Course Description

Study of the social factors influencing individual behavior. Examines the constructs of socialization, social influence and conformity, social interaction, decision making, and attitudes and opinions.

Course Textbook


Course Learning Outcomes

Upon completion of this course, students should be able to:

1. Describe and explain the theoretical underpinnings of social psychology and the major contributors to the field.
2. Analyze and explain why the social psychological approach may lead to more accurate predictions about human behavior compared to other psychological approaches.
3. Compare and contrast how sociology, personality psychology, and social psychology attempt to understand and predict human behavior.
4. Describe the procedures used in systematic observation, participant observation, and archival analysis and explain the limitations of the observational method in general and a limitation unique to archival analysis.
5. Discuss and define the characteristics of individual perception of the social world as articulated within the social construct of automatic thinking with schemas.
6. Identify the different channels of nonverbal communication and explain culture and implicit personality theories and gender differences in the self-concept.
7. Describe and explain the nature of the self and distinguish between dissonance theory and self-evaluation maintenance theory.
8. Define an attitude and identify its components and explain how affectively based attitudes are formed via classical conditioning and instrumental conditioning.
9. Discuss the necessity of minority influence for introducing change in groups and provide a definition of groups and explain their typical composition. Discuss why people join them.
10. Describe the role of propinquity in attraction and explain the importance of similarity in attraction and recollections of initial attraction experiences.
11. Describe and explain prosocial behavior and altruism and identify the critical feature that distinguishes aggressive from non-aggressive behavior.
12. Describe and explain and provide examples of prejudice, stereotyping, and discrimination and the institutionalization of these behaviors.

Credits

Upon completion of this course, the students will earn three (3) hours of college credit.

Course Structure

1. Unit Learning Outcomes: Each unit contains Learning Outcomes that specify the measurable skills and knowledge students should gain upon completion of the unit.
2. Unit Lessons: Each unit contains a Unit Lesson, which discusses unit material.
3. Reading Assignments: Each unit contains reading assignments from one or more chapters from the textbook.
4. **Learning Activities (Non-Graded):** These non-graded activities are provided to aid students in their course of study.

5. **Key Terms:** Key terms are intended to guide students in their course of study. Students should pay particular attention to key terms as they represent important concepts within the unit material and reading.

6. **Discussion Boards:** Discussion Boards are a part of all CSU term courses. Information and specifications regarding these assignments are provided in the Academic Policies listed in the Course Menu bar.

7. **Assessments:** This course contains eight unit assessments, one to be completed at the end of each unit.

8. **Final Examination (Proctored):** Students are to complete a Final Exam in Unit VIII. All Final Exams are proctored—see below for additional information. You are permitted four (4) hours to complete this exam in the presence of your approved proctor. This is an open book exam. Only course textbooks and a calculator, if necessary, are allowed when taking proctored exams. The Final Exam is composed of multiple-choice and written response questions.

9. **Ask the Professor:** This communication forum provides you with an opportunity to ask your professor general or course content related questions.

10. **Student Break Room:** This communication forum allows for casual conversation with your classmates.

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**CSU Online Library**

There is a virtual library with resources, including both journals and ebooks, to support your program and your course at Columbia Southern University. eResources are accessible 24 hours a day/7 days a week from the CSU Online Library gateway page. To access the library, log into myCSU, and then click on CSU Online Library. Resources are organized in the library by title, but if you click on Research Guides, you will find eResources arranged by subject.

The Library Reference service is available 7 days a week; you can reach CSU's virtual librarians by e-mailing thevirtuallibrarian@columbiasouthern.edu. These professional librarians will be glad to help you develop your research plan or to assist you in any way in finding relevant, appropriate, and timely information.

Librarian responses may occur within minutes or hours, but it will never take more than 24 hours for a librarian to send a response to the e-mail address you have provided. Replies to reference requests may include customized keyword search strategies, links to videos, research guides, screen captures, attachments, a phone call, live screen sharing, meeting room appointments, and other forms of instruction.

**APA Guidelines**

CSU requires that students use APA style for papers and projects. Therefore, the APA rules for formatting, quoting, paraphrasing, citing, and listing of sources are to be followed. Students can find CSU’s Citation Guide in the myCSU Student Portal by clicking on the “Citation Resources” link in the “Learning Resources” area of the myCSU Student Portal. This document includes examples and sample papers and provides information on how to contact the CSU Success Center.

**CSU Grading Rubrics for Papers/Projects, Discussion Boards, and Assessments**

The Learning Resource area of the myCSU Student Portal provides the rubrics, and information on how to use them, for Discussion Boards, written response questions in Unit Assessments, and Research Papers/Projects.

The course writing assignments will be graded based on the CSU Grading Rubric for all types of writing assignments, **unless otherwise specified within assignment instructions.** In addition, all papers will be submitted for electronic evaluation to rule out plagiarism. Course projects will contain project-specific grading criteria defined in the project directions.

To view the rubrics, click the Academic Policies link on the Course Menu, or access them through the CSU Grading Rubric link found in the Learning Resources area of the myCSU Student Portal.

**Final Examination Guidelines**

Final Exams are to be administered to students by an approved Proctor. CSU approves two flexible proctoring options: a standard Proctor, who is chosen by the student and approved by the university, or Remote Proctor Now (RP Now), an on-demand, third-party testing service that proctors examinations for a small fee.
Students choosing RP Now must have an operational webcam/video with audio, a high-speed Internet connection, and the appropriate system rights required to download and install software.

To review the complete Examination Proctor Policy, including a list of acceptable Proctors, Proctor responsibilities, Proctor approval procedures, and the Proctor Agreement Form, go to the myCSU Student Portal from the link below.

http://mycsu.columbiasouthern.edu

You are permitted four (4) hours to complete this exam in the presence of your approved Proctor. This is an open book exam. Only course textbooks, writing utensils, and a calculator, if necessary, are allowed when taking proctored exams.

You may use only your textbook as source material for your response. All source material must be referenced (paraphrased and quoted material must have accompanying citations). You may use the Publication Manual of the American Psychological Association (APA Style Guide) or the CSU Citation Guide for reference.

Communication Forums

These are non-graded discussion forums that allow you to communicate with your professor and other students. Participation in these discussion forums is encouraged, but not required. You can access these forums with the buttons in the Course Menu. Instructions for subscribing/unsubscribing to these forums are provided below.

Click here for instructions on how to subscribe/unsubscribe and post to the Communication Forums.

Ask the Professor

This communication forum provides you with an opportunity to ask your professor general or course content questions. Questions may focus on Blackboard locations of online course components, textbook or course content elaboration, additional guidance on assessment requirements, or general advice from other students.

Questions that are specific in nature, such as inquiries regarding assessment/assignment grades or personal accommodation requests, are NOT to be posted on this forum. If you have questions, comments, or concerns of a non-public nature, please feel free to e-mail your professor. Responses to your post will be addressed or e-mailed by the professor within 48 hours.

Before posting, please ensure that you have read all relevant course documentation, including the syllabus, assessment/assignment instructions, faculty feedback, and other important information.

Student Break Room

This communication forum allows for casual conversation with your classmates. Communication on this forum should always maintain a standard of appropriateness and respect for your fellow classmates. This forum should NOT be used to share assessment answers.

Grading

<table>
<thead>
<tr>
<th>Component</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Unit Assessments (8 @ 7%)</td>
<td>56%</td>
</tr>
<tr>
<td>Discussion Board (8 @ 3%)</td>
<td>24%</td>
</tr>
<tr>
<td>Final Exam</td>
<td>20%</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
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</tbody>
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Course Schedule/Checklist (PLEASE PRINT)

The following pages contain a printable Course Schedule to assist you through this course. By following this schedule, you will be assured that you will complete the course within the time allotted.
# PSY 3140, Social Psychology

## Course Schedule

By following this schedule, you will be assured that you will complete the course within the time allotted. Please keep this schedule for reference as you progress through your course.

### Unit I  Introduction to Social Psychology

<table>
<thead>
<tr>
<th>Review</th>
<th>☐ Unit Study Guide</th>
</tr>
</thead>
</table>
| Read | ☐ Chapter 1: Introducing Social Psychology  
☐ Chapter 2: Methodology: How Social Psychologists Do Research |
| Discuss | ☐ Discussion Board Response: Submit your response to the Discussion Board question by Saturday, Midnight (Central Time) |
| Submit | ☐ Assessment by Tuesday, Midnight (Central Time) |

### Notes/Goals:

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### Unit II  Thinking and Perceiving

