

# Course Syllabus

[Jump to Today](#)

 [Edit](#)

## Introduction to Social Psychology

**Summer 2022 (May 24 – June 28)**

Instructor: Edward (Ed) Royzman, Ph.D

**Meeting place/time: A-30 (Solomon Lab Building), Tuesday and Thursday, 5:15 - 9:15 pm.**

e-mail: [edwardroyzman@yahoo.com](mailto:edwardroyzman@yahoo.com)

[royzman@psych.upenn.edu](mailto:royzman@psych.upenn.edu)

Office: D-30 at Solomon Lab Building.

Office hour: by appointment

Following a two-lecture preamble dealing with research methodology and the nature of social cognition, the course will take on three fundamental issues in psychology of social influence, namely (a) how the social world around us (the words and deeds of others) shapes our thoughts and deeds, (b) how, through our words and deeds, we attempt to shape the views that others (including ourselves) hold of us, and (c) how, guided by the social motives (aggression, altruism, and sex), we

are striving to shape or change the world around us.

**Readings:** A course-pack covering select chapters from Social Psychology by John Sabini (2nd Edition) will be available at Campus Copy (39th and Walnut). It will be complemented by a set of supplementary readings (see below). You will also need to purchase or loan ["Yes! 50 scientifically proven ways to be persuasive"](http://www.amazon.com/Yes-Scientifically-Proven-Ways-Persuasive/dp/1416576142#reader_1416576142) ([http://www.amazon.com/Yes-Scientifically-Proven-Ways-Persuasive/dp/1416576142#reader\\_1416576142](http://www.amazon.com/Yes-Scientifically-Proven-Ways-Persuasive/dp/1416576142#reader_1416576142)) (exploring a variety of social heuristics and their application in business and daily life) by Noah Goldstein et al.

**Grading/Assignments:** There will be a midterm and a non-cumulative final, worth **35** points each. There is also a [brief "influence strategies" exercise](#) (we will go over the details of this assignment in class). The completion of this assignment will count towards **20** points of the final grade. Class participation will be worth the remaining **10** points.

**Class participation:** First of all, I expect you to come to class on time and to come prepared. Preparation is how ready you are to volunteer comments and observations, how well you know the material when called upon and how much effort you put into making the class work. Because the material of the course deals with the substance of everyday life, a test of its usefulness and of your understanding is to make contact between it and your own everyday experiences. I expect that everyone will have something to contribute and I encourage you all to pose comments and questions as often as you can.

**Additional readings and opportunities for extra credit may be offered as we go along.**

**Points-to-grades cutoffs:**

> 99 A+

> 94 A

90-93A-

87-89 B+

84-86 B

80-83B-

76-79 C+

70 – 75C

### Schedule (subject to change)

May 24 (tu) **Introductory remarks.** Lecture 1

Read: Chapter 1 (henceforth, all Arabic numerals refer to the Sabini course-pack). [How to read an article in social psychology](https://canvas.upenn.edu/courses/1642728/files/107666918/download?download_frd=1) ↓ (https://canvas.upenn.edu/courses/1642728/files/107666918/download?download\_frd=1) .

May 26 (th) **Social Cognition: Heuristics we live by.** Lecture 2

Read: The Social Cognition chapter (included as part of the “Supplementary materials” in the course-pack). Supplementary reading [1](https://canvas.upenn.edu/courses/1642728/files/107666954/download?download_frd=1). ↓ (https://canvas.upenn.edu/courses/1642728/files/107666954/download?download\_frd=1)

May 31 (tu) **Social cognition contd. Fundamentals of Social Influence.** Lecture 3

Watch (at home): [Experimenter](https://digitalcampus-swankmp-net.proxy.library.upenn.edu/upenn332129/play/328c631f04adca41) ↓ (https://digitalcampus-swankmp-net.proxy.library.upenn.edu/upenn332129/play/328c631f04adca41)

Read: Chapter 2, pp. 19-33.

June 2 (th) **Milgram's obedience experiments.** Lecture 4.

Watch (in class): Obedience, Quiet Rage.

Read: Chapter 2, pp. 45-55. Supplementary readings [2a](https://canvas.upenn.edu/courses/1642728/files/107666942/download?download_frd=1) ↓ ([https://canvas.upenn.edu/courses/1642728/files/107666942/download?download\\_frd=1](https://canvas.upenn.edu/courses/1642728/files/107666942/download?download_frd=1)) and [2b](https://canvas.upenn.edu/courses/1642728/files/107666992/download?download_frd=1) ↓ ([https://canvas.upenn.edu/courses/1642728/files/107666992/download?download\\_frd=1](https://canvas.upenn.edu/courses/1642728/files/107666992/download?download_frd=1)).

June 7 (tu) **Milgram's obedience experiments contd. Zimbardo's Mock Prison Study.**  
Lecture 5

Read: Chapter 2, pp. 55-60.

**Latane and Darley Experiments.** Read: Chapter 2, pp. 39-45

Supplementary readings [http://bbcprisonstudy.org/pdfs/BJSP%20\(2006\)%20Zimbardo%20commentary.pdf](http://bbcprisonstudy.org/pdfs/BJSP%20(2006)%20Zimbardo%20commentary.pdf)).

June 9 (th) Review. **Midterm.**

June 14 (tu) **Self-presentation. Cognitive dissonance.** Lectures 6.

