

Psychology 2500: Social Psychology

Fall, 2007
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Course Requirements

Each assignment counts 25% of the course grade:

1. A mid-semester take-home essay exam will be distributed Oct. 25 and due Nov. 1. You will be asked to answer 4 of 6 questions, limiting your answers to 2 double-spaced pages for each.
2. A take-home essay final exam of the same format will be distributed Jan. 14 and will be due at 5:00 PM on Jan. 19, to be submitted electronically.
3. For each class session, there will be main readings for the class as a whole. Your assignment is to do the main readings and then turn in comments on them by the day on which the topic is covered. The comments (1 page maximum) should always include a few sentences summarizing all the readings, and then also your response to the readings. This response could include, for instance, the most interesting or important idea you found in the readings or had about the topic, an example of something you have experienced that is relevant to the topic, or a design for a study. You may take 2 “get out of comments free” days without penalty.
4. In addition, beginning Oct. 4, on each of 4 occasions you will select one of the presentation readings to prepare for the class. You should prepare a one-page paper summarizing that reading for the class, and give a short presentation in class to overview the reading and relate it to the main readings.

Outline and Readings

Sept. 20 Organizational Meeting

Sept. 27 The Classic Experiments

Main Readings:

- Asch, S. E. (1955). Opinions and social pressure. *Scientific American*, 19, 31-35.
- Darley, J. M., & Latané, B. (1968). Bystander intervention in emergencies: Diffusion of responsibility. *Journal of Personality and Social Psychology*, 8, 377-383.
- Festinger, L., & Carlsmith, J. M. (1959). Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 58, 203-210.

- Milgram, S. (1963). Behavioral study of obedience. *Journal of Abnormal and Social Psychology*, 67, 371-378.
- Schachter, S., & Singer, J. E. (1962). Cognitive, social, and physiological determinants of emotional state. *Psychological Review*, 69, 379-399.

Background:

- Aronson, E., Wilson, T. D., & Brewer, M. B. (1998). Experimentation in social psychology. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 1, pp. 99-142). Boston, MA: McGraw-Hill.
- Cleland, C. E. (2001). Methodological and epistemic differences between historical science and experimental science. *Philosophy of Science*, 69, 474-496.
- Miller, A. G., Gordon, A. K., & Buddie, A. M. (1999). Accounting for evil and cruelty: Is to explain to condone? *Personality and Social Psychology Review*, 3, 254-268.
- Orne, M. T. (1962). On the social psychology of the psychological experiment: With particular reference to demand characteristics and their implications. *American Psychologist*, 17, 776-783.
- Ross, L., & Nisbett, R. E. (1992). *The person and the situation*. New York: McGraw-Hill. (Chapter 2: The power of the situation)
- Wegner, D. M., & Gilbert, D. T. (2000). Social psychology--the science of human experience. In H. Bless & J. P. Forgas (Eds.), *The message within: Subjective experience in social cognition and behavior* (pp. 1-9). Philadelphia, PA: Psychology Press.

Oct. 4 Attitudes and Emotion

Main Readings:

- Zajonc, R. B. (1980). Feeling and thinking: Preferences need no inferences. *American Psychologist*, 35, 151-175.
- Ekman, P. (1984). Expression and the nature of emotion. In K. Scherer & P. Ekman (Eds.), *Approaches to emotion* (pp. 319-343). Hillsdale, NJ: Erlbaum.
- Haidt, J. (2001). The emotional dog and its rational tail: A social intuitionist approach to moral judgment. *Psychological Review*, 108, 814-834

Presentations:

- Cacioppo, J. T., Priester, J. R., & Berntson, G. G. (1993). Rudimentary determinants of attitudes, II: Arm flexion and extension have differential effects on attitudes. *Journal of Personality and Social Psychology*, 65, 5-17.
- Wheatley, T., & Haidt, J. (2005). Hypnotic disgust makes moral judgments more severe. *Psychological Science*, 16, 780-784.
- Keltner, D. (1995). Signs of appeasement: Evidence for the distinct displays of embarrassment, amusement, and shame. *Journal of Personality and Social Psychology*, 68, 441-454.

Bushman, B. J. (2005). Violence and sex in television programs do not sell products in advertisements. *Psychological Science*, *16*, 702-708.

Background:

Wilson, T. D., & Gilbert, D. T. (2003). Affective forecasting. In M. Zanna (Ed.), *Advances in experimental social psychology*, Vol. 35 (pp. 345-411). New York: Elsevier.

