves and others in a cultural context and develop interpersonal skills for diverse settings over the lifespan.
7. Students should emerge from the course with realistic ideals about how to implement their psychological knowledge, skills, and values in occupational pursuits in a variety of settings.

General Education Learning Outcomes Addressed

Goal 1. Students will take courses which expose them to a range of basic religious beliefs and diverse ethical perspectives and which encourage them to develop their own perspectives on global issues.	X
Goal 2. Students will become familiar with the historical, scientific, literary, and/or philosophical content of a range of disciplines.	X
Goal 3. Students will acquire and practice skills for reading, writing, speaking, listening, abstract inquiry, critical thinking, logical reasoning, and using computers and related technology.	X
Goal 4. Students will develop an appreciation for and means of analyzing art, literature, music, communication, science, and/or theatre.	X
Goal 5. Throughout their general education experience, students will analyze and reflect upon the challenges facing our global society as well as the importance of being a life-long learner and responsible citizen.	X

Required Textbooks and other materials

Myers, David G., (2004). Exploring Social Psychology, 3rd Ed. McGraw Hill: Boston

Knowledge Base

Various readings selected by the instructor

Instructional Strategies

Case Analysis	X	Library and Internet Research	
Debate	X	Practice/drill	
Discovery/Independent Research		Problem solving	X
Discussion/Questioning/Interviewing	X	Reading assignments	X
Experiential Learning	X	Role playing/simulation games	X
Field Experience		Service Learning	
Group Presentation		Video/Audio Review and Critique	
Laboratory Experiences		Other	
Lecture	X		

Methods of Assessment

Abstracts		Participation	X
Attendance	X	Peer Evaluation	
Capstone Project		Portfolio	X
Case Study	X	Portfolio Lab Performance	
Exams	X	Presentations	
Group Projects		Professional Evaluation	
Homework Assignments		Quizzes	
Internet Research		Research project	
Journaling		Other	
Lab Performance			
Oral/written review of literature	X		

Grading	Exams: 3 @ 100 points each:	300
	Reaction Papers: 5 @ 20 points each:	100
	Portfolio:	50
	Attendance Points:	<u>50</u>
	Total:	500

Grading Scale/Distribution	A	500 to 450 points
	B	449 to 400 points
	C	399 to 350 points
	D	349 to 300 points
	F	299 points or below

Honor Code *I will not knowingly engage in any dishonorable behavior, cheat, steal, lie or commit any act of plagiarism during my academic work, course, or endeavor. If I observe an act which I believe violates the University's Honor Code, I may, in my discretion, report it to the appropriate personnel.*

Course Policies and Practices

The course will generally follow the text, but lectures will NOT be a word for word retelling of the readings. Class lectures will supplement the text. **I expect you to read the relevant text prior to class** and integrate lectures, demonstrations, activities, and discussions with the text. There are online activities available through the textbook web page to help integrate the material with everyday situations and events.

During each class session, I will focus on one or two important topics from the chapter. I have found that more detailed lectures on fewer topics facilitates student learning. However, you are still responsible for **all** the material in each chapter (not just what is presented in class). The lectures and demonstrations are designed to help you understand important and sometimes difficult concepts, but not do the work for you.

Exams:

Exams will consist of multiple-choice questions. Each exam will be worth 100 points, and will cover material from the current section.

Attendance:

Attendance is expected, and it does count towards your final point total. Attendance will be taken every day. Lecture material is designed to enhance the information found in the text. The subject matter can be confusing at times, and the student who misses many classes will probably do poorly on the exams. Research has shown a strong positive correlation between attendance and test scores, typically .70 or higher. In other words, you are advised to attend and actively participate in each class session. However, there are times when a student has a legitimate reason for missing a class. Thus, you may miss up to two class periods without penalty. After that you will lose five attendance points for each class you miss. If you must miss a class, get notes from a fellow student or see me about the material you missed.

Reaction Papers:

You will read and react to five original research articles throughout the course. See instructions below for a guideline to writing a reaction paper.

Portfolio:

Over the course of this class you will create a portfolio of cartoons and/or advertisements that illustrate psychological concepts that are particularly applicable to social psychology. See below for portfolio instructions.

Final Exam Date Final Exam date: Wednesday, April. 27th, 10:00 am to 11:50 am

Special Services If you are a student with a disability, it is your responsibility to register with the Office of Disability Service and notify your instructor one week prior to any needed service so that reasonable accommodations can be made for you.

Course and Instructor Evaluation A standard, student evaluation survey to be distributed on the last day of class, or the course will be peer evaluated by a faculty member.

Tentative Course Outline (Course outline is subject to change throughout the semester)

1/6/04	Introduction and Syllabus	Reaction Paper due dates:
1/11/04	Module 1 & 2 – Doing Social Psychology / Did You Know It All Along?	
1/13/04	Module 3 – Self-Concept: Who Am I?	
1/12/04	Module 4 – Self-Serving Bias	
1/18/04	Module 5 - The Power of Positive Thinking	RP 1
1/20/04	Module 6 – The Fundamental Attribution Error	
1/25/04	Module 7 – The Powers and Perils of Intuition	
1/27/04	Module 8 - Reasons for Unreason	
2/1/04	Module 9 – Behavior and Belief	RP2
2/3/04	Module 10 & 11 – Clinical Intuition / Clinical Therapy: The Powers of Social Cognition	
2/8/04	Exam 1: Chapters 1 - 11	
2/10/04	Module 12 & 13 – Human Nature and Cultural Diversity / Gender, Genes, and Culture	
2/11/04	Module 14 – How Nice People Get Corrupted	
2/15/04	Module 15 – Two Routes to Persuasion	
2/17/04	Module 16 – Indoctrination and Inoculation	RP3
2/22/04	Module 17 & 18 – The Mere Presence of Others / Many Hands Make Diminished Responsibility	
2/24/04	Module 19 – Doing Together What We Would Never Do Alone	
2/28/04	Module 20 – How Groups Intensify Decisions	
3/1/04	Module 21 – Power to the Person	
3/3/04	Exam 2: Chapters 12 - 21	
3/8/04	Spring Break – No Classes	
3/10/04	Spring Break – No Classes	
3/15/04	Module 22 – The Dislike of Diversity	RP4
3/17/04	Module 23 – The Roots of Prejudice	
3/22/04	Module 24 – The Nature and Nurture of Aggression	
3/24/04	Easter Break – No Classes	

