

**PSYCHOLOGY 3201:
Introduction to Social Psychology**

Course Website: <http://www.psych.umn.edu/courses/spring06/fuglestadp/psy3201/>

Spring Semester 2006
Monday/Wednesday, 6:20 p.m.– 8:15 p.m.
Elliott Hall N391
(4 credits)

Instructor:

Paul Fuglestad
N334 Elliot Hall, fugl0025@umn.edu
Office Hours: Mon. 5 to 6 in N334, or by appointment

Section Leaders:

Raymond Holman
N325 Elliot Hall, holm0377@umn.edu
Office Hours: Wed. 5 to 6 in N325

Christopher Miller
N317 Elliot Hall, mill3026@umn.edu
Office Hours: Wed. 11 to noon in N317

Course Overview and Objectives

Based on the recognition that we humans are social animals, the fundamental assumption of social psychology is that *human behavior is a function of the social environment*. In other words, social psychology is concerned with how the social environment both influences and is influenced by individuals' thoughts, feelings, and behaviors. This includes how we understand and make sense of other people and ourselves.

This course is designed to provide you with an overview of social psychological principles, theories, constructs, and methodologies. Specific topics covered include: close interpersonal relationships; stereotyping, prejudice, and discrimination; attitudes and persuasion; person perception; aggression; prosocial behavior; and much more.

Objectives:

- 1) Understand and describe the social psychological approach to human behavior.
- 2) Understand basic theoretical and methodological approaches used by social psychologists.
- 3) Know the fundamental domains of social psychology and some of the major findings in these domains.
- 4) Understand the way in which social psychology diverges or converges with your own common sense understanding of the world. Furthermore, you want to be in a position to bolster, modify, or replace your previous beliefs about humans as social animals based on what you have learned.

Texts and Readings

Kendrick, D. T., Neuberg, S. L., & Cialdini, R. B. (2005). *Social psychology: Unraveling the mystery* (3rd ed.). Boston: Allyn and Bacon.

Lesko, W.A. (2006). *Readings in social psychology: General, classic, and contemporary selections* (6th ed.). Boston: Allyn and Bacon.

Occasionally, additional supplemental readings may be distributed in class.

Course Prerequisites

Introduction to Psychology (1001) or an equivalent course.

Course Structure and Requirements

(1) Readings

You are required to read all assigned material *prior* to the class for which it is assigned. Class lecture and activities will be based on the assumption that you have read all of the assigned material. Lectures will cover topics from the texts in greater depth, as well as material not found in the texts.

(2) Lectures

Lectures will be given each week during the regularly scheduled class meeting times. In general, lecture material will be related to but different from the material presented in the text. Attendance will not be taken during lecture. However, attendance and participation at lecture sessions are essential to your success in this course. If you must miss a lecture for whatever reason, you should get notes from one of your colleagues. *The section leaders and I will **not** provide summaries of lecture materials for absent students. However, handouts of the PowerPoint slides from lecture will be available on the course website generally by the end of each week.*

(3) Discussion Sections

Each class on Wednesdays will include a discussion section. These weekly discussion sections will be an opportunity for students to engage in small group discussions and activities with discussion leaders, who will facilitate these sections. Each week, you will have the opportunity to earn up to 5 points towards your course grade by completing discussion section assignments. Assignments will vary and include thought essays, quizzes, and group assignments. Your 10 highest discussion grades (a total of 50 possible points, or 25% of the total possible points) will count towards your final grade in the course.

(4) Examinations

There will be three in-class examinations to be held on the following dates:

EXAM 1:	February 22; 6:20-7:30; N391 Elliott Hall
EXAM 2:	April 5; 6:20-7:30; N391 Elliott Hall
EXAM 3:	May 8; 6:30-7:40; N391 Elliott Hall

These examinations will have 50 multiple choice questions based on the material presented in the instructors' lectures and in the assigned readings. The first exam will cover only material from the first section of the course (Jan. 18 – Feb. 20). The second exam will cover only material from the second section of the course (Feb. 22 – April 3). The third exam will cover only material from the third section of the course (Apr. 10 – May 3).

