



CIEE Global Institute - Rome

Course name:	Social Psychology
Course number:	(GI) PSYC 2002 ROIT
Programs offering course:	Rome Open Campus Block
Open Campus track:	STEM and Society
Language of instruction:	English
U.S. semester credits:	3
Contact hours:	45
Term:	Spring 2020

Course Description

This social psychology course introduces students to theory, research methods and empirical findings of how people think, feel and behave in social situations. It builds a contemporary understanding of the field and study of social psychology. Throughout the course, emphasis will be placed on developing critical and integrative ways of thinking about theory and research in social psychology. Topics covered include: research methods, the social self, cognition, perception, persuasion, conformity, prejudice, aggression, intimate relationships and group dynamics. Students cultivate skills to analyze social situations and events encountered every day. In addition, students explore how social psychology informs our understanding of culture and society, with special attention to comparative cultural influences.

Learning Objectives

Upon completion, students taking this course will be able to:

- Define Social Psychology and its application to understanding human behavior.
- Draw on current concepts, theory and experimental findings to build a contemporary scientific understanding of how people think, feel and behave in social situations.
- Explain social cognition, attitude formation, decision making, group processes, pro-social behavior, aggression, conformity/obedience, and stereotyping/prejudice.
- Connect human behavior to such social factors as groups, authority figures, in-group bias, gender roles and cognitive dissonance.
- Predict and critique outcomes of social situations through application of social psychology principles (e.g. attributions, cognitive dissonance, in-group/out-group behavior, etc.).
- Relate major concepts and methods of the field to understand interpersonal and group relationships.
- Describe and assess the basic psychological theories, principles, and concepts explaining social cognition, attitude formation, decision making, group processes, pro-social behavior, aggression, conformity/obedience, and stereotyping/prejudice.



- Articulate how social psychology informs our understanding of local culture, regional identity, and actions of our global society.

Course Prerequisites

None

Methods of Instruction

Students will attend interactive lectures, problem-solving workshops, discussions and related, cocurricular excursions. Lectures will emphasize experiential learning, participation and applications. Students will use critical thinking to connect recent literature, historical perspectives, experimental findings and theory. Discussions and written assignments help develop a personal understanding of Social Psychology, as well as its use in understanding culture and society.

Assessment and Grading

Participation	20%
Weekly Quizzes (6)	30%
Lecture Activity Worksheets (15)	20%
Social and Culture Essays (2)	10%
Intensive Topic Investigative Report	20%
Total	100%

Course Requirements

Weekly Quizzes

Each week, students will take a quiz on the previous week's course material, including lectures, activities and readings. Quizzes will have True/False, Multiple Choice, filling in blanks and short answer questions. Quizzes will cover only new material from that week but will build on previous concepts.

Lecture Activity Worksheets

During and after lectures, students will have a series of tasks, discussions and demonstrations related to the lecture material. They will work in groups to complete the tasks, handing in answers to a series of questions before leaving the class.

Society and Culture Essays

Students will use their knowledge of social psychology to explore facets of society and culture. Students will write two 300 word essays: one on a cultural feature of the host culture and



another comparing two cultures. In each case, social psychology concepts will be used in the analysis and to make major points about how cultures are composed.

Intensive Topic Investigative Report

In small groups (2-3), students review material from their textbook and add online resources to intensively review and critique specific, assigned applications of social psychology. Topics include sustainability, law, health, happiness, economics, violence in relationships, industry and business, volunteerism, personal finance, and forgiveness. A 1000 – 1500 word paper on one of these topics will be produced. A companion 5-10 minute PowerPoint or similar presentation will be shared with fellow students.

Participation

Each student is required to attend all sessions of the course and to participate actively in class discussions, class activities, workshops or field excursions, research, with invited speakers and during site visits. Be prepared to read approximately 5,000 words per week and take notes from readings and during lectures.

