

DEPARTMENT OF HUMANITIES AND SOCIAL SCIENCES

FALL, 1992.

COURSE: Sociology 2410 3(3-0) UT(3)  
Social Psychology

SO 2410 A2 M-W-F 11:00-12:50 (J 203)  
So 2410 N2 Monday, 2:00 - 3:50 (J 131)  
Tuesday, 3:00 - 4:50 (J 131)

PREREQUISITE: Sociology 1000 (or equivalent)

INSTRUCTOR: V. J. Salvo  
Office: C 402  
Phone: 539-2993 (532-0709)  
Office Hours: Tuesday & Thursday 10:30-12:00  
or by Appointment

NATURE AND PURPOSE OF THE COURSE:

Sociology 341 is an introduction to the complex and exciting field of Social psychology with a survey of major concepts, theories, and research findings. The course explores the interaction of "objective" and "subjective" in the creation of "reality" for individuals and society. Interactive effects of anthropological, biological, historical, psychological, and sociological variables are examined to better understand (and predict) human behavior. This analysis is then used to explore the stability and change of personalities, attitudes and beliefs, and social structures and institutions. This course also opens up several areas of applied use of social psychology. Finally, the optional research paper provides each student the opportunity to focus reading and research study on specific areas of individual interest.

OBJECTIVES OF THE COURSE:

Students will demonstrate an understanding of the major concepts, terminology, theoretical perspectives, and research findings in social psychology. The essay and discussion questions included in this course outline further define the learning objectives of the course. Finally, it is expected that you will be able to relate materials from this course to your professional or academic interest area.

EVALUATION METHODS:

There will be three examinations, five research or experiential activity assignments, a class seminar presentation, and an optional research paper in this class. Each is described below:

**Examinations:** The examinations will be a combination of "objective", short answer, and essay questions. The final examination will cover materials from the entire course.

**Research/Experiential Activities:** Each activity will be assigned in class, and will normally be due at the beginning of class, one week after the date the assignment was given. No late work will be accepted without special approval. There will be five (5) such activities.

**Class Presentation:** Subject to the size of the class, each person (or group) will be responsible for of one or more 15 minute presentations of a study question contain in your course outline.

**Research Paper:** A research paper (term paper) is optional in this course. If you think you want to write a term paper, I will make every effort to assist you toward a successful and rewarding experience. I have a handout with suggestions for the structure and style of the paper and examples of several different papers written in past years. If you think you want to write a paper, make an appointment and we'll talk it over. *If you want to write a paper, you must let me know before the first examination so we can adjust the weight in the examinations. You may assign up to 35% of your mark to the research paper if we agree.*

GRADING SYSTEM:

<u>GRADE</u>	<u>INTERPRETATION</u>	<u>PERCENTAGE EQUIVALENT</u>
9		90+
8	Excellent	80-89
7		72-79
6	Good	65-71
5		57-64
4	Pass	50-56
3	Fail	45-49
2		26-44
1		0-25

MARKS:

Examinations		85%
First Exam	20%	
Second Exam	30%	
Final Exam	35%	
Activities		10%
Presentations		5%

(Your evaluation will be dependent upon content of the presentation, demonstrated understanding of the material, and ability to relate the study to relevant theoretical and methodological issues, not the style of your presentation.)

LEARNING RESOURCES:

Adcock, J. E., D. W. Carment, and S. W. Sadava. A TEXTBOOK OF SOCIAL PSYCHOLOGY, 2nd Edition. Prentice Hall, Canada, 1991.

\*\*Aronson, Elliot and . AGE OF PROAGANDA: THE EVERYDAY USE AND ABUSE OF PERSUASION. Freeman, 1992.

\*\*Cialdini, Robert B. INFLUENCE: SCIENCE AND PRACTICE, 2nd Edition. Harper Collins, 1988.

\*\* These resources are available in the bookstore. I expect you to read at least one of these books.

## COURSE SCHEDULE

02-11 Sept	INTRODUCTION/METHODOLOGY AND DEFINITION OF THE FIELD
Read:	Introduction and Chapter 1, pp 1-67.
14-18 Sept	PERCEPTIONS, ATTRIBUTIONS, AND COGNITION
Read:	Chapter 2, pp 69 -118.
21-25 Sept	ATTITUDES AND VALUES
Read:	Chapter 3, 119-148.
28 Sept	ATTITUDE CHANGE
-5 Oct Read:	Chapter 4, pp 149 - 193.
06-07 OCTOBER	FIRST EXAMINATION
08-16 Oct	SOCIAL INFLUENCE PROCESSES
Read:	Chapters 5 & 7, pp 193-238; 287-331.
20-30 Oct	PREJUDICE, DISCRIMINATION, SEXISM
Read:	Chapter 6, pp 239-286.
02-06 Nov	ALTRUISM: HELPING (PROSOCIAL) BEHAVIOR
Read:	Chapter 9, pp 391-432.
09-23 Nov	AGGRESSION, VIOLENCE, AND CONFLICT
Read:	Chapters 8,12 & 13, pp 331-390; 521-566; 567-612.
24/25 NOVEMBER	SECOND EXAMINATION
26 Nov	SOCIAL PSYCHOLOGY OF JUSTICE AND LAW
-01 Dec Read:	Chapter 14, pp. 613-646.
02-08 Dec	SOCIAL PSYCHOLOGY OF HEALTH AND ILLNESS
Read:	Chapter 16, pp 675-712.

\*\*\* Final Exam Scheduled by Registrar's Office (12-20 Dec.). \*\*\*

N.B.

1. Keep this outline. It will be your course reference throughout the term.
2. You are responsible for changes (additions and/or deletions) to this outline made in class.
3. Exercises to be completed and due dates will be decided in class. *Exercises will not be accepted after their due date.*
4. It is your responsibility to attend class. Should you be unable to attend class, it is your responsibility to find out what was missed.