Introduction to Social Psychology
(PSY 3201)

Lecture
Tuesday and Thursday, 2:30 - 3:45 pm, in STSS 230.

Text
Aronson, Wilson, and Akert, Social Psychology (8th edition)

Course Website
You can access the course website through your MyU portal under the “My Courses” tab at http://myu.umn.edu

Instructor
Patrick Dwyer, dwyer092@umn.edu
Office Hour: Friday, 1:30 - 2:30 pm (N334 Elliott Hall)

Teaching Assistants
Chloe Huelsnitz, miro0047@umn.edu
Office Hour: Monday, 2:15 - 3:15 pm (N325 Elliott Hall)

Mary Panos, panos006@umn.edu
Office Hour: Thursday, 1:15 - 2:15 pm (N331 Elliott Hall)

Allison Williams, will3621@umn.edu
Office Hour: Tuesday, 1:00 - 2:00 pm (N319 Elliott Hall)

You may arrange additional office hours by appointment.

Objectives of the course are to learn:

1. How social psychologists view the world.
2. How human behavior is responsive to changes in the social situation.
3. The importance of scientific methods, especially as applied to social psychological questions.
4. How to identify the utility of social psychological approaches and knowledge to your own life experiences.

Purposes of the course are to prepare you for:

a. Understanding of social psychology topics presented in future psychology courses.
b. Participation in faculty research projects.
c. Social psychology courses in graduate school.
d. Intelligent understanding of social science research in the general media.
University Policies

Disabilities and Special Needs: It is University policy to provide reasonable accommodations, on a flexible and individualized basis, to students who have disabilities that may affect their ability to participate in course activities or to meet course requirements. In order to receive accommodations for disabilities, the student must be registered with Disability Services. You may contact Disability Services at (612) 624-4037. Students with disabilities are encouraged to contact the instructor to discuss their individual needs for accommodations. If you have special needs requiring accommodation, please contact the instructor during the first week of class.

Plagiarism: Plagiarism is the use of any other person's writing or ideas without giving proper citation. This includes both published and unpublished works. We cannot tolerate plagiarism and will punish the act with a failing grade on the assignment or the course, depending on the circumstances.

Cheating: Cheating is the use of any resource on an examination or assignment that is not approved by the professor. Cheating will result in a student receiving an “F” grade for the course.

Athletes and Events: People traveling to participate in official University of Minnesota events must notify the instructor at least 2 weeks prior to the event to make accommodations. Note that exams and assignments are expected to be completed early in these cases.

Sexual Harassment: "Sexual harassment" means unwelcome sexual advances, requests for sexual favors, and/or other verbal or physical conduct of a sexual nature. Such conduct has the purpose or effect of unreasonably interfering with an individual's work or academic performance or creating an intimidating, hostile, or offensive academic environment. Such behavior is not acceptable and will not be tolerated from any person involved in any and all class activities.

Equal Opportunity: This class provides equal access and opportunity to all course materials, activities, and information, without regard to race, color, creed, religion, national origin, gender, age, marital status, disability, public assistance status, veteran status, sexual orientation, gender identity, or gender expression.

Miscellaneous: There may be situations that this syllabus does not explicitly address. The instructor has the final say in any situation or circumstance. The syllabus is subject to change as issues arise.
Grades

Your grade will consist of points totaled from written assignments, exams, participation points, and extra credit points.

Point breakdown:
10 Written Assignments 100 points
Exam 1  60 points
Exam 2  60 points
Exam 3  60 points
Final Exam 100 points
Participation 20 points
Total 340 points (your lowest 60-point exam score is dropped)
REP extra credit 10 extra points

Grades are assigned as outlined below:

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<thead>
<tr>
<th>Grade</th>
<th>Percentage</th>
<th>Lowest Points Needed for Grade</th>
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<tr>
<td>A</td>
<td>92 - 100</td>
<td>312.8</td>
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<td>A-</td>
<td>90 – 91.99</td>
<td>306</td>
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<tr>
<td>B+</td>
<td>87 – 89.99</td>
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<td>B</td>
<td>82 – 86.99</td>
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<tr>
<td>B-</td>
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<td>C+</td>
<td>77 – 79.99</td>
<td>261.8</td>
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<td>C-</td>
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<td>D+</td>
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<td>D</td>
<td>60 – 66.99</td>
<td>204</td>
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<td>F</td>
<td>59.99 down to 0</td>
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Exams and Assignments

Exam Format:
All three mid-semester exams will be *multiple-choice examinations*. The format of the exams will be closed book and close notes. Exam questions will be derived from material from lecture and the readings.

*Note about make-up exams:* Because of large enrollments, make-up exams will be provided only under the most extreme of circumstances. Students who can document illness, family emergencies, immovable medical appointments, and so on, that interfere with their ability to take regularly scheduled exams on the day they are administered in class should see the instructor regarding make-up exams.