3/29/04	Module 25 – Does the Media Influence Social Behavior?	
3/31/04	Module 26 – Who Likes Whom?	
4/5/04	Module 27 – The Ups and Downs of Love	
4/7/04	Module 28 – Causes of Conflict	RP5
4/12/04	Module 29 – Blessed are the Peacemakers	
4/14/04	Module 30 – When Do People Help?	
4/19/04	Module 31 – The Social Psychology of Sustainability	
4/21/04	Class Evaluation / Portfolios Due	
4/27/04	Final - Exam 3 – Modules 22 – 31 (10:00 am)	

Social Psychology Portfolio

Over the course of this class you will create a portfolio of cartoons and/or advertisements that illustrate psychological concepts that are particularly applicable to social psychology. This project is intended to encourage you to apply what you learn to contexts outside of the classroom. You will collect cartoons and/or advertisements from newspapers and magazines and write explanations for each using concepts and theories from this course. You will need to collect and identify 10 examples. I expect at least three items for each major section in the book. The grade for this project will be based on how well you explain the relevance of each cartoon and/or advertisement using concepts from the book. Your explanations should be about one paragraph in length. (See the next page for an example)

There are two ways in which you can deliver your completed portfolio, 1) electronic submission (this will involve scanning your clippings and inserting them into a WORD document along with your explanations), and 2) hard copy submission (this involves cutting out the cartoons and gluing them onto a sheet of paper along with a typed explanation). No matter which way you submit it, it is your responsibility to make sure it gets to me before the due date.

The due date is: 4/21/04

Any portfolio received after 5:00 pm on April 21st will be considered late and I will deduct 10% from your portfolio grade for each day it is late.

Advertisement

A floor lamp that spreads sunshine all over a room



Introducing the new

Balanced Spectrum® floor lamp

The Balanced Spectrum® floor lamp brings many of the benefits of natural daylight indoors for glare-free lighting that's perfect for a variety of indoor activities.

The Balanced Spectrum® floor lamp will change the way you see and feel about your living or work spaces. Here's how:

- You will see with more clarity and enjoyment as this lamp provides sharp visibility for close tasks and reduces eyestrain.
- Studies show that sunshine can lift your mood and your energy levels, but as we all know the sun, unfortunately, does not always shine. So to bring the benefits of natural daylight indoors, we created the Balanced Spectrum® floor lamp that simulates the full spectrum of daylight.
- Its 27-watt compact fluorescent bulb is the equivalent to a 150-watt ordinary light bulb. This makes it perfect for activities such as reading, writing, sewing, needlepoint, and especially for aging eyes. This lamp has a flexible gooseneck design for maximum efficiency and a dual position control switch for 27 and 18 watts of power, with an "Instant On" switch that is flicker-free. The high-tech electronics, user-friendly design, and bulbs that lasts five times longer than an ordinary bulb make this product a must-have.

The Balanced Spectrum® floor lamp comes with a 1-year manufacturer's limited warranty and firstSTREET's exclusive home trial. Try this product for 90 days and return it for the product purchase price if not satisfied.

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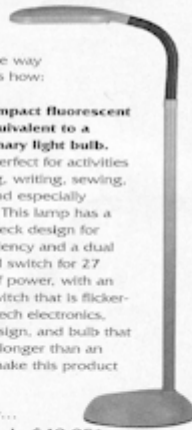
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This advertisement is an example of **Central-route Persuasion** (persuasion that occurs when interested people focus on the arguments and respond with favorable thoughts). The ad gives lots of facts about the product like: watts, warranty, price, and the benefits of this type of light. Company contact information is provided with an 800 number, address and URL. The ad doesn't try to associate the product with any other concept. One would find associations with other concepts in Peripheral-route Persuasion advertisements.

Student ID Number
Reaction Paper #
PSYC 302
Date Due

Instructions and Rubric for Reaction Papers (Title of Article goes here)

Reference

The author(s) name and the source of the article should be put here. Use APA style. The article reference is usually printed on the 1st page of the article, in the lower right-hand corner. (Reference should be single-spaced)

Summary

A summary of the article comes next. This should include brief descriptions of what the study was about and why it was conducted, what method or methods were used, the results, and a summary of the author's discussion. (Double-spaced)

Reaction

This section should include your reaction to the article. What did you think about the article? Did it stimulate ideas for other research? Were there any problems with the study? Were there any ethical issues that the authors did not address? If you were interested in studying this topic, how would you set up an experiment? (Double spaced also)

General Instructions:

Use the above format as a guide. Your paper should be limited to 2 pages, with 1 inch margins, and use 12 pt. Times New Roman font or something similar (this page is printed in 12 pt. Times New Roman). Bold the title and headings. Grades will be based on the clarity of your summary and your demonstration of critical thinking in the reaction section. If you have any problems or are confused about the requirements please see me.

Any paper turned in late will receive a 10% reduction in grade for each day late.