Exams 1 – 3 will each contribute 25% toward your final grade in this course.

Unless you meet with the instructor AND get special approval, no make-up exams (or incomplete grades) will be given. The only exceptions to this involve documented emergencies and serious illness (*see also class policies on pages 5 and 6 of this syllabus*).

Reasonable accommodations will be provided for students with language, physical, learning, or psychiatric disabilities/needs. Please talk with the instructor or a teaching assistant to make arrangements if needed in the first week of the course.

(5) Evaluation

Final grades in this course will be assigned on the basis of performance on the three examinations and on discussion assignments, with the examinations and the discussion assignments contributing to the final grade as follows:

<u>Component</u>	<u>%</u>	<u>points</u>
Exam 1	25	50
Exam 2	25	50
Exam 3	25	50
Discussion Sections	25	50
TOTAL	100	200

In assigning grades for this course, there is no “curve” which would require that a fixed percentage of students receive As, Bs, etc. Instead, the grading policy of this course is a flexible one, which does not pit students against each other. Accordingly, the distribution of grades will reflect the actual performance of students, with as many (or as few) students receiving grades of A as their actual performance merits.

Points & Letter Grades

<i>Points Earned</i>	<i>Percent</i>	<i>Grade</i>
200 – 186	100 – 93%	A
185 – 180	92.9 – 90	A-
179 – 174	89.9 – 87	B+
173 – 166	86.9 – 83	B
165 – 160	82.9 – 80	B-
159 - 154	79.9 - 77	C+

<i>Points Earned</i>	<i>Percent</i>	<i>Grade</i>
153 – 146	76.9 – 73	C
145 - 140	72.9 – 70	C-
139 – 134	69.9 – 67	D+
133 – 126	66.9 – 63	D
125 – 120	62.9 – 60	D-
119 or below	59.9 or less	F

A note on grades

As with all university courses, regular attendance is assumed, as is having completed the assigned readings in a timely manner. Expect a good grade only if you do all of the work carefully, thoughtfully, and thoroughly. Top grades are reserved for demonstrated academic excellence. The University of Minnesota defines course grades in the following manner

(<http://www1.umn.edu/usenate/policies/gradingpolicy.html>):

- A** Represents achievement that is *outstanding relative to the level* necessary to meet course requirements.
- B** Represents achievement that is *significantly above the level* necessary to meet course requirements.
- C** Represents achievement that *meets the course requirements* in every respect.
- D** Represents achievement that is *worthy of credit even though it fails to meet fully* the course requirements.

(6) University Resources for enhancing your class performance

The Learning and Academic Skills Center

109 Eddy Hall, East Bank, 612-624-3323

www.ucs.umn.edu/lasc

Offers classes, workshops, and individual assistance for students who want to maximize their academic performance. See their webpage, call, or visit the center for specific information about their offerings.

ψ3201, Spring 2006: Course Calendar and Reading Assignments

Date	Day	Lecture/Topic	Readings
Jan. 18	W	Welcome & Introduction to Social Psych	
23	M	Basic Theories and Methods	KNC: Ch. 1
25	W	The Person and the Situation	KNC: Ch. 2; L: 2, 3
30	M	Social Cognition	KNC: Ch. 3.
Feb. 1	W	Social Cognition/Perception	L: 7, 8
6	M	Social Perception	
8	W	The Self	L: 4, 5
13	M	The Self	
15	W	Self-Presentation	KNC: Ch. 4; L: 13,14
20	M	Self-Presentation	
22	W	Test #1	
27	M	Attitudes and Persuasion	KNC: Ch. 5
Mar. 1	W	Attitudes and Persuasion	L: 10,11
6	M	Social Influence	KNC: Ch. 6
8	W	Social Influence	L: 25,26
13, 15	M,W	No Class- Spring Break!!!	
20	M	Group Processes	KNC: Ch. 12
22	W	Group Processes	L: 34,36
27	M	Stereotyping, Prejudice, and Discrimination	KNC: Ch. 11
29	W	Stereotyping, Prejudice, and Discrimination	L: 16,17
Apr. 3	M	Stereotyping, Prejudice, and Discrimination	
5	W	Test #2	
10	M	Interpersonal Attraction and Close Relationships	KNC: Ch. 7
12	W	Interpersonal Attraction and Close Relationships	KNC: Ch. 8; L: 19,20
17	M	Prosocial Behavior	KNC: Ch. 9
19	W	Prosocial Behavior	L: 28,29
24	M	Aggression	KNC: Ch. 10
26	W	Aggression	L: 31,32
May 1	M	Social Psychology and Health Behavior	
May 3	W	Integration	KNC: 14
May 8	M	Final Exam from 6:30 to 8:30	