Final Exam:
The cumulative final exam takes place on Thursday, December 18th, from 10:30 AM – 12:30 PM in the lecture classroom STSS 230. You will take the final exam on this date, at this time. Due to the University’s final schedule limitations, we cannot schedule early or late final exams (unless you have 3 exams in a 24-hour period), so please schedule your plans accordingly.

Written Assignments:
• Written assignments are designed to give you experience with thinking about and using social psychological concepts.
• You will propose your own social psychology experiment for each topic we cover. Examples are available on the course website.
• There will be ten (10) total written assignments, worth 10 points each.
• Assignments are to be handed in, in *hard copy* format, at the *beginning* of the class they are due, unless otherwise specified.
• Late or e-mailed assignments are discouraged unless you have a *documented* illness or injury (e.g. a doctor’s note). Please email the instructor to make arrangements in these cases. Otherwise, *late or e-mailed work will be penalized by a deduction of half credit*.

Participation:
• Lecture attendance is an essential component of the course.
• As such, there will be five (5) spontaneous in class assignments worth four (4) points each. If you aren’t there, you can’t get these in-class points.
• If you do not wish to earn your participation points via these in-class assignments, you can write a 20 page double spaced paper on a social psychological topic. You must meet with the instructor during office hours to have your topic approved.
Reading Assignments and Course Plan

**Tue 9/2**
Introduction  
**Reading:** Aronson et al Chapter 1

**Thu 9/4**  
Methodology 1  
**Readings:** Aronson et al Chapter 2 and Anderson et al (1999)

**Tue 9/9**  
Methodology 2  
**Readings:** Aronson et al Chapter 2 and Anderson et al (1999)

**Thu 9/11**  
Social Cognition 1  
**Readings:** Aronson et al Chapter 3 and Bargh et al (2006)  
***Assignment 1 Due (Topic: Your Choice)***

**Tue 9/16**  
Social Cognition 2  
**Readings:** Aronson et al Chapter 3 and Bargh et al (2006)

**Thu 9/18**  
Social Perception 1  
**Readings:** Aronson et al Chapter 4 and Ekman et al (1999)  
***Assignment 2 Due (Topic: Social Cognition)***

**Tue 9/23**  
Social Perception 2  
**Readings:** Aronson et al Chapter 4 and Ekman et al (1999)

**Thu 9/25**  
EXAM 1

**Tue 9/30**  
The Self 1  
**Readings:** Aronson et al Chapter 5 and Swann (1997)

**Thu 10/2**  
The Self 2  
**Readings:** Aronson et al Chapter 5 and Swann (1997)  
***Assignment 3 Due (Topic: Your Choice Between Social Perception or The Self)***
Tue 10/7  
**Cognitive Dissonance 1**  
**Reading:** Aronson et al Chapter 6 and Aronson (2007)

Thu 10/9  
**Cognitive Dissonance 2**  
**Readings:** Aronson et al Chapter 6 and Aronson (2007)  
***Assignment 4 Due (Topic: Cognitive Dissonance)***

Tue 10/14  
**Attitudes and Attitude Change 1**  
**Readings:** Aronson et al Chapter 7 and Cialdini (2001)

Thu 10/16  
**Attitudes and Attitude Change 2**  
**Readings:** Aronson et al Chapter 7 and Cialdini (2001)  
***Assignment 5 Due (Topic: Attitudes and Attitude Change)***

Tue 10/21  
**EXAM 2**

Thu 10/23  
**Conformity 1**  
**Readings:** Aronson et al Chapter 8 and Asch (1955)

Tue 10/28  
**Conformity 2**  
**Readings:** Aronson et al Chapter 8 and Asch (1955)

Thu 10/30  
**Group Processes 1**  
**Readings:** Aronson et al Chapter 9 and Reicher et al (2007)  
***Assignment 6 Due (Topic: Conformity)***

Tue 11/4  
**Group Processes 2**  
**Readings:** Aronson et al Chapter 9 and Reicher et al (2007)

Thu 11/6  
**Interpersonal Attraction 1**  
**Readings:** Aronson et al Chapter 10 and Finkel et al (2008)  
***Assignment 7 Due (Topic: Group Processes)***

Tue 11/11  
**Interpersonal Attraction 2**  
**Readings:** Aronson et al Chapter 10 and Finkel et al (2008)
Thu 11/13
EXAM 3

Tue 11/18
Prosocial Behavior 1

Thu 11/20
Prosocial Behavior 2
***Assignment 8 Due (Topic: Your Choice Between Interpersonal Attraction and Prosocial Behavior)

Tue 11/25
Aggression 1

Thu 11/27: No Class: THANKSGIVING

Tue 12/2
Aggression 2
***Assignment 9 Due (Topic: Aggression)

Thu 12/4
Prejudice 1
Reading: Aronson et al Chapter 13 and Dovidio et al (1999)

Tue 12/9
Prejudice 2 / Wrap-Up
***Assignment 10 Due (Topic: Prejudice)

FINAL EXAM: Thursday, December 18, 10:30 AM – 12:30 PM
Extra Credit

Students will have the opportunity to earn extra credit 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 (that is, you receive 1 point for each ½ hour of participation). You 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 you desire, but in no case will more than 10 extra credit points be awarded. That is, you could participate in a single five-hour study that offered 10 points for participation, or you could participate in 10 half-hour studies each offering 1 point, and so on.

