

## Psychology 3201: Introduction to Social Psychology

Spring 2005  
4 credits

MWF, 2:30 pm to 3:20 pm  
102 Fraser Hall

### Instructor

Professor Christopher M. Federico  
*Office* N385 Elliott Hall, tel. 612-626-0560  
*Office Hour:* Thursday, 2:00 pm – 3 pm, or by appointment  
*E-mail:* [federico@umn.edu](mailto:federico@umn.edu)

### Teaching Assistants

Brooke Dean  
*Office* N592 Elliott Hall, tel. 612-626-8078  
*Office Hour:* Wednesdays, 9:00 am – 10:00 am  
*E-mail:* [dean0114@umn.edu](mailto:dean0114@umn.edu)

Brad Lippman  
*Office* N352 Elliott Hall, tel. 612-625-0878  
*Office Hour:* Mondays, 11:00 am – 12:00 pm  
*E-mail:* [lipp0040@umn.edu](mailto:lipp0040@umn.edu)

Damla Ergun  
*Office* N331 Elliott Hall  
*Office Hour:* Tuesdays, 10:00 am – 11:00 am  
*E-mail:* [ergu0003@umn.edu](mailto:ergu0003@umn.edu)

Jenny Su  
*Office* N592 Elliott Hall, tel. 612-625-1519  
*Office Hour:* Mondays, 11:00 am – 12:00 pm  
*E-mail:* [suxx0017@umn.edu](mailto:suxx0017@umn.edu)

Paul Fuglestad  
*Office* N334 Elliott Hal, tel. 612-825-0384  
*Office Hour:*  
*E-mail:* [fugl0025@umn.edu](mailto:fugl0025@umn.edu)

Jhon Wlaschin  
*Office* N329 Elliott Hal  
*Office Hour:* Tuesdays, 11:00 am – 12:00 pm  
*E-mail:* [wlas0006@umn.edu](mailto:wlas0006@umn.edu)

Corrie Hunt  
*Office* N352 Elliott Hall, tel. 612-625-0878  
*Office Hour:* Wednesdays, 10:00 am – 11:00 am  
*E-mail:* [hunt0400@umn.edu](mailto:hunt0400@umn.edu)

### Course Assistant

Helen Sullivan, N319 Elliott Hall, tel. 612-625-2393  
*E-Mail Address:* [sull0250@umn.edu](mailto:sull0250@umn.edu)

### Assigned Texts

Aronson, E., Wilson, T. D., & Akert, R. M. (2004). *Social Psychology (5th edition)*. NY: Prentice Hall.

Lesko, W. A. (2000). *Readings in Social Psychology: General, Classic, and Contemporary Selections (5th edition)*. Boston: Allyn and Bacon.

## Course Structure

**Lectures:** Lectures will be held three times a week during the regularly scheduled class meeting times. In general, lecture material will NOT BE IDENTICAL to the material presented in the readings, although there will be some overlap. To benefit from the lectures as much as possible, students are strongly advised to complete the assigned readings *before* the day and date for which they are assigned. There will also be occasional film presentations (see “Course Schedule and Readings” on pages 4-6) and in-class demonstrations or activities. Students are *strongly urged* to attend all lectures, or to obtain notes from a *classmate* if an absence is unavoidable; neither the instructor nor the TAs are responsible for providing students with notes from lectures they were not present for. Knowledge of the lecture and film material will account for about 40% of your exam scores.

**Readings:** A schedule of the weekly readings appears on pages 4-6 of this syllabus. Generally, two to three chapters and articles from the required texts are assigned per week. Because the material presented in lecture will build on *and not just reiterate* what you have read in the text, students are advised to keep up with the reading week by week rather than putting it off until right before the exams. Remember that it is easier to understand the lecture and discussion section material if you have completed all of the associated reading beforehand. Your mastery of assigned readings will contribute 60% toward your exam scores.

**Discussion Sections:** Weekly discussion sections (see the schedule below) will be an opportunity for students to engage in small group discussions and activities with TAs, who will facilitate these sections. Some sections will be devoted to “hands-on” activities and demonstrations, while others will be devoted to small group discussion; still others will be devoted to elaborating and expanding upon concepts presented in lecture. Although attendance is not required, students will earn points toward their course grades by completing in-class assignments worth up to 5 points per week (beginning the week of January 31). Note that section assignments and activities contribute 70 points toward your course total, or 28%, with exam scores contributing up to 180 points, or 72% of total available points for the course.

Discussion Section	Day and Time	TA	Place
Section 2	Mon., 12:20 pm – 1:10 pm	Jenny Su	50 Elliott Hall
Section 3	Mon., 9:05 am – 9:55 am	Corrie Hunt	60 Elliott Hall
Section 4	Mon., 1:25 pm – 2:15 pm	Damla Ergun	50 Elliott Hall
Section 5	Mon., 10:10 am – 11:00 am	Corrie Hunt	60 Elliott Hall
Section 6	Wed., 10:10 am – 11:00 am	Brooke Dean	50 Elliott Hall
Section 7	Wed., 11:15 am – 12:05 pm	Brooke Dean	50 Elliott Hall
Section 8	Wed., 10:10 am – 11:00 am	John Wlaschin	60 Elliott Hall
Section 9	Wed., 12:20 pm – 1:10 pm	Paul Fuglestad	60 Elliott Hall
Section 10	Wed., 11:15 am – 12:05 pm	Brad Lippmann	60 Elliott Hall
Section 11	Wed., 1:25 pm – 2:15 pm	Paul Fuglestad	60 Elliott Hall

## Course Website

Psychology 3201 has a web site that can be accessed through the Psychology Department’s Courses Webpage (<http://www.psych.umn.edu/courses/spring05/federicoc/psy3201/>). The web site provides access to the following information and materials:

- (1) **Announcements:** Updates to the syllabus and schedule, things you need to know, and a list of events of potential interest to students in PSY 3201;
- (2) **Syllabus:** An electronic version of the paper copy distributed in class;
- (3) **Resources:** Links to social psychology and psychology-related information and web sites; and
- (4) **Lecture Outlines:** A general outline of each lecture will be posted before each class session.

## Exams

There will be three exams in this course – two midterms and a final. The exams will be held on or around the following dates:

Exam 1	Wednesday, February 23, 2005 102 Fraser Hall	2:30 pm to 3:20 pm (during regular class time)
Exam 2	Wednesday, April 6, 2005 102 Fraser Hall	2:30 pm to 3:20 pm (during regular class time)
Final Exam	Thursday, May 12, 2005 102 Fraser Hall	1:30 pm to 3:30 pm

The two midterms – i.e., Exams 1 and 2 – will NOT be comprehensive; they will cover material only from the first and second thirds of the course, respectively. The final will MAINLY cover material from the last third of the course, although basic material from the first and second thirds of the course will also be fair game.

All three exams will be *objective multiple-choice examinations*. The two midterms will have 50 items each, worth a total of 50 possible points. They will be based on lectures and in-class films (20 items or 40%) and on the assigned readings (30 items or 60%). The final will contain 50 items from lectures and assigned readings from the last third of the course (20 items or 40% from lectures, and 30 items or 60% from assigned readings). The final will also include an additional 30 items that cover basic ideas and concepts from the first two-thirds of the course. As such, the final will be worth a total of 80 possible points.

Make-up exams: Large enrollments make it difficult for us to hold make-up exams, so we regret to inform you that they will be provided only under extreme circumstances. Students who can provide documentation of illness, a family emergency, inflexible medical appointments, and/or other factors that prevent them from taking an exam in class at the regularly scheduled time on the day they are administered in class should see Professor Federico about arranging for a make-up. These make-up exams will not be scheduled on an individual basis. Instead, they will be held on a specified “make-up day” set aside for groups of students who for legitimate reasons (i.e., approved by the instructor) could not make an in-class examination. The date and time of these group-administered make-up exams will be announced in class and will appear under “Announcements” on the course web site.

## Grading

Final grades will be assigned at the end of the semester on the basis of the total number of points earned in the course. There will be a total of 250 possible points: 180 points will come from the three examinations (50 possible points for each of the 2 midterms and 80 possible points for the final) and 70 points will come from the discussion section assignments (up to 5 points for each of 14 weeks = 70 points). In this class, you will NOT be graded on a “curve.” Instead, grades will be assigned based on a fixed scheme:

<i>Points Earned</i>	<i>Grade</i>
232-250 points	A
225-231 points	A-
218-224 points	B+
207-217 points	B
200-206 points	B-

193-199 points	C+
182-192 points	C
175-181 points	C-
168-174 points	D+
157-167 points	D
150-156 points	D
Fewer than 150 points	F

Extra Credit: Students will also have an opportunity to earn extra credit points in this course through voluntary participation in selected psychological research projects. For each hour of participation in these projects, students can earn up to 2 extra credit points, and may earn a total of 10 extra credit points for the course. These extra credit points may be distributed among as many or as few projects as students desire, but no more than 10 extra credit points will be awarded. You may volunteer to participate in any of the projects posted on the REP bulletin board on the wall across from N119 Elliott Hall, or you may sign up for or participate in any projects that are announced in class. Please note, however, that only participation in REP approved projects qualifies for extra credit in this course; participation in non-REP projects does not qualify, and will not be honored. Please be sure to check that the project for which you are volunteering is a genuine, bona fide, approved REP project! Again, all research-related extra credit points will be added to your total points for the course. Because students are evaluated using an absolute rather than relative standard, no student will be penalized for choosing NOT to participate in this extra credit activity.

When you agree to participate in a session, remember that you are forming a *contract* with the researcher to be punctually present at the place and time you have selected. Please be sure to write down the **DATE**, **TIME**, and **PLACE** of your session. You and the researcher are the only ones who know the time and place of your REP study. Neither the Psychology Office, Teaching Assistants, nor the Professor can provide you with forgotten information about when or where your session is scheduled. You should also write down the Project number, the Researcher's name, and the Researcher's phone number. If you must cancel your appointment, please inform the Researcher at your earliest available opportunity.

Incompletes: An “incomplete” grade (“I”) will be assigned for any student who does not complete all of the requirements for this course by the time of the regularly scheduled final examination on Thursday, May 12, 2005, due to extenuating circumstances. Note that the relevant “extenuating circumstances” must be explained to and cleared with the instructor. Acceptable extenuating circumstances include major emotional traumas (i.e., death or major illness in the family), or personal injury or illness. However, they DO NOT include examinations or deadlines missed because of vacations, travel, out-of-town parties or weddings, forgetfulness, employment, or heavy course loads. Students will need to provide documentation of personal emergencies that interfere with completion of course work. All students are expected to anticipate examination conflicts and conflicting deadlines, and should plan for them accordingly (e.g., do not make air travel reservations that interfere with your ability to complete the two midterm exams and the final examination when they are regularly scheduled). **Please note that an “I” grade MAY NOT be used to forestall a failing grade.** Students who do not complete all the course requirements will receive a grade of “I” ONLY if they have earned passing grades on the work they HAVE COMPLETED. If students have not done passing work, they will receive a grade of “F” in the course. All outstanding work must be completed by the end of the semester immediately following the semester in which the “I” was assigned. An incomplete that is not finished up by that time will convert to a grade of “F.” (For this course, incompletes must be made-up by the last day of classes of Fall Semester 2005.)

