

Semester: Fall 2008  
Course: Psychology 2700-01  
Time: Tuesday-Thursday 9:30-11  
Location: 215 Arjona  
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Phone: 860 486-4908

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Office Hours: Wednesday 9:30-11:30  
Thursday 11-12, or by appt.

## **SOCIAL PSYCHOLOGY**

The course focuses on three major topics in social psychology. The first is interpersonal perception and we will investigate how persons see others, themselves, and how they think that others see them. The second is interpersonal influence and we survey various persuasion strategies, as well as influence in small groups. The third area is close relationships and we examine the importance of these relationships in several domains.

Both lecture and class discussion center around these three topics. Students who want a broader survey of social psychology or a more comprehensive text should enroll in another section of the course. Moreover, there is relatively little overlap between the lectures and the reading. Because the bulk of the examination materials focus on lecture material, good class notes are essential for doing well in the class.

I would ask that you try to treat the instructor and classmates with common courtesy. Please try to arrive to the class on time and stay for the entire class. Please turn off cell phones while in class and please do not read the newspaper or do crossword puzzles during class. It goes without saying that cheating is not permitted in the class. Students are asked to consult the standards for academic conduct: [http://www.dosa.uconn.edu/student\\_code.html](http://www.dosa.uconn.edu/student_code.html)

### ***TEXTS***

Cialdini, R. B. (2008). *Influence: The science of persuasion* (5<sup>th</sup> ed.). New York: Harper-Collins. (entire book)

Kenny, D. A. (1994). *Interpersonal perception: A social relations analysis*. New York: Guilford. [You are not responsible for pages 23-34 in Chapter 2, 53-56 and 63-75 in Chapter 4, 91-96 in Chapter 5, 118-123 and 140-142 in Chapter 7, 192-193 and 200-201 in Chapter 9, 210-212 and 217-225 in Chapter 10, the three appendices, and the tables with numerical results.]

Miller, R. S., Perlman, D., & Brehm, S. S. (2007). *Intimate relationships* (4<sup>th</sup> ed.). New York: McGraw-Hill. (You are not responsible for Chapters 2, 9, 14, and 15.)

## ***ADDRESSES***

We will use the resources on the web to facilitate learning and to provide class information. The major web addresses are:

Course:	<a href="http://davidakenny.net/p240/p240.htm">http://davidakenny.net/p240/p240.htm</a>
HuskyCT	<a href="http://huskyct.uconn.edu/webct/entryPageIns.dowebct">http://huskyct.uconn.edu/webct/entryPageIns.dowebct</a>
Instructor:	<a href="http://davidakenny.net/kenny.htm">http://davidakenny.net/kenny.htm</a>
Social psychology:	<a href="http://www.socialpsychology.org/">http://www.socialpsychology.org/</a>

Students should regularly check the course website as it contains announcements (e.g., class cancellations), the syllabus, class notes, study-guide for the readings, handouts, and other links relevant for the course. The class is paperless and none of these materials will be handed out in class. If that creates a hardship for anyone, please tell me and I can arrange for paper copies.

A HuskyCT account will be setup and it will be used to post grades and for discussion. Announcements and class materials will not be posted there, but rather on the class website.

Other sites that may be of interest to students:

Counseling and Mental Health	<a href="http://www.cmhs.uconn.edu">www.cmhs.uconn.edu</a>
Career Services	<a href="http://www.career.uconn.edu">www.career.uconn.edu</a>
Alcohol and Drug Services	<a href="http://www.aod.uconn.edu">www.aod.uconn.edu</a>
Dean of Students	<a href="http://www.dos.uconn.edu">www.dos.uconn.edu</a>

## ***OBLIGATIONS***

Three Examinations (Each 30%)

There will be two midterms and one final examination. Each examination is limited to one of the three major topics. Review sessions will be scheduled. The examination format is short (one or two sentences) identifications. Students will have virtually unlimited time to finish the examination. Students should look at the sample test to see its format at:

<http://davidakenny/doc/ptest1.doc> .