Eagly, A. H. & Chaiken, S. (1998). Attitude structure and function. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 1, pp. 269-322). Boston, MA: McGraw-Hill.

Niedenthal, P. M., Barsalou, L. W., Winkielman, P., Krauth-Gruber-S., & Ric, F. (2005). Embodiment in attitudes, social perception, and emotion. *Personality and Social Psychology Review*, *9*, 184-211.

Olson, J. M., & Stone, J. (2005). The influence of behavior on attitudes. In D. Albarracin, B. Johnson, & M. Zanna (Eds), *Handbook of Attitudes* (pp. 223-271). Mahwah, NJ: Erlbaum.

Wicklund, R. A., & Brehm, J. W. (1976). *Perspectives on cognitive dissonance*. Hillsdale, NJ: Erlbaum.

Oct. 11 Self-Understanding

Main Readings:

Dijksterhuis, A., & Nordgren, L. F. (2006). A theory of unconscious thought. *Perspectives on Psychological Science*, *1*, 95-109.

Markus, H. R., & Kitayama, S. (1991). Culture and the self: Implications for cognition, emotion, and motivation. *Psychological Review*, *98*, 224-253.

Nisbett, R. E., & Wilson, T. D. (1977). Telling more than we can know: Verbal reports on mental processes. *Psychological Review*, *84*, 231-259.

Presentations:

Gallup, G. G., Jr. (1977). Self-recognition in primates: A comparative approach to the bidirectional properties of consciousness. *American Psychologist*, *32*, 329-338.

Schwarz, N., Bless, H., Strack, F., Klumpp, G., Rittenauer-Schatka, H., & Simons, A. (1991). Ease of retrieval as information: Another look at the availability heuristic. *Journal of Personality and Social Psychology*, *61*, 195-202.

Pelham, B. W., Mirenberg, M. C., & Jones, J. T. (2002). Susie sells seashells by the seashore: Implicit egotism and major life decisions. *Journal of Personality and Social Psychology*, *82*, 469-487.

Arndt, J., Greenberg, J., Pyszczynski, T., & Solomon, S. (1997). Subliminal exposure to death-related stimuli increases defense of the cultural worldview. *Psychological Science*, *8*, 379-385.

Swann, W. B., Jr. (1997). The trouble with change: Self-verification and allegiance to the self. *Psychological Science*, *8*, 177-180.

Background:

- Baumeister, R. F. (1998). The self. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 1, pp. 680-740). Boston, MA: McGraw-Hill.
- Crocker, J., Major, B., & Steele, C. (1998). Social stigma. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 2, pp. 504-553). Boston, MA: McGraw-Hill.
- Vallacher, R. R., & Wegner, D. M. (1987). What do people think they're doing? Action identification and human behavior. *Psychological Review*, *94*, 3-15.
- Wicklund, R. A. (1975). Objective self-awareness. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 8, pp. 233-275). New York: Academic Press.

Oct. 18 Consciousness and Automaticity

Main Readings:

- Wegner, D. M. (1994). Ironic processes of mental control. *Psychological Review*, *101*, 34-52.
- Bargh, J. A., Chartrand, T. L. (1999). The unbearable automaticity of being. *American Psychologist*, *54*, 462-479.
- Wegner, D. M., & Wheatley, T. P. (1999). Apparent mental causation: Sources of the experience of will. *American Psychologist*, *54*, 480-492.

Presentations:

- Ambady, N., & Rosenthal, R. (1993). Half a minute: Predicting teacher evaluations from thin slices of nonverbal behavior and physical attractiveness. *Journal of Personality & Social Psychology* *64*, 431-441.
- Holland, R. W., Hendriks, M., & Aarts, H. (2005). Smells like clean spirit: Nonconscious effects of scent on cognition and behavior. *Psychological Science*, *16*, 689-693.
- Baumeister, R. F., Bratslavsky, E., Muraven, M., & Tice, D. M. (1998). Ego depletion: Is the active self a limited resource? *Journal of Personality and Social Psychology*, *74*, 1252-1265.
- Wegner, D.M., Sparrow, B. & Winerman, L. (2004). Vicarious agency: Experiencing control over the movements of others. *Journal of Personality and Social Psychology*, *86*, 838-848.

Background:

- Langer, E. J. (1989). Minding matters: The consequences of mindlessness-mindfulness. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 22, pp 137-174). San Diego, CA: Academic Press.
- Taylor, S. E., & Brown, J. D. (1988). