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**PSY 340: Social Psychology, Spring 2011**

**Tuesday/Thursdays from 8:00-9:15, Room EBA 343**

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**"Start with a phenomenon" Roger Brown**

**CONTACT INFORMATION:**

**Instructor:** David Marx

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**Telephone:** 619-594-8708

**Office:** SSE 2307E (in Student Services East)

**Office Hours:** by appointment

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**Office:** SSE 2307H (in Student Services East)

**Office Hours:** Emily, Mondays 10-11, or by appointment

Stephanie, Wednesdays 10-11, or by appointment

**COURSE OBJECTIVES AND GOALS:**

Broadly speaking the goal of this course is to introduce you to social psychology and to the methods social psychologists use to examine everyday human behavior. Upon completion of this course you should have a basic understanding of:

1. How social psychologists answer questions about social behavior.
2. How we process information about other people.
3. The social nature of the self-concept and self-presentational behaviors.
4. The associations between attitudes and behavior.
5. Variables that influence message processing and persuasion.
6. How others elicit conformity and obedience.
7. When and why we are likely to help others.
8. Situational determinants of aggressive behavior.
9. The origin and effects of stereotypes and prejudice (and how these can be reduced).
10. Variables that influence intergroup conflict.
11. How groups influence the judgments made by individuals in social situations.
12. The distinctions between automatic and controlled processes.

**COURSE MATERIALS:**

The textbook (Myers, 2010. *Social Psychology*, 10<sup>th</sup> edition) is required for this course. It can be purchased at the SDSU Bookstore (Aztec Shops) or other local bookstores (e.g., KB Books). The CD-ROM and Study Guide are optional. From time to time I will be talking about research that is not covered, or not well covered, in the book. Do not panic, if you attend lecture then you will receive all the information that you need to answer any questions that may appear on the exams. If you are interested in getting a copy of the articles, then please let me know. Again, reading the articles is not necessary for the exam.

**COPIES OF LECTURE SLIDES AND LECTURE FORMAT:**

Copies of the PowerPoint slides will be available on the Blackboard site under Course Documents (**NOTE:** These slides are a basic framework for that day's lecture and will not serve as a substitute for the lecture itself). The only way to ensure that you receive all the information is to attend the lecture and fill in the gaps in the slides. In so doing, I hope to encourage you to listen and get involved in the lecture rather than passively following along. Consequently, you should be able to think at a deeper level about the material discussed in class. In addition to the lecture slides there will be a number of in-class demonstrations and videos that will highlight particular topics.

**CLASSROOM ATMOSPHERE:**

I encourage you to actively participate in class and I will do my best to create a classroom atmosphere conducive to active participation. As a consequence, you should feel comfortable asking questions and contributing to class discussions. I expect everyone to show respect for each other and to refrain from actions that might disturb other students in the class.

**SPECIAL ACCOMODATIONS:**

Students who need special accommodations should speak to me directly. Please **DO NOT** wait until the first exam (February 15) to make these arrangements. If you have a disability, but have not contacted Student Disability Services (619-594-6473, Calpulli Center, Suite 3101), then please do so before speaking to me.

**ATTENDANCE FOR EXAMS AND LECTURES:**

Out of respect for your fellow classmates and me, please do your best to be on time for the lectures and exams. If you are late, then enter as quietly as possible without speaking to your neighbors about the things you have missed so far. These types of discussion should occur outside of class. Finally, you are not required to attend all classes, but if you do miss a lecture make sure to get the notes from a classmate because the exams will include material that was only discussed in lecture.

**QUICK VIEW OF THE EXAM SCHEDULE:**

Midterm 1	February 15	Chapters 1, 2, 3
Midterm 2	March 10	Chapters 4, 6, 7, 8
Midterm 3	April 14	Chapters 10, 11, 12, 15
Midterm 4	May 5	Chapters 5, 9, 13
Optional Final Exam	May 10	Comprehensive (begins at 8:00 in EBA-343)

**EXAM INFORMATION:**

The four midterms will include material from the assigned textbook chapters and associated lectures, including any demonstrations or videos. Basically anything is fair game as long as it was covered in the book or during lecture. Bring a scantron with the label ParSCORE (it is a half-page red sheet—not the “skinny” sheet) and a No. 2 pencil to each exam. Other answer sheets **CANNOT** be used. All the midterms and final exam will be multiple-choice, and will contain 40 questions. Your final grade is based on the total points from your four highest exam grades, so it is in your best interest to take all four midterms and the final exam so that you can drop your lowest grade. If you miss any of the midterms or final exam (however, you should **NOT** miss more than one exam), then your grade is based on the total points from the four exams that you did take. There are **NO** make-up exams for this course!