Attendance Policy

Regular class attendance is required throughout the program, and all unexcused absences will result in a lower participation grade for any affected CIEE course. Due to the intensive schedules for Open Campus programs, unexcused absences that constitute more than 10% of the total course will result in a written warning.

Students who transfer from one CIEE class to another during the add/drop period will not be considered absent from the first session(s) of their new class, provided they were marked present for the first session(s) of their original class. Otherwise, the absence(s) from the original class carry over to the new class and count against the grade in that class.

For CIEE classes, excessively tardy (over 15 minutes late) students must be marked absent. Attendance policies also apply to any required co-curricular class excursion or event, as well as to Internship, Service Learning, or required field placement. Students who miss class for personal travel, including unforeseen delays that arise as a result of personal travel, will be marked as absent and unexcused. No make-up or re-sit opportunity will be provided.

Attendance policies also apply to any required class excursion, with the exception that some class excursions cannot accommodate any tardiness, and students risk being marked as absent if they fail to be present at the appointed time.

Unexcused absences will lead to the following penalties:

<i>Percentage of Total Course Hours Missed</i>	<i>Equivalent Number of Open Campus Semester classes</i>	<i>Minimum Penalty</i>
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Up to 10%	1 content classes, or up to 2 language classes	Participation graded as per class requirements
10 – 20%	2 content classes, or 3-4 language classes	Participation graded as per class requirements; written warning
More than 20%	3 content classes, or 5 language classes	Automatic course failure , and possible expulsion

Weekly Schedule

NOTE: this schedule is subject to change at the discretion of the instructor to take advantage of current experiential learning opportunities.

Week 1 Introductory Concepts

Session 1.1 What is Social Psychology?

Students define social psychology and describe what social psychologists do. They analyze important questions about social thought and behavior. They also explore how the science of social psychology provides insight into our behavior, as well as social benefits. Students apply social psychology concepts to their own life and experiences. Students interview one another and explore their initial impressions of one another. An invited speaker explores how social and cultural psychology speak to one another. Students define culture and discuss its potential impacts of culture on how we related to one another.

Readings: Chapter 1 Introduction to Social Psychology, plus DiMaggio, P. and Markus, H.R., 2010. Culture and social psychology: Converging perspectives. *Social Psychology Quarterly*, 73(4), pp.347-352.

Watch: Luttrell, A. 2016. What is Social Psychology? Social Psychology Online <https://www.youtube.com/watch?v=IjTsx44-jeY> and Social Thinking: Crash Course Psychology #37 <https://www.youtube.com/watch?v=h6HLDV0T5Q8>

Due: Lecture Activity Worksheet

Week 2 Research Methods and the Social Self

Session 2.1 Research Methods in Social Psychology

Students investigate how the scientific method applies to social psychology. They compare preliminary experiments, experiment design elements, quasi-experiments, and correlational designs. Students summarize the most common ways to analyze and interpret data. In doing so, they describe reliability, validity,



replication, and ethical standards for research in social psychology. Finally, students go into the city center to observe social behavior and construct reasonable hypotheses and experiments to test them.

Reading: Chapter 2 Research Methods and Stein, D.E., 2012. The Scientific Method After Next. *World Future Review*, 4(1), pp.34-41.

Watch: and Harris, S. 2010. Science Can Answer Moral Questions. TedTalk. <https://www.youtube.com/watch?v=Hj9oB4zpHww> and ABC News – What Would You Do? 2011. Baby Left in Car – Social Experiment <https://www.youtube.com/watch?v=2OdKow7IAuw>

Due: Lecture Activity Worksheet

Quiz 1 (covers material from Week 1)

Session 2.2 The Social Self

Students explain how social psychology has defined self-awareness and the self-concept. They analyze how our self-perceptions are influenced by others and consider how we adjust our public self-presentation to influence others. Students articulate why we sometimes benefit from positive illusions and moderate self-deceptions. They apply both explicit and implicit methods to the many facets of self-esteem, including its dark side. Students investigate attributes of successful people using online resources. They evaluate the relative role of self-esteem in their success.