### Course Schedule and Readings

Key: *SP = Social Psychology*, Aronson, Wilson, and Akert  
*RSP = Readings in Social Psychology*; Lesko

Date	Day	Lecture Topic	Readings
1/19	W	Welcome and Course Orientation	
1/21	F	Introduction to Social Psychology	<i>SP</i> : Ch. 1; <i>RSP</i> : Article 1
1/24	M	Research Methods in Social Psychology ( <i>Monday sections meet for the first time</i> )	<i>SP</i> : Ch. 2; <i>RSP</i> : Article 3
1/26	W	Research Methods in Social Psychology (cont'd) ( <i>Wednesday sections meet for the first time</i> )	<i>SP</i> : Ch. 2; <i>RSP</i> : Article 3
1/28	F	Research Methods in Social Psychology (cont'd)	<i>SP</i> : Ch. 2; <i>RSP</i> : Article 3
1/31	M	The Role of Theory in Social Psychology	
2/02	W	Cognitive Dissonance Theory	<i>SP</i> : Ch. 6; <i>RSP</i> : Articles 11, 12
2/04	F	Cognitive Dissonance Theory (cont'd)	<i>SP</i> : Ch. 6; <i>RSP</i> : Articles 11, 12
2/07	M	Alternatives to Dissonance Theory	<i>SP</i> : pp. 145-150, pp. 158-161
2/09	W	Social Cognition and Schema Theory	<i>SP</i> : pp. 58-74; <i>RSP</i> : Article 7
2/11	F	Social Cognition and Schema Theory (cont'd)	<i>SP</i> : pp. 58-74; <i>RSP</i> : Article 7
2/14	M	Social Cognition and Schema Theory (cont'd)	<i>SP</i> : pp. 58-74
2/16	W	Cognitive Shortcuts	<i>SP</i> : pp. 74-86
2/18	F	Cognitive Shortcuts (cont'd)	<i>SP</i> : pp. 74-86
2/21	M	Are People Inherently "Irrational"?	<i>SP</i> : pp. 86-89
2/23	W	<b>FIRST MIDTERM EXAM</b>	
2/25	F	To Be Announced	
2/28	M	Social Perception: Understanding Others	
3/02	W	Social Perception: Understanding Others (cont'd)	<i>SP</i> : pp. 104-127; <i>RSP</i> : Art. 4, 5
3/04	F	Social Perception: Understanding Others (cont'd)	<i>SP</i> : pp. 95-103; <i>RSP</i> : Article 6
3/07	M	Self-Knowledge: Understanding Ourselves	<i>SP</i> : Ch. 5; <i>RSP</i> : Article 8
3/09	W	Self-Knowledge: Understanding Ourselves (cont'd)	<i>SP</i> : Ch. 5; <i>RSP</i> : Article 8
3/11	F	Self-Presentation and Impression Management	<i>SP</i> : pp. 158-161; <i>RSP</i> : Article 13
<b>3/14-3/18</b>		<b>SPRING BREAK – CLASSES WILL NOT BE HELD</b>	
3/21	M	Self-Presentation and Impression Management (cont'd)	<i>SP</i> : pp. 158-161; <i>RSP</i> : Article 13
3/23	W	Self-Presentation and Impression Management (cont'd)	<i>SP</i> : pp. 158-161; <i>RSP</i> : Article 13
3/25	F	Attitudes and Attitude Change	<i>SP</i> : Ch. 7
3/28	M	Attitudes and Attitude Change (cont'd)	<i>SP</i> : Ch. 7
3/30	W	Attitudes and Attitude Change (cont'd)	<i>SP</i> : Ch. 7
4/01	F	Social Influence	<i>SP</i> : Ch. 8; <i>RSP</i> : Article 25
4/04	M	Social Influence (cont'd)	<i>SP</i> : Ch. 8; <i>RSP</i> : Articles 25, 27
4/06	W	<b>SECOND MIDTERM EXAM</b>	
4/08	F	Interpersonal Attraction and Relationships	<i>SP</i> : Ch. 10; <i>RSP</i> : Articles 19, 20