Read: Chapters 6 and 16 (pp.527-549, up to *Intrinsic motivation*). Supplementary readings [4a \(https://www.researchgate.net/profile/Patricia-Devine/publication/232455242\\_On\\_the\\_Motivational\\_Nature\\_of\\_Cognitive\\_Dissonance\\_Dissonance\\_as\\_Psychological\\_Discomfort/links/54c90b00cf2595d6c7ddcc2/On-the-Motivational-Nature-of-Cognitive-Dissonance-Dissonance-as-Psychological-Discomfort.pdf\)](https://www.researchgate.net/profile/Patricia-Devine/publication/232455242_On_the_Motivational_Nature_of_Cognitive_Dissonance_Dissonance_as_Psychological_Discomfort/links/54c90b00cf2595d6c7ddcc2/On-the-Motivational-Nature-of-Cognitive-Dissonance-Dissonance-as-Psychological-Discomfort.pdf) and [4b \(https://pdfs.semanticscholar.org/cb85/1eb68b6d3af469e95deea7abf8d73ebee1aa.pdf\)](https://pdfs.semanticscholar.org/cb85/1eb68b6d3af469e95deea7abf8d73ebee1aa.pdf).

Watch (at home): [Eliot Aronson on cognitive dissonance and self-persuasion \(https://www.youtube.com/watch?v=Q7L3zLVnhSs\)](https://www.youtube.com/watch?v=Q7L3zLVnhSs).

June 16 (th) **Altruism (and a little Aggression).** Read: Chapter 9. Lecture 7

June 21 (tu) **Sex and Gender.** Lecture 8

Read: Chapter 12. Supplementary readings [5a \(https://www.psychologytoday.com/us/blog/cultural-animal/201012/the-reality-the-male-sex-drive\)](https://www.psychologytoday.com/us/blog/cultural-animal/201012/the-reality-the-male-sex-drive) and [5b \(http://www.nytimes.com/2009/01/25/magazine/25desire-t.html?pagewanted=all\)](http://www.nytimes.com/2009/01/25/magazine/25desire-t.html?pagewanted=all), [5c \(https://www.researchgate.net/profile/Brandon-Valentine/publication/241645040\\_Women\\_Men\\_and\\_the\\_Bedroom/links/58d5bb36aca2727e5eb551fb/Women-Men-and-the-Bedroom.pdf\)](https://www.researchgate.net/profile/Brandon-Valentine/publication/241645040_Women_Men_and_the_Bedroom/links/58d5bb36aca2727e5eb551fb/Women-Men-and-the-Bedroom.pdf)



June 23 (th) **Sex and Gender contd.** Lecture 9




Watch (at home): [The Magdalene Sisters \(https://digitalcampus-swankmp-net.proxy.library.upenn.edu/upenn332129/play/75392fb1a84747e7?referrer=lms\)](https://digitalcampus-swankmp-net.proxy.library.upenn.edu/upenn332129/play/75392fb1a84747e7?referrer=lms)

Read: Supplementary readings [5c \(https://www.history.com/news/magdalene-laundry-ireland-asylum-abuse\)](https://www.history.com/news/magdalene-laundry-ireland-asylum-abuse) (please read this before you view the movie), [5d \(https://www.researchgate.net/profile/Jean-Twenge/publication/232581626\\_Cultural\\_Suppression\\_of\\_Female\\_Sexuality/links/554b9ee40cf29752ee7d1027/Cultural-Suppression-of-Female-Sexuality.pdf\)](https://www.researchgate.net/profile/Jean-Twenge/publication/232581626_Cultural_Suppression_of_Female_Sexuality/links/554b9ee40cf29752ee7d1027/Cultural-Suppression-of-Female-Sexuality.pdf), and [5e \(http://www-personal.umich.edu/~prestos/Downloads/DC/pdfs/Conley\\_CDPS2011.pdf\)](http://www-personal.umich.edu/~prestos/Downloads/DC/pdfs/Conley_CDPS2011.pdf).

June 28 (tu) Review. Final. Influence strategies reports.

## Course Summary:

Date	Details	Due
Thu Jun 9, 2022	 <a href="https://canvas.upenn.edu/courses/1642728/assignments/9983359">Midterm (https://canvas.upenn.edu/courses/1642728/assignments/9983359)</a>	due by 5:30pm
Tue Jun 28, 2022	 <a href="https://canvas.upenn.edu/courses/1642728/assignments/9983357">Final (https://canvas.upenn.edu/courses/1642728/assignments/9983357)</a>	due by 5:30pm

Date	Details	Due
	 <a href="https://canvas.upenn.edu/courses/1642728/assignments/9983358">Influence strategies exercise</a> ( <a href="https://canvas.upenn.edu/courses/1642728/assignments/9983358">https://canvas.upenn.edu/courses/1642728/assignments/9983358</a> )	due by 7:30pm
	 <a href="https://canvas.upenn.edu/courses/1642728/assignments/9983356">Extra credit</a> ( <a href="https://canvas.upenn.edu/courses/1642728/assignments/9983356">https://canvas.upenn.edu/courses/1642728/assignments/9983356</a> )	
	 <a href="https://canvas.upenn.edu/courses/1642728/assignments/9983361">Participation</a> ( <a href="https://canvas.upenn.edu/courses/1642728/assignments/9983361">https://canvas.upenn.edu/courses/1642728/assignments/9983361</a> )	