Reading: Chapter 3 The Social Self, and Brummelman, E., Thomaes, S. and Sedikides, C., 2016. Separating narcissism from self-esteem. *Current Directions in Psychological Science*, 25(1), pp.8-13.

Watch: Adkins, A. 2015. Who Am I? A Philosophical Inquiry. TED-ed. <https://www.youtube.com/watch?v=UHwVypIU3Pg>

Due: Lecture Activity Worksheet

Week 3 Social Recognition, Perception and Persuasion

Session 3.1 Social Recognition

Students discuss how human behavior evolved and is influenced by culture. They explore how memory helps us process large amounts of social information. They also summarize why we take mental shortcuts and generate a list of examples. Students explain how intuition uses mental accessibility, including priming, experience, and heuristics. They analyze why we can respect, but not



always trust, our intuition. Students work in groups with internet tools to investigate the social side of self-perception and social cognition.

Quiz 2 (covers material from Week 2)

Readings: Chapter 4 Social Cognition

Watch: Saxe, R. 2009. How We Read Each Other's Minds
https://www.ted.com/talks/rebecca_saxe_how_brains_make_moral_judgments

Due: Lecture Activity Worksheet

Session 3.2 Perceptions of One Another

Students explain how first impressions create social perceptions that can become self-fulfilling prophecies. They illustrate how we communicate through facial expressions, body language, and cultural symbols. Students also analyze why we use science-like thinking to infer why people behave as they do. Students then evaluate why we make flawed attributions about one another's behavior. Finally, students go into the city center and compare first impressions, feelings and perceptions of others.

Readings: Chapter 5 Person Perceptions and Zebrowitz, L.A. 2017. First Impressions from Faces. *Current Directions in Psychological Science* 26: 237-242. Access from
<https://journals.sagepub.com/doi/abs/10.1177/0963721416683996?journalCode=cdpa>

Watch: Meyer, P. 2011. How to Spot a Liar. TEDGlobal.
https://www.ted.com/talks/pamela_meyer_how_to_spot_a_liar and Vahabzadeh, A. 2015. The Just World Hypothesis. Khan Academy
<https://www.khanacademy.org/test-prep/mcat/individuals-and-society/perception-prejudice-and-bias/v/social-perception-the-just-world-hypothesis>

Due: Lecture Activity Worksheet, Psychology and Culture Essay 1

Session 3.3 Attitudes and Persuasion

In this session, students consider how attitudes are composed of evaluative beliefs that do not reliably predict behavior. They explore how nature and nurture interact to form particular attitudes. They investigate why attitudes need to be measured both directly and indirectly. Students explain how cognitive dissonance motivates self-justification and changes in attitude. They analyze two distinct paths to persuasion and apply specific persuasion techniques to attitude or behavioral changes.



Readings: Chapter 6 Attitudes and Persuasion and Horwitz S.R. and J.F. Dovidio. 2015. The rich – love them or hate them? Divergent implicit and explicit attitudes toward the wealthy. *Group Processes & Intergroup Relations* 20: 3-31. <https://journals.sagepub.com/doi/10.1177/1368430215596075>

Watch: Cialdini, R. and S. Martin. 2012. Science of Persuasion. Influenceatwork. <https://www.youtube.com/watch?v=cFdCzN7RYbw> and How Ads (and People) Persuade You. 2017. SciShow Psych <https://www.youtube.com/watch?v=HzevRHUEnVI>

Due: Lecture Activity Worksheet

Week 4 Social Influence on Human Behavior

Session 4.1 Conformity, Social Roles and Obedience

Students compare and contrast implicit versus explicit social influences. They differentiate between informational and normative social pressures to conform. Students then analyze how social roles lead us to conform to situational expectations. They explain the person, procedures, and competing interpretations behind the Milgram experiments on authority.

