

## Psychology 231-005: Social Psychology

"There is nothing so practical as a good theory"

Kurt Lewin (1951, p. 169)

Fall, 2012

Instructor: Stephen J. Zaccaro

Room: AB 2003 from 4:30pm-7:10pm

Office: DK 3066B; 993-1355

Office Hours: Mondays and Tuesdays, 3:00 - 4:00; and by appointment

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**Overview:** This course provides students with a survey of the topics covering the social bases of behavior. We will examine some of the historical and philosophical foundations of social psychology, as well as theories and models of various social phenomena. We will also discuss empirical studies of these phenomena. We will also apply the concepts of leadership and group dynamics within the context of a complex, virtual, cross-functioning task force focusing on innovation and science.

This course is part of the social and behavioral sciences general education core. Accordingly, this course will have the following learning outcomes:

- Demonstrate understanding of key concepts, terminology, principles or theories within the field;
- Demonstrate understanding of methodological approaches appropriate to the field;
- Identify, evaluate and properly cite resources appropriate to the field, such as audio/visual/online/print materials, or artifacts;
- Explain how individuals, groups or institutions are influenced by contextual factors as appropriate to the field; and
- Use appropriate methods to apply social and behavioral science concepts, terminology, principles, or theories to significant issues.
  - We will apply social and behavioral science concepts to (a) understanding and enacting leadership functions, as well as understanding and managing team dynamics; and (b) evaluating social interventions

**Grading:** Your grade in this class will be based in part on 2 midterm exams and final examination. You will be given 3 midterm exams this semester, but will drop the lowest grade. The midterm examinations will each be worth 20% of your grade, and the final examination will be worth 20%. Make-ups for the midterm exams will be allowed only for documented emergencies, and will be essay in format.

One of the learning outcomes for this course is to apply the concepts of social psychology to significant issues. Accordingly, one component of your course grade (worth a total of 30%) will be based on an innovative project that will require you to work in a cross-functional global task force on an urgent environmental sustainability problem. You will complete this project as part of a two to four-member Social Psychology team (most, if not all, of the teams will have three members). Your team will ALSO be part of a larger global task force composed of a team of environmental ecology students at GMU, a team of social psychology students at Georgia Tech, and a team of international business students at the Grenoble School of Management (GEM) in France. The global task force will work together to creatively solve an environmental problem using the three areas of expertise: social psychology, environmental ecology, and international business. Your role will be the "**leadership team**" in charge of monitoring and managing this task force. You will need to submit a number of deliverables by particular deadlines (final global task force proposal is due **November 9th; please see page 3 for other due dates**). All teams will be randomly assigned by the instructor. Clearly, communication is critical and therefore **you will be responsible for checking your mason email REGULARLY**. Thus, this project will give you an opportunity to experience this type of complex, cross-functional global team, while providing you with an opportunity to

learn how the material taught in class can be applied to real-world situations.

More details about this project will be given to you in class later in the semester. You can also visit <http://delta.gatech.edu/Innovate/index.php> additional information.

**REQUIRED TECHNOLOGY:** You have the option of purchasing an i-clicker remote (ISBN: 10: 716779390) or a web-clicker, which can be downloaded and used on your PC, Mac, Android or iPhone/iPad/iPod Touch. An i-clicker2 remote is acceptable as well. You may purchase the remote through the bookstore or online at <http://iclicker.com/purchase/>. Please register your i-clicker immediately at <http://iclicker.com/support/registeryourclicker/> or your web-clicker at <https://webclicker.iclicker.com/register/activatenow.aspx> (for 'student ID' put your Mason email address, but please do not include "@masonlive.gmu"). The use of this device will contribute to your participation grade in this class.