Students with special needs should discuss them with the instructor in the beginning of the semester. If students are unable to take an examination, they need to consult the professor at least 24 hours before the exam and if they do not they will receive a zero. **ALL MAKE-UP EXAMS ARE ORAL EXAMS.**

Small Papers (Each 3 and 1/3%)

Three one-page papers will be assigned throughout the semester.

### Not So Small Paper

An integrative, five-page paper will be described on November 11. The paper is due December 2 and there will be no extensions. The number of possible points earned will be based on the worst examination score. Although the paper is optional, it is strongly recommended that all students complete the paper.

### Extra Credit

Extra Credit will be given based on in-class group discussions. The planned dates for those discussions are September 16 and October 28.

Please note that readings for each lecture are suggested. They are strongly recommended for the Kenny readings. Each examination will cover pages of the book (see above) even if they are not included in the suggested readings. Note also for some lectures, there are no assigned readings. Students will receive for each book a brief study guide to aid them in the reading. Partial class notes will be available on the web which will be posted at the start of each section. The posted notes are just partial and class attendance is strongly recommended. The bulk of the examination material will be from lecture.

## ***TOPICS***

August 26: Introduction to Social Psychology: Getting to know me.

### **PERSON PERCEPTION**

August 28: Introduction to the Study of Person Perception: What about Bob?  
Kenny, Chapters 1 and 2

September 2: Stereotyping and Prejudice: Are Irish eyes smiling?  
Take the IAT test: <https://implicit.harvard.edu/implicit/>

September 4: Attribution in Person Perception: Elaine and the "breathtaking" remark.

September 9 Kenny, Chapter 3 and pages 183-187

September 11: Consensus: Psychology 240 on national television  
Kenny, Chapter 4  
See: <http://davidakenny.net/ip/20-20.htm>

September 16: Affect and Person Perception: What's going on with Mary and that lamb?  
Kenny, Chapters 5 and 6

September 18: Accuracy: What a UConn's SAE fraternity told the world  
Kenny, Chapter 7

September 23: Metaperception and Meta-accuracy: The National Inquirer got it right!

Kenny, Chapter 8

September 25: Self-Perception and Self-Esteem: Is it true that all the children in Lake Wobegan are above average?

Kenny, Chapters 9 and 10

### **INTERPERSONAL INFLUENCE**

September 30: Heuristics of Influence: Would you buy a used car from this person?

Cialdini, Chapters 1 and 8

October 2: Examination on Person Perception

October 7: Reciprocation and Commitment: How I paid \$12,000 for a diet coke.

Cialdini, Chapters 2 and 3

October 9: Influence: Conformity and Minority Influence: Why Freud & Darwin were listened to.

Cialdini, Chapter 4

October 14: Social Impact Theory and Group Polarization: SIT = SIN

Cialdini, Chapter 5

October 16: Leadership, Cohesiveness, and Groupthink: Are there born leaders?

October 21: Steiner Model of Group Productivity: Making money in the horse business

October 23: Intergroup Relations: Social psychology goes to camp.

October 28: Authority: Were your parents in this study that became a TV movie?

Cialdini, Chapters 6

### **CLOSE RELATIONSHIPS**

October 30: Introduction to the Study of Close Relationships: The Wish list

Miller, Chapter 1

November 4: Examination on Interpersonal Influence

November 6: Attraction, Friendship, and Accuracy: "Is love blynd" as Chaucer thought?

Miller, Chapters 3, 4, and 7

November 11: Satisfaction and Commitment: "Love and Marriage" do not always go together.

Miller, Chapter 6

November 13: Love and Attachment and Styles: Find your own attachment style:

<http://www.web-research-design.net/cgi-bin/crq/crq.pl>

Miller, Chapter 8

November 18: Gender Differences in Intimacy: Get in touch with your feminine side.  
Miller, pp. 159-170 and 235-240

November 20: Difficulties in Relationships: "You always hurt the one you love."  
Miller, pp. Chapters 10, 12, and 13 and pp. 170-177

December 2: Social Networks: "I heard it through the grapevine."

December 4: Social Support: How to survive the stress of finals.  
Miller 223-225

December 12 (10:30 to 12:30): Final Examination on Close Relationships