Quiz 3 (covers material from Week 3)

Readings: Chapter 7 Social Influence: Conformity, Social Roles, and Obedience, plus Doliński, D., Grzyb, T., Folwarczny, M., Grzybała, P., Krzyszycha, K., Martynowska, K. and Trojanowski, J., 2017. Would you deliver an electric shock in 2015? Obedience in the experimental paradigm developed by Stanley Milgram in the 50 years following the original studies. *Social Psychological and Personality Science*, 8(8), pp.927-933.

Watch: Social Influence: Crash Course Psychology #38 <https://www.youtube.com/watch?v=UGxGDdQnC1Y> and The Untold Truth of the Stanford Prison Experiment. 2017. Grunge. <https://www.youtube.com/watch?v=DsWJPNhLCUU> and Mozes Kor, M. 2017. I Survived the Holocaust Twin Experiment. BuzzFeedVideo <https://www.youtube.com/watch?v=qdgPAetNY5U>

Due: Lecture Activity Worksheet

Session 4.2 Visit to Social Psychology Institute or related Museum (Holocaust Museum, Slavery Museum, Criminology Museum, etc).

During this visit, students will speak with professional Social Psychology researchers about current projects connecting Social Psychology to culture and society. Students will have a tour, speak with researchers and discuss Social



Psychology: historically as well as its relevance to current understanding of society and culture. They will also consider the museum itself as a tool for social interaction and engagement. Students will then use online resources to further explore two cultures, explaining similarities and differences between them using a current understanding of Social Psychology.

Readings: Lonner, W. J. (2015). Half a century of cross-cultural psychology: A grateful coda. *American Psychologist*, 70(8), 804-814, and Ana, D. and Margarida, C., 2014. Museums as spaces and times for learning and social participation. *Psychology in Russia: State of the art*, 7(4) at http://psychologyinrussia.com/volumes/pdf/2014_4/2014_4_20-34.pdf

Watch: Bourrelle, J.S. 2015. How Culture Drives Behavior. TEDx Talks. <https://www.youtube.com/watch?v=I-Yy6poJ2zs>

Session 4.3 Group Processes

Students investigate different ways groups provide social and practical benefits to individuals. They identify how groups gain and maintain their authority over individuals. Students analyze how groups can both help and hinder individual efforts and how leadership succeeds or fails, how group decisions turn risky or safe, and how a minority can influence the majority. They then evaluate what circumstances help and hurt group creativity. Students work in groups to solve assigned social problems. In doing so, they critique how the group dynamic impacts decision making and inclusion.

Reading: Chapter 8 Group Processes and Tindale, R.S. and Kameda, T., 2017. Group decision-making from an evolutionary/adaptationist perspective. *Group Processes & Intergroup Relations*, 20(5), pp.669-680 at <https://journals.sagepub.com/doi/10.1177/1368430217708863>

Watch: Jiang, Jia. 2015. What I Learned from 100 Days of Rejection. TEDxMtHood. https://www.ted.com/talks/jia_jiang_what_i_learned_from_100_days_of_rejection and Sigman, M. and D. Ariely. 2017. How Can Groups Make Good Decisions? TED Talks <https://www.youtube.com/watch?v=JrRRvqgYqT0>

Due: Lecture Activity Worksheet, Social Psychology and Culture Essay 2

Week 5 Social Norms, Stereotyping and Discrimination

Session 5.1 Stereotypes and Prejudice

Students explore several theories on why we tend to categorize and label people. They analyze how categorizing leads to stereotyping and prejudice. Students describe how prejudice emerges from the interaction between personality and



situation. They analyze how forms of prejudice and discrimination have changed over time and apply methods of prejudice reduction to real world settings. Students work in groups to research and report on local examples of stereotypes and prejudice. They examine their own stereotypes of the host culture and how the host culture views them as U.S. students. They then discuss how these stereotypes lead to privilege and persecution, and come up with tangible ways to avoid negative outcomes of stereotypes and prejudice.