KNC: Readings from Kendrick, Neuberg, & Cialdini (2005), *Social Psychology: Unraveling the Mystery*
L: Readings from Lesko (2006), *Readings in Social Psychology: General, Classic, and Contemporary Selections*.

Course Policies

Make-up Exams

Make-up examinations are not normally given in this course. The only circumstances in which a make-up exam will be given are: 1) an official, University sponsored event requires you to be off campus during the regularly scheduled exam time; 2) a medical emergency prevents you from attending a class; 3) a legitimate family emergency prevents you from attending class (e.g., family reunion does not constitute an emergency); 4) jury duty, military service, a religious observance, or a similar obligation prevents you from attending class.

If you must miss an examination for one of the reasons outlined above, you must contact the instructors *prior to the scheduled exam time* and, in addition, must provide written documentation of the event or emergency in order to schedule a make-up exam.

Accommodations for Disabilities/Needs

It is University policy to provide, on a flexible and individualized basis, reasonable accommodations to students with language, physical, learning, or psychiatric disabilities/needs that may affect their ability to participate in course activities or to meet course requirements. **Please talk with either instructor or the teaching assistant to make arrangements, if needed, in the first week of the course.**

Incompletes

A grade of “incomplete” will be entered for any student who - due to extenuating circumstances or personal emergencies explained in advance and acceptable to the instructors - does not complete all of the requirements for the course by the date of the final exam (May 8, 2006). Such extenuating circumstances may include major emotional traumas (i.e., death or major illness in the family), or personal injury or illness. Such extenuating circumstances DO NOT include missing examinations because of vacations, travel, out-of-town events, employment, or heavy course loads. The instructors will require documentation of personal emergencies that interfere with completion of course work. All students are expected to anticipate conflicts and plan for them accordingly (e.g., please do not make air travel reservations that interfere with your ability to complete the three examinations at their scheduled time). All outstanding work must be completed by the end of the semester immediately following the quarter in which the “I” was assigned. An incomplete that is not completed by that time will revert to a grade of “F”. Finally, *an incomplete will be assigned if and only if students have earned passing scores (i.e., a grade of “D” or higher) on the work they have already completed during the quarter.*

Academic Misconduct

The following is the University of Minnesota Policy on Scholastic Misconduct:

The College of Liberal Arts has defined academic misconduct broadly as “any act that violates the rights of another student in academic work or that involves misrepresentation of your own work. Scholastic dishonesty includes (but is not necessarily limited to) cheating on assignments and examinations; plagiarizing, which means misrepresenting as your own work any part of work done by another; submitting the same paper, or substantially similar papers, to meet the requirements of more than one course without the consent of all professors concerned; depriving another student of necessary course materials; or interfering with another student’s work.”

If you are found to be cheating on examinations or to be engaging in scholarly dishonesty in your work, you will receive NO CREDIT for the exam or paper in question. Note that this will most likely result in your failing the entire course. In addition, the academic misconduct will be reported to the CLA Scholastic Conduct Committee.

