

PSYC A260: SOCIAL PSYCHOLOGY

Item	Value
Curriculum Committee Approval Date	03/12/2025
Top Code	200100 - Psychology, General
Units	3 Total Units
Hours	54 Total Hours (Lecture Hours 54)
Total Outside of Class Hours	0
Course Credit Status	Credit: Degree Applicable (D)
Material Fee	No
Basic Skills	Not Basic Skills (N)
Repeatable	No
Open Entry/Open Exit	No
Grading Policy	Standard Letter (S), • Pass/No Pass (B)
Associate Arts Local General Education (GE)	• Area 4 Social and Behavioral Sciences 4C Behavioral Science (OD3)
Associate Science Local General Education (GE)	• Area 4 Social and Behavioral Sciences (OSD)
California General Education Transfer Curriculum (Cal-GETC)	• Cal-GETC 4 Social & Behavioral Sciences (4) • Cal-GETC 4I Psychology (4I)
Intersegmental General Education Transfer Curriculum (IGETC)	• IGETC 4 Social&Behavioral Sci (4) • IGETC 4I Psychology (4I)
California State University General Education Breadth (CSU GE-Breadth)	• CSU D9 Psychology (D9)

Course Description

Topics explored include self-perceptions, attitudes and behavior, group influence and persuasion, attraction and relationships, stereotypes, prejudice, aggression, helping, and the application of social psychology to health, business, and law. Transfer Credit: CSU; UC.

Course Level Student Learning Outcome(s)

1. Students will be able to critically evaluate theoretical perspectives, research, and applications in social psychology.

Course Objectives

- 1. Define social psychology, differentiate social psychology from other social sciences and other areas within psychology, describe the history of social psychology, and discuss current directions in the field.
- 2. Describe the process of research, explain the features of different research methods, discuss ethics in research, and apply critical thinking and problem-solving skills in the research process.

- 3. Explain the concept of the social self, identify the social influences on self-knowledge and self-esteem, and discuss cultural influences on the self.
- 4. Describe the area of social cognition research, including the different theoretical perspectives of the social thinker, attribution processes, judgments and heuristics, and cultural differences.
- 5. Define stereotypes, prejudice, and discrimination, describe the theoretical perspectives explaining stereotypes, prejudice, and discrimination, and identify ways to reduce stereotypes, prejudice, and discrimination.
- 6. Identify the components of an attitude and evaluate the theories and research on attitude formation and change.
- 7. Describe the research and theories in the area of conformity and group processes, including groupthink, group polarization, deindividuation, social facilitation, and social loafing.
- 8. Explain the social nature of affiliation and relationships, factors influencing interpersonal attraction, relationship types, theories of love, and communication in relationships.
- 9. Evaluate the theories of helping behavior, including the motivations for helping and factors influencing helping behavior.
- 10. Describe the theoretical perspectives on aggression and strategies for reducing aggression.
- 11. Describe and apply social psychological principles to the law, business, and health.

Lecture Content

1) Introduction to Social Psychology A) Defining social psychologyB) Social psychology and related disciplines in the social sciencesC) Social psychology and other areas within psychologyD) History of social psychologyi) Influential figures in the history of social psychologyii) Current directions and perspectives2) Research Methods in Social PsychologyA) The research processi) Developing the hypothesisii) Designing the research studyiii) Collecting dataiv) Analyzing datav) Writing the research reportB) Correlational research methodsC) The experimenti) Independent variableii) Dependent variableiii) Random assignmentiv) Experimental realism and mundane realismD) Basic and applied researchE) Social Psychology and ethics in research3) The Social SelfA) Describing the self and self-concepti) Self-schemasii) Self-discrepancy and emotions B) Social influences on self-knowledgei) Looking-glass selfii) Social comparisoniii) Social identityiv) Social rolesv) Self-perceptionvi) Self-presentationC) Self-enhancement and self-esteemi) Defining and measuring self-esteemii) Self-serving biasiii) Positive illusionsiv) Social influences on self-esteemD) Cultural perspectives and the selfi) Independent self versus interdependent selfii) Self-enhancement versus self-modesty4) Social CognitionA) Theoretical perspectives of the social thinker i) Na ve scientist view ii) Cognitive miser view iii) Motivated tactician viewB) Attributioni) Theories of attributionii) Dispositional versus situational attributionsiii) Fundamental attribution erroriv) Actor-observer biasv) Cultural influencesvi) Attributions and behaviorC) Judgments and biases i) Representativeness heuristic ii) Availability heuristic iii) Confirmation bias and self-fulfilling prophecy effect iv) Illusion of control v) False consensus and false uniqueness effectsD) Unconscious influences on social cognition and behavior5) Prejudice and Intergroup RelationsA) Defining stereotypes, prejudice, and discrimination B) Stereotypesi) Stereotype processesii) Social categorizationiii) Stereotype threatC) Prejudicei) Implicit versus explicit prejudiceii) Authoritarian personalityiii) Social identity theoryiv) Realistic conflict theoryv) Scapegoat theoryvi)