### **Summary of Course Grade Components:**

Midterm exams	40%	(20% for each exam -- one of the three exams will be dropped)
Final exam	20%	
Class participation	10%	
Global Innovation Project	30%	
Team Charter	5%	
Weekly Journals (4)	10%	
Evaluation Plan	7.5%	
Ratings & Reflection Paper	7.5%	

**LETTER GRADE:** Based on the percentages that you receive on your exams and your participation, your final letter grade will be calculated using the following:

A (4.00) = 100 – 93	A- (3.67) = 92 - 90	
B+(3.33) = 89 - 87	B (3.00) = 86 – 83	B- (2.67) = 82 – 80
C+(2.33) = 79 - 77	C (2.00) = 76 – 73	C- (1.67) = 72- 70
D (1.00) = 69 – 60	F (0.00) = below 59	

You may also earn 3 points of extra credit by participating in research experiments (3 hours) and/or by writing article summaries (3 summaries). You can sign up for the research studies through the SONA system. Please choose only those studies that pertain broadly to topics related to social psychology. You may ask me if a particular topic fits. For article summaries: Identify, read, and critically think about a journal article in a peer reviewed journal. In order to gain credit, you must write a one page, single spaced review that includes the following information (in bullet point format): (1) APA citation of the article; (2) the research question(s); (3) a summary of the method (including all relevant variables, the design, etc.); (4) a summary of the results; and (5) the take-away message in only one or two sentences (i.e., Why would someone cite this article?). Some peer-reviewed journals are: *Journal of Experimental Social Psychology*, *Journal of Personality and Social Psychology*, *Journal of Applied Social Psychology*, *Psychological Bulletin*, *Psychological Review*, and there are many more.

**Honor Code:** The provisions of the George Mason University honor code apply to all aspects of this course.

### **Other Important Dates**

Last day to drop with no penalty	September 4th
Last day to add	September 4th
Last day to drop with penalty	September 28th
Last day of classes	December 8th
Reading Days	December 10th and 11th

If you are a student with a disability and you need academic accommodations, please see me and contact the Disability Resource Office (703-993-2474). All academic accommodations must be arranged through that office

**Required Textbooks:**

Aronson, E., Wilson, T. D., & Akert, R. M. (2013). *Social Psychology* (8th Ed). Upper Saddle River, NJ: Prentice.

**COURSE SCHEDULE:**

Wk	DATE	TOPIC	ASSIGNED READING & DUE DATES:
1	Aug. 28 <sup>th</sup>	Syllabus/Course Intro	
		Social Psych/GI Project Intro	Chapter 1
2	Sept. 4 <sup>th</sup>	Methodology	Chapter 2
3	Sept. 11 <sup>th</sup>	Group Processes	Chapter 9
4	Sept. 18 <sup>th</sup>	Group Processes/Conformity	Chapter 9/chapter 8
5	Sept. 25 <sup>th</sup>	Conformity Social Psychology in Action	Chapter 8, SPA-1
	Sept. 30 <sup>th</sup>	GOAL 1	Due by 6pm EST
6	Oct. 2 <sup>nd</sup>	Exam 1 (Chapters 1,2,9)/ Social Perception	Chapter 4
	Oct. 5 <sup>th</sup>	GOAL 2	Due by 6pm EST
7	Oct. 9 <sup>th</sup>	Columbus Day	Enjoy!
	Oct. 12 <sup>th</sup>	GOAL 3	Due by 6pm EST
8	Oct. 16 <sup>th</sup>	Social Perception/Social Cognition	Chapter 3
9	Oct. 23 <sup>rd</sup>	Self Justification	Chapter 6
10	Oct. 26	GOAL 4	Due by 6pm EST
11	Oct. 30 <sup>th</sup>	Exam 2 (Chapters 3,4,8, SPA-1)	
12	Nov. 6 <sup>th</sup>	Attitudes & Attitude Change	Chapter 7
	Nov. 9 <sup>th</sup>	GOAL 5, including evaluation plan	Due by 6pm EST
13	Nov. 13 <sup>th</sup>	ProSocial Behavior	Chapter 11
14	Nov. 20 <sup>th</sup>	Exam 3(Chapters 6,7,11)/ Aggression	Chapter 12
15	Nov. 27 <sup>th</sup>	Interpersonal Attraction	Chapter 10
		Reflection Paper	Due in class
16	Dec. 4 <sup>rd</sup>	Prejudice/ Catch-up	Chapter 13
		<b>FINAL EXAM (Chapters 10,12,13)@ 12/11 from 4:30-7:10 in AB 2003</b>	

**\*Important Note:** We may take more or less time to cover certain material than is allocated on the schedule in order to devote some class time to questions and assistance on the Global Innovation Project. Therefore, students are responsible for all announcements and any changes to the syllabus that may be made in class, even if a student misses class meetings.