Date	Day	Lecture Topic	Readings
4/11	M	Interpersonal Attraction and Relationships (cont'd)	<i>SP</i> : Ch. 10; <i>RSP</i> : Articles 22, 23
4/13	W	Prosocial Behavior: Helping Others FILM: <i>Silent Witnesses: The Kitty Genovese Murder</i>	<i>SP</i> : Ch. 11; <i>RSP</i> : Articles 28, 29
4/15	F	Prosocial Behavior: Helping Others (cont'd)	<i>SP</i> : Ch. 11; <i>RSP</i> : Articles 28, 29
4/18	M	Prosocial Behavior: Helping Others (cont'd)	<i>SP</i> : Ch. 11; <i>RSP</i> : Articles 28, 29
4/20	W	Aggressive Behavior	<i>SP</i> : Ch. 12; <i>RSP</i> : Articles 31, 32
4/22	F	Aggressive Behavior (cont'd)	<i>SP</i> : Ch. 12; <i>RSP</i> : Article 33
4/25	M	Aggressive Behavior (cont'd) FILM: <i>Faces of the Enemy</i>	<i>SP</i> : Ch. 12; <i>RSP</i> : Articles 31-33
4/27	W	Prejudice and Stereotyping	<i>SP</i> : Ch. 13; <i>RSP</i> : Article 16
4/29	F	Prejudice and Stereotyping (cont'd)	<i>SP</i> : Ch. 13; <i>RSP</i> : Article 17
5/02	M	Prejudice and Stereotyping (cont'd) FILM: <i>True Colors</i>	<i>SP</i> : Ch. 13; <i>RSP</i> : Article 39
5/04	W	Applying Social Psychology	<i>SP</i> : SKIM pp. 474-555 <i>RSP</i> : READ Articles 37, 40, 41
5/06	F	Conclusion and Review	
5/12	THU	<b>FINAL EXAMINATION</b>	<b>1:30 pm to 3:30 pm</b> <b>102 Fraser Hall</b>

### CLA Academic Regulations: An Overview

The College of Liberal Arts (CLA) asks all instructors 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 S-N. Departmental majors **MUST** take major courses on the A-F system; non-majors may choose either system. In all courses, the cutoff 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. Any changes you wish to make in the grading system must be done in the first two weeks of the semester (*i.e., by January 28, 2005*).
2. Instructors will specify the conditions, if any, under which an “incomplete” will be given instead of a grade. Instructors may set dates and conditions for make-up work, if it is to be allowed. (*See Professor Federico if you are unable to complete the course requirements. Also, please see page 4 of this syllabus for conditions under which an “incomplete” will be assigned in Psychology 3201.*)
3. Inquiries regarding any change of grade should be directed to the course instructor; you may wish to contact the Student Ombuds Service for assistance. (*Inquiries concerning midterm scores must be made prior to the final examination. Students may not appeal for a change of grade on the midterms solely as a way of increasing their total points in the course.*)
4. Students are responsible for all information disseminated in class and all course requirements, including deadlines and examinations. The instructor will specify whether class attendance is required or counted in the grade for a class. (*As noted on page 2 of this syllabus, class attendance is*

*highly recommended, but is not required or counted toward the course grade. Please mark your calendars now for the following exam dates and times: Wednesday, February xxth, 2:30 pm; Wednesday, April xxth, 2:30 pm, and Friday, May XXth, 1:30 pm)*

5. 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 instructor has specified at the outset of the class such opportunities afforded to all students. *(Students may earn up to 10 extra credit points in Psychology 3201 by participating in approved research projects. Please see page 4 of this syllabus for more specific guidelines for earning extra credit . No other extra credit opportunities will be extended.)*
6. 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 instructor and their academic advisors.)*
7. Students with disabilities that affect their ability to participate fully in class or to meet all course requirements are encouraged to bring this to the attention of the instructors so that appropriate accommodations can be made. *(Please see Professor Federico after class on the first day.)*
8. 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 or on the WEB at <http://www1.umn.edu/usenate/policies/sexualharass>. Complaints about sexual harassment should be reported to the University Office of Equal Opportunity at 419 Morrill Hall.