<table>
<thead>
<tr>
<th>Review</th>
<th>☐ Unit Study Guide</th>
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</thead>
</table>
| Read | ☐ Chapter 3: Social Cognition: How We Think about the Social World  
☐ Chapter 4: Social Perception: How We Come to Understand Other People |
| Discuss | ☐ Discussion Board Response: Submit your response to the Discussion Board question by Saturday, Midnight (Central Time)  
☐ Discussion Board Comment: Comment on another student's Discussion Board response by Tuesday, Midnight (Central Time) |
| Submit | ☐ Assessment by Tuesday, Midnight (Central Time)  
☐ Proctor Approval Form |

### Notes/Goals:

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### Unit III  Understanding Self and Our Actions

<table>
<thead>
<tr>
<th>Review</th>
<th>☐ Unit Study Guide</th>
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</thead>
</table>
| Read | ☐ Chapter 5: The Self: Understanding Ourselves in a Social Context  
☐ Chapter 6: The Need to Justify Our Actions: The Costs and Benefits of Dissonance Reduction |
| Discuss | ☐ Discussion Board Response: Submit your response to the Discussion Board question by Saturday, Midnight (Central Time)  
☐ Discussion Board Comment: Comment on another student's Discussion Board response by Tuesday, Midnight (Central Time) |
| Submit | ☐ Assessment by Tuesday, Midnight (Central Time) |

### Notes/Goals:

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## Course Schedule

### Unit IV  
**Attitudes and Conformity**

**Review:**
- Unit Study Guide

**Read:**
- Chapter 7: Attitudes and Attitude Change: Influencing Thoughts and Feelings
- Chapter 8: Conformity: Influencing Behavior

**Discuss:**
- Discussion Board Response: Submit your response to the Discussion Board question by Saturday, Midnight (Central Time)
- Discussion Board Comment: Comment on another student’s Discussion Board response by Tuesday, Midnight (Central Time)

**Submit:**
- Assessment by Tuesday, Midnight (Central Time)

**Notes/Goals:**

### Unit V  
**Groups and Attaining a Sustainable Future**

**Review:**
- Unit Study Guide

**Read:**
- Chapter 9: Group Processes: Influence in Social Groups
- SPA-1: Making a Difference with Social Psychology: Attaining a Sustainable Future

**Discuss:**
- Discussion Board Response: Submit your response to the Discussion Board question by Saturday, Midnight (Central Time)
- Discussion Board Comment: Comment on another student’s Discussion Board response by Tuesday, Midnight (Central Time)

**Submit:**
- Assessment by Tuesday, Midnight (Central Time)

**Notes/Goals:**

### Unit VI  
**Attraction and Helping Behaviors**

**Review:**
- Unit Study Guide

**Read:**
- Chapter 10: Interpersonal Attraction: From First Impressions to Close Relationships
- Chapter 11: Prosocial Behavior: Why Do People Help?

**Discuss:**
- Discussion Board Response: Submit your response to the Discussion Board question by Saturday, Midnight (Central Time)
- Discussion Board Comment: Comment on another student’s Discussion Board response by Tuesday, Midnight (Central Time)

**Submit:**
- Assessment by Tuesday, Midnight (Central Time)

**Notes/Goals:**
## PSY 3140, Social Psychology

### Course Schedule

#### Unit VII: Aggression and Prejudice

| Review: | Unit Study Guide |
| Read: | □ Chapter 12: Aggression: Why Do We Hurt Other People? Can We Prevent It?  
□ Chapter 13: Prejudice: Causes and Cures |
| Discuss: | □ Discussion Board Response: Submit your response to the Discussion Board question by Saturday, Midnight (Central Time)  
□ Discussion Board Comment: Comment on another student’s Discussion Board response by Tuesday, Midnight (Central Time) |
| Submit: | □ Assessment by Tuesday, Midnight (Central Time)  
□ Request to take Final Exam |

**Notes/Goals:**

#### Unit VIII: Social Psychology, Health, and the Law

| Review: | Unit Study Guide |
| Read: | □ SPA-2: Social Psychology and Health  
□ SPA-3: Social Psychology and the Law |
| Discuss: | □ Discussion Board Response: Submit your response to the Discussion Board question by Saturday, Midnight (Central Time)  
□ Discussion Board Comment: Comment on another student’s Discussion Board response by Tuesday, Midnight (Central Time) |
| Submit: | □ Assessment by Tuesday, Midnight (Central Time)  
□ Final Exam by Tuesday, Midnight (Central Time) |

**Notes/Goals:**