Benevolent and hostile sexismD) Reducing stereotypes, prejudice, and discriminationi) Conscious awareness and controlii) Equal status contactiii) Superordinate goals6) Attitudes and PersuasionA) Components of attitudes i) Affective ii) Cognitive iii) Behavioral iv) Implicit versus explicit attitudesB) Attitudes and behaviori) Attitude-behavior discrepancyii) Cognitive Dissonance TheoryC) Yale Attitude Change Approach i) Source factors ii) Message factors iii) Audience factors D) Elaboration Likelihood Modeli) Central route to persuasionii) Peripheral route to persuasionE) Social influence techniques i) Foot-in-the-door effect ii) Door-in-the-face effectF) Resistance to persuasion i) Inoculation effect ii) Reactance 7) Conformity and Group ProcessesA) Early research on conformityB) Pressures to conformi) Normative social influenceii) Informational social influenceC) Types of conformityi) Chameleon effectii) Milgram s obedience experiments D) Factors influencing conformityE) Group interactioni) Functions of group membershipii) Groupthink iii) Group polarizationiv) DeindividuationF) Performance, cooperation, and competition in groupsi) Social facilitation theoryii) Social loafingiii) Social dilemmasiv) Prisoner s dilemmasv) Enhancing group performance8) Attraction and Close RelationshipsA) The social nature of human beingsi) The benefits of affiliation on mental and physical healthii) The negative effects of loneliness on mental and physical healthB) Factors influencing attractioni) Proximityii) Familiarityiii) Attractivenessiv) Similarityv) Self-disclosurevi) Evolutionary and cultural influencesC) Close relationshipsi) Theoretical perspectivesii) Types of love and relationshipsD) Communication in relationshipsE) Coping with conflict in relationships9) Prosocial BehaviorA) Evolutionary perspectivesB) The role of motivation: Altruism versus egoismC) Personality factors and helpingD) Gender differencesE) Situational factors influencing helpful behaviori) The bystander effectii) The role of moodiii) Role modelsiv) Cultural influencesF) Factors influencing the helping process in an emergency i) Pluralistic ignorance ii) Diffusion of responsibility10) AggressionA) Defining aggressionB) Perspectives on aggression: Nature versus nurtureC) Situational influencesi) Frustration-aggression hypothesisii) Mood and aggressioniii) The role of arousaliv) Cognitive influencesv) Social learningD) The influence of culture and genderE) Media effectsF) Violence in relationshipsG) Reducing violence: Perspectives and strategies11) Applications of Social Psychology A) Social psychology and the lawi) Eyewitness memoryii) Own-race biasiii) Jury deliberation and group processesiv) Influences on perceptions of guiltB) Social psychology and the business worldi) Personnel selection, interview, and evaluationii) Groups and teamsiii) Leadership stylesiv) Motivationv) Consumer behaviorC) Social psychology and health i) Health psychologyii) Stress and the bodyiii) Stress and copingiv) Increasing healthy behavior

Method(s) of Instruction

- Lecture (02)
- DE Online Lecture (02X)

Instructional Techniques

Lectures Audio-visual media Class demonstrations, group activities, and/or online activities

Reading Assignments

2 hours per week reading from assigned textbook and supplementary materials

Writing Assignments

2 hours per week writing paper analyzing topics in social psychology in social psychology, research projects including data collection, social psychology literature reviews, or topical course content. Essay exam

questions. Individual or group writing assignments. An individual or group project.

Out-of-class Assignments

2 hours per week completing out-of-class homework assignments A research paper emphasizing principles of social psychology, research in social psychology, research projects including data collection, social psychology literature reviews, or topical course content. Essay exam questions. Individual or group writing assignments. An individual or group project.

Demonstration of Critical Thinking

Critically evaluate and synthesize social psychological theories and research.

Required Writing, Problem Solving, Skills Demonstration

A research paper Essay exam questions. Individual or group writing assignments. An individual or group project.

Eligible Disciplines

Psychology: Master's degree in psychology OR bachelor's degree in psychology AND master's degree in counseling, sociology, statistics, neuroscience, or social work OR the equivalent. Master's degree required.

Textbooks Resources

1. Required Aronson, Elliot. *The Social Animal*, 12 ed. New York: Worth Publishers, 2019 Rationale: -
2. Required Aronson, Elliot, Timothy Wilson, and Robin Akert. *Social Psychology*, 10 ed. Boston: Prentice Hall, 2019
3. Required Brehm, Sharon, Saul Kassin, and Steven Fein. *Social Psychology*, 10 ed. Boston: Houghton Mifflin, 2017 Rationale: -
4. Required Kenrick, Douglas, Steven Neuberg, and Robert Cialdini. *Social Psychology: Goals in Interaction*, 7 ed. Boston: Allyn Bacon, 2020
5. Required Myers, David. *Social Psychology*, 13 ed. New York: McGraw-Hill, 2019
6. Required Baumeister, R., Bushman, B. *Social Psychology and Human Nature*, 4 ed. Belmont: Wadsworth, 2017
7. Required Duff, Kimberly. *This Social Psychology*, Latest ed. Boston: Prentice Hall, 2011
8. Required Kassin, S., Fein, S. Markus, H. R. *Social Psychology*, 10 ed. Belmont: Wadsworth Publishers, 2017