**NOTE:** If you are taking part in an official University activity that requires you to be away from campus on a given exam date then you can make arrangements with me to take the exam on the same date as the rest of the class. Please see me PRIOR to the first exam (February 15) if you need to make such arrangements for any of the exams. If you DO NOT make such arrangements BEFORE the first exam then I will assume that you do not need any special arrangements.

### **FINAL EXAM:**

The final exam is comprehensive. That means anything that was covered during the semester is fair game for the final exam. A word to the wise: If you keep up with your reading and attend lecture on a regular basis, then the final exam should be fairly straightforward. As is true for all exams the best strategy is to stay up to date on the readings and your lecture notes.

### **GRADING PROCEDURES:**

Letter grades will be assigned on the total points from your **four** BEST exam grades. There is a total of 160 points possible for this course. To calculate your grade for the course all you will need to do is add up the points from your four best exam grades (plus any extra credit you might earn) and then find the letter grade that corresponds to your total points for the course.

#### **160 Total Points for Course**

144 - 160 =	A
138 - 143 =	A-
133 - 137 =	B+
126 - 132 =	B
120 - 125 =	B-
114 - 119 =	C+
107 - 113 =	C
101 - 106 =	C-
94 - 100 =	D+
88 - 93 =	D
80 - 87 =	D-
0 - 79 =	F

#### **40 Points per Midterm (and Final Exam)**

37 - 40 =	A
35 - 36 =	A-
33 - 34 =	B+
32 =	B
30 - 31 =	B-
28 - 29 =	C+
27 =	C
25 - 26 =	C-
24 =	D+
22 - 23 =	D
20 - 21 =	D-
0 - 19 =	F

### **POSTING GRADES:**

As soon as possible after each exam I will post the grades. Grades will be posted in the Gradebook section on the Blackboard site, and I will notify everyone by email when the grades are posted. This posting will provide a record of your exam performance to date.

### **ACADEMIC DISHONESTY:**

Cheating on an exam will result in disciplinary action. Also, plagiarism will not be tolerated. Claiming credit for a class activity that you did not complete is a form of academic dishonesty and will result in disciplinary action. If you are unsure about what constitutes academic dishonesty then please ASK me before you do anything that could result in disciplinary action.

### **EMERGENCY PROCEDURES:**

To be prepared for emergencies, each student is responsible for becoming familiar with the evacuation plan specific to each classroom. The evacuation plan is posted within each classroom and should be examined on the first day of class.

### **EXTRA CREDIT OPPORTUNITIES:**

For this course you will have an opportunity to earn extra credit points. Of course you do not need to take part in any or all of these extra credit opportunities, you may simply choose any option(s) that are of interest to you. You can earn up to a maximum of 6 extra credit points and are able to repeat any of the options (e.g., you can write **two** papers on your favorite movie). All extra credit opportunities must be completed by **midnight, May 10**. I will NOT accept any extra credit after that date. Below are details about each of these extra credit opportunities. Please email your paper to Emily and Stephanie (the course TAs) and me. Do not give me a hard copy.

**(1) Attending a Social Psychology Talk (maximum of 6 points):** One aspect of being an academic social psychologist is giving formal research presentations. These presentations are a way for us to tell an audience about our research that may be less constrained than our academic papers. In other words it is a chance to use our story telling ability to make our research come alive to an audience. As is the case at many schools our psychology department has a regular *Social Psychology Speaker Series* for which we bring in speakers from local universities as well as from universities all over the United States and abroad to talk about their research. In order to earn extra credit you can attend up to two of these talks and then afterwards write a paper summarizing the talk as well as providing some of your own insight into the research that was presented. Each paper **MUST** be in 12-point font, with 1-inch margins, and at least **750 words**. I will post a list of the speakers for this semester on the course website as soon as it is available. I will also make announcements in class on the Thursday before each talk. The talks are scheduled on the following dates (**February 7, February 14, March 7, March 21, and April 11**) from 12:00-1:00 PM in room LS-101. Please email your papers to Emily, Stephanie, and me. Do not give me a hard copy.