Some (Annotated) Notes from CLA

The College of Liberal Arts (CLA) has asked us to include the following notes on several academic regulations as a reminder to students enrolled in CLA classes:

1. The two grading systems used are the A-F and the S-N. Departmental majors must take major courses on the A-F system; non-majors may use either system. In all courses, the bottom line for the S grade is the equivalent of the C grade; in other words, what is normally considered as D-level work will be assigned a grade of N in the S-N system. All students, no matter which system used, will be expected to do all work assigned in the course, as determined by the instructors. Any changes you wish to make in the grading base must be done by the date posted in the Class Schedule. The instructors will specify the conditions, if any, under which an “incomplete” will be assigned instead of a grade. The instructors may set dates and conditions for make-up work, if it is to be allowed. *(See an instructor if you are unable to complete the course requirements. Also, please see page 6 of the syllabus for conditions under which an “incomplete” will be assigned for Psychology 5207.)*
2. Inquiries regarding any change of grade should be directed to the instructors of the course; you may wish to contact the Student Ombuds Service for assistance.
3. Students are responsible for all information disseminated in class and all course requirements, including deadlines and examinations. Therefore, regular class attendance is highly recommended. *(Please mark your calendars now for the following exam dates: **Feb. 22; Apr. 5; May 8**)*
4. The College of Liberal Arts does not permit a student to submit extra work in an attempt to raise his or her grade, unless the professor has specified at the outset of the class such opportunities afforded to all students. *(No extra credit opportunities will be extended for this course).*
5. The College of Liberal Arts has defined academic misconduct broadly as “any act that violates the rights of another student in academic work or that involves misrepresentation of your own work. Scholastic dishonesty includes (but is not necessarily limited to) cheating on assignments and examinations; plagiarizing, which means misrepresenting as your own work any part of work done by another; submitting the same paper, or substantially similar papers, to meet the requirements of more than one course without the consent of all professors concerned; depriving another student of necessary course materials; or interfering with another student’s work.” Professors may define additional standards beyond these. *(Students found to cheat on in-class examinations will earn no credit on those exams, and in all likelihood, will fail the course; this misconduct will be reported to the CLA Scholastic Conduct Committee. Additionally, students whose disruptive actions interfere with others’ ability to learn will be asked to leave the classroom and will not return until a meeting is held with the instructors and their academic advisors.)*
6. Students with disabilities that affect their ability to participate fully in class or meet all course requirements are encouraged to bring this to the attention of instructors so that appropriate accommodations can be made. *(Please see the instructors or the teaching assistant after class on the first day.)*
7. University policy prohibits sexual harassment as defined in the 5/15/97 policy statement. Copies of the 5/15/97 policy statement on sexual harassment are available at 419 Morrill Hall. Complaints about sexual harassment should be reported to the University Office of Equal Opportunity at 419 Morrill Hall.

Extra Credit

You will have the opportunity to earn up to 10 (and no more) extra credit points in this course through voluntary participation in selected psychological research projects. Only participation in studies that are approved as Research Experience Program (REP) studies will earn you extra credit points. You will receive 1 point for each half hour of participation in REP studies.

You will be able to find out about studies to participate in on the bulletin board across from N119 Elliott Hall, from researchers who make announcements in class, or the on-line REP system.

To access the on-line REP system, visit <http://www.psych.umn.edu/research/rep>.

There is no guarantee that every student will have the opportunity to earn the maximum number of REP points, but there are typically enough projects to accommodate those students who choose to participate.

All participation is voluntary. But note that when you agree to participate in a study, you are forming a contract with the researcher to be punctually present at the place and time you have selected. Therefore, when you sign up for a study, be sure to write down the DATE, TIME, PLACE, and NAME OF THE RESEARCHER, for your study session. You and the researcher are the only ones who will know where and when your study takes place. The instructor, section leaders, Psychology Department office staff, and random people in Elliott Hall will not have this information.

Researchers record whether you have participated in a study and then enter this information in the online REP system, where a log of your points is stored. Typically, researchers are very good about entering this information, and the online log does not make mistakes. Nonetheless, you should keep track of the studies you participate in to make sure you are awarded the appropriate number of extra credit points. In the event that, at the end of the semester, you do not think that you have been awarded the appropriate number of points, you will need the following information about every study you participated in: the study name, study number, researchers name, phone number, the date you participated, the location of the study, and the number of points you were awarded. If you do not have this information, it will in all likelihood be impossible for the instructor to clear up any discrepancies in the number of points you were awarded. To facilitate keeping track of this information, please use the form provided on page 10 of this syllabus.

REP Point Tracking Form

Study Name	Study #	Researcher's Name	Researcher's Phone	Date/Time	Location	Points Awarded