Please note that only participation in studies that are approved as Research Experience Program (REP) studies will earn you extra credit points. Participation in non-REP studies does not qualify and will not be honored. Please check to make sure that the study is an approved REP study before participating.

You may sign up for REP studies on the bulletin board across from N119 Elliott Hall or sign-up using the on-line REP system. Also, researchers may come to class on occasion to recruit participants. Again, all REP extra credit points will be added to your total points for the course. There is no penalty for not choosing to participate in REP studies.

To access the on-line REP system, use the following web address: https://filemaker.cla.umn.edu/PsyREP/

With the on-line REP system, you can search for studies that you would like to participate in and keep track of the REP points you accrue.

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. When you sign up for a study, be sure to write down the DATE, TIME, and PLACE of your session. You and the researcher are the only ones who will know where and when your study takes place. The instructor, the TAs, and the Psychology Department office staff will not have any information about your study session.

You need to 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 should have most of 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 or TAs to clear up any discrepancies in the number of points you were awarded. We are not in charge of the REP system. If we ask you about the study for which you think you’re missing REP points, and your response is, “I don’t know, but some guy was running it,” then we can’t help you.

A form is provided on the next page to facilitate keeping track of this information.
# My REP Points

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<thead>
<tr>
<th>Study Name</th>
<th>Study #</th>
<th>Researcher’s Name</th>
<th>Researcher’s Phone</th>
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Note: A printout of your official online REP record should be submitted in hard copy to Patrick’s mailbox on the second floor of Elliott Hall by Thursday, December 18, at 1:30 PM.
A Few Tips for Doing Well in Psychology 3201

Students are sometimes seduced into believing that because “it’s only common sense,” they don’t need to prepare as rigorously for exams in PSY 3201 as they must in other courses. Not true. Because your course grade in large part reflects your performance on exams, I would like to relay a few reading and study tips.

1. Complete all reading assignments for the first day on which they appear on the syllabus. That way you’ll have a way to organize and make sense of new information that is presented in lectures.

2. Read carefully and actively, both before class and while studying for exams. That is, to absorb and remember information for which you are held accountable on exams, reading your text as you read the newspaper or Time magazine seldom ensures success. What do I mean by “reading carefully and actively?” FIRST, survey the chapter to get a feel for its contents. What three or four major topics will the chapter address? How much space is devoted to each topic or idea? Start surveying and asking yourself questions from the get-go. SECOND, remember that it’s your book. Highlight important concepts or sentences with a marker, or underline those parts with a pen or pencil. Write notes or questions to yourself in the margins. Pause between sections of the chapters to see if you can remember what you just read. Quiz yourself periodically. THIRD, although some people can read a chapter carefully in one sitting, not everyone can. If and when you feel your attention wandering, take a short break. Then return to reading once you’re able to concentrate again. FOURTH, be sure to read each chapter carefully at least twice before exams (e.g., minimally, before class and then again closer to the time of the exams). FIFTH, when studying for the exams, make use of your highlights and margin notes as you review chapters one last time. But do that in a specific way. Although it’s gratifying to take a look at your marginal notes or review questions and realize how much you remember, don’t spend valuable time going over what you already know well. Instead, devote that last hour or so to selective reading and review—about material you don’t know so well.

3. As soon as you can after class, take about 15-20 minutes to go back through your notes to fill in gaps, while the lecture is still fresh in your mind. You’ll be amazed at how much you’ll remember, and at how complete your notes will be when you prepare for exams.

4. After you’ve studied, review with one or two other students in class (i.e., quiz each other). The best rule of thumb for making good use of your exam preparation time is “study alone, review together.”

5. Office hours (including individually scheduled appointments) are scattered liberally throughout the week. Come see us with questions or concerns. It might be helpful as you read your assignments or review your class notes to use the margins to jot down questions or sources of confusion. From these notes, you can make a list of topics or issues about which you would like clarification when you meet with the instructor or teaching assistants.
**Incomplete Policy**

A grade of “incomplete” (“I”) will be only entered for a student who – due to extenuating circumstances or personal emergencies explained to and acceptable to the instructor – does not complete all of the requirements for this course by the time of the regularly scheduled final examination. 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 vacations, travel, out-of-town parties or weddings, forgetfulness, employment, or heavy course loads. The instructor will require 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., please do not make air travel reservations that interfere with your ability to complete the two exams when they are regularly scheduled). Additionally, assignment of a grade of “I” 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 be converted to a grade of “F.”