**(2) Watching a Movie (maximum of 6 points):** Movies are an easy way to spot, analyze, and discuss the “psychology of everyday life”. That is, movies often highlight or utilize many social psychological principles that are covered in this course, thus by watching your favorite movie, or any movie for that matter, you should be able to identify a number of the topics, issues, and/or phenomena discussed in this course. In order to earn extra credit points for this exercise you will need to write a paper detailing 3 social psychological principles (e.g., “foot in the door”, “fundamental attribution error”, “group think”) portrayed in any movie of your choosing. To earn all 3 points for each paper you need to identify and describe clearly how the movie portrayed a particular principle via plot or character development, dialogue or through some type of behavior. You will receive 1 point for each principle (given that it meets the above mentioned criteria). Each paper **MUST** be in 12-point font, with 1-inch margins, and at least **750 words**. Please email your papers to Emily, Stephanie, and me. Do not give me a hard copy.

**(3) Participating in Experiments (maximum of 6 points):** One of the main aspects of being an experimental social psychologist is conducting research and of course to do this we need research participants—people like you. There are a number of experiments being conducted throughout the semester so if you are interested in helping with research and earning some extra credit points sign up for any lab-based psychology experiment (**NB:** web-based experiments will NOT count). You will receive one extra credit point for each experiment regardless of how long the experiment lasts. Taking part in experiments will allow you to experience firsthand some of the research methods employed in social psychology. For information about how to take part in experiments go to the following URL: [http://www.psychology.sdsu.edu/new-web/exp\\_tut\\_participant.htm](http://www.psychology.sdsu.edu/new-web/exp_tut_participant.htm). You will also be receiving login information from the Psychology Research Participation Site. Please let Emily, Stephanie, or me know if you do not receive this information.

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<b>Date</b>	<b>Lecture Topic (Chapter)</b>	<b>Pages</b>
Jan. 20	Course Overview and Intro. to Social Psychology ( <b>Chapter 1</b> )	3-17
Jan. 25	Research Methods and Two Classic Experiments ( <b>Chapter 1</b> )	17-31
Jan. 27	<b>NO CLASS</b>	
Feb. 1	Heuristics and Attributions ( <b>Chapter 3</b> )	79-120
Feb. 3	Self Knowledge ( <b>Chapter 2</b> )	35-76
Feb. 8	Self-Esteem and Self-Biases ( <b>Chapter 2</b> )	35-76
Feb. 10	Videos: <i>The Power of the Situation</i> and <i>Constructing Social Reality</i>	no reading
Feb. 15	<b>Midterm 1, Chapters 1, 2, 3</b>	
Feb. 17	Attitudes and Behavior ( <b>Chapter 4</b> )	123-140
Feb. 22	Attitudes and Attitude Change ( <b>Chapter 4</b> )	140-153
Feb. 24	Conformity and Obedience ( <b>Chapter 6</b> )	191-226
March 1	Persuasion and Social Pressures ( <b>Chapter 7</b> )	229-265
March 3	Persuasion and The Simpsons (episode: <i>The Joy of Sect</i> )	no reading
March 8	Group Influence ( <b>Chapter 8</b> )	267-304
March 10	<b>Midterm 2, Chapters 4, 6, 7, 8</b>	
March 15	Aggression and Intergroup Conflict ( <b>Chapter 10</b> )	353-370
March 17	Video: <i>Killing Screens</i> and Influences on Aggression ( <b>Chapter 10</b> )	370-390
March 22	Attraction and Relationships ( <b>Chapter 11</b> )	393-420
March 24	Love, Jealousy, and Relationships ( <b>Chapter 11</b> )	420-438
April 5	Helping Behavior and Altruism ( <b>Chapter 12</b> )	441-480
April 7	Video: <i>Twelve Angry Men</i>	no reading
April 12	Social Psychology and the Law ( <b>Chapter 15</b> )	559-589
April 14	<b>Midterm 3, Chapters 10, 11, 12, 15</b>	
April 19	Video: <i>Crash</i> and Introduction to Stereotyping ( <b>Chapter 9</b> )	307-318
April 21	Stereotyping and Prejudice ( <b>Chapter 9</b> )	319-351
April 26	Conflict and Peacemaking ( <b>Chapter 13</b> )	483-522
April 28	Culture and Gender Roles ( <b>Chapter 5</b> )	157-189
May 3	Gender Issues ( <b>Chapter 5</b> )	157-189
May 5	<b>Midterm 4, Chapters 5, 9, 13</b>	
May 10	<b>Optional Comprehensive Final Exam (8:00-10:00, EBA-343)</b>	