Quiz 4 (covers material from Week 4)

Readings: Chapters 9 Stereotyping, Prejudice, and Discrimination, plus Murrar, S. and M. Brauer. 2018. Entertainment-education effectively reduces prejudice. *Group Processes & Intergroup Relations*, 21(7), pp.1053-1077.

Watch: ABC News. 2010. Would You Stop Muslim Discrimination? <https://www.youtube.com/watch?v=XvIDqgyK8fw> and Bike Thief: What Would You Do? <https://www.youtube.com/watch?v=8ABRIWybBqM>

Due: Lecture Activity Worksheet

Session 5.2 Special Topics in Social Psychology

Students consider a group of topics with social psychology implications, including environmental sustainability, law, health, happiness, economics, violence in relationships, industry and business, volunteerism, personal finance, and forgiveness. After an initial introduction to each topic by their instructor, students form small groups, reflecting their own interest in one of these topics. These groups review materials from their textbook related to this topic and begin an online research investigation. They produce an outline of a research paper and oral presentation on their topic.

Readings: Textbook sections on select topic with accompanying online resources.

Due: Lecture Activity Worksheet (Research Paper outline)

Session 5.3 Helping and Prosocial Behavior

In this session, students consider what motivates people to help others, in general. They go on to explore why some people help more than others. Students explain several general motives for why helping behaviors occur. They also investigate circumstances that make helping more or less likely. In short, students analyze individual differences regarding why some people are more likely to help. They define and apply concepts of altruism, reciprocal altruism and egoistic altruism, as well as social exchange theory. Students apply



psychological concepts regarding what situational variables lead to more or less helping in different settings, including the Bystander Effect.

Readings: Chapters 10 Helping and Prosocial Behavior, plus Habashi, M.M., Graziano, W.G. and Hoover, A.E., 2016. Searching for the prosocial personality: A Big Five approach to linking personality and prosocial behavior. *Personality and Social Psychology Bulletin*, 42(9), pp.1177-1192.

Watch: Marsh, A. 2016. Why Some People are more Altruistic than Others. TEDSummit.

https://www.ted.com/talks/abigail_marsh_why_some_people_are_more_altruistic_than_others

Due: Lecture Activity Worksheet

Week 6 Aggression, Intimate Relationships, and Special Topics

Session 6.1 Aggression

Students explore typologies that define and organize different forms of aggression and apply them to aggression in humans over time. They analyze biological and evolutionary explanations for aggression, as well as cultural explanations. Students also analyze situational and environmental explanations for aggression. They discuss ideas for decreasing aggression in social situations.

Quiz 5 (covers material from Week 5)

Readings: Chapter 11 Aggression, and Doğan, R., 2014. Different cultural understandings of honor that inspire killing: An inquiry into the defendant's perspective. *Homicide Studies*, 18(4), pp.363-388 at <https://journals.sagepub.com/doi/abs/10.1177/1088767914526717?journalCode=hsxa>

Watch: Sapolsky, R. 2017. The Biology of Our Best and our Worst Selves. TED2017

https://www.ted.com/talks/robert_sapolsky_the_biology_of_our_best_and_worst_selves#t-688949 and Brett, M. 2010. Violent Video Games – What Does the Research Say? The Psych Files podcast, Episode 115. <http://www.thepsychfiles.com/2010/01/episode-115-video-violent-video-games-what-does-the-research-say/>

Due: Lecture Activity Worksheet

Session 6.2 Intimate Relationships



Students explain how similarity, exposure, and physiological arousal contribute to initial attraction. They analyze why some physical features are considered “attractive” across cultures. They also compare and contrast different “attachment styles” and what this means in relationships. Students define satisfaction, alternatives, and investments in relationships and apply each concept to how it predicts commitment. Finally, they analyze how and why attraction, jealousy, and promiscuity sometimes differ between men and women in relationships.

Reading: Chapter 12 Intimate Relationships, and Goluboff, S.L., 2016. Text to sex: The impact of cell phones on hooking up and sexuality on campus. *Mobile Media & Communication*, 4(1), pp.102-120.

Watch: Perel, E. 2015. Rethinking Infidelity: Why We Cheat. TED2015. https://www.ted.com/talks/esther_perel_rethinking_infidelity_a_talk_for_anyone_who_has_ever_loved

Due: Lecture Activity Worksheet, Intensive Topic Investigative Report

Session 6.3 Special Topics in Social Psychology

Students report on their special topic in a 5-10 minute presentation. They define key concepts, drivers that create challenges and possible solutions that come from Social Psychology and its principles. Students then open up their topic and presentation to questions, comments and discussion. Students reflect on the semester and how Social Psychology informs their concepts of society and culture.

Due: Lecture Activity Worksheet (Reflection Essay)

Final Quiz 6 (covers material from Week 6)

Course Materials

Course Textbook

Heinzen, T. and W. Goodfriend., 2019. *Social Psychology*. Sage Publications.

Readings

Ana, D. and Margarida, C., 2014. Museums as spaces and times for learning and social participation. *Psychology in Russia: State of the art*, 7(4): 20-34



- Brummelman, E., Thomaes, S. and Sedikides, C., 2016. Separating narcissism from self-esteem. *Current Directions in Psychological Science*, 25(1), pp.8-13
- DiMaggio, P. and H.R. Markus. 2010. Culture and social psychology: Converging perspectives. *Social Psychology Quarterly*, 73(4), pp.347-352
- Doğan, R., 2014. Different cultural understandings of honor that inspire killing: An inquiry into the defendant's perspective. *Homicide Studies*, 18(4), pp.363-388
- Doliński, D., Grzyb, T., Folwarczny, M., Grzybała, P., Krzyszycha, K., Martynowska, K. and Trojanowski, J., 2017. Would you deliver an electric shock in 2015? Obedience in the experimental paradigm developed by Stanley Milgram in the 50 years following the original studies. *Social Psychological and Personality Science*, 8(8), pp.927-933
- Goluboff, S.L., 2016. Text to sex: The impact of cell phones on hooking up and sexuality on campus. *Mobile Media & Communication*, 4(1), pp.102-120
- Habashi, M.M., Graziano, W.G. and Hoover, A.E., 2016. Searching for the prosocial personality: A Big Five approach to linking personality and prosocial behavior. *Personality and Social Psychology Bulletin*, 42(9), pp.1177-1192
- Horwitz S.R. and J.F. Dovidio. 2015. The rich – love them or hate them? Divergent implicit and explicit attitudes toward the wealthy. *Group Processes & Intergroup Relations* 20: 3-31
- Lonner, W. J. (2015). Half a century of cross-cultural psychology: A grateful coda. *American Psychologist*, 70(8), 804-814
- Murrar, S. and M. Brauer. 2018. Entertainment-education effectively reduces prejudice. *Group Processes & Intergroup Relations*, 21(7), pp.1053-1077
- Stein, D.E., 2012. The Scientific Method After Next. *World Future Review*, 4(1), pp.34-41.
- Tindale, R.S. and Kameda, T., 2017. Group decision-making from an evolutionary/adaptationist perspective. *Group Processes & Intergroup Relations*, 20(5), pp.669-680
- Zebrowitz, L.A. 2017. First Impressions from Faces. *Current Directions in Psychological Science* 26: 237-242.

Online Resources

- 20 Ways to Use Psychology in Everyday Life. Online Psychology Review Guide.
<https://www.onlinepsychologydegree.info/great-psychology-tricks-for-success/>



Green, H. and J. Green. 2014. Crash Course Psychology.

<https://www.youtube.com/channel/UCX6b17PVsYBQ0ip5gyeme-Q>

Textbook student resources at <https://edge.sagepub.com/garrett5e/student-resources>

The Virtual Psychology Museum. American Psychological Association.

<https://www.apa.org/ed/precollege/ptn/2017/09/virtual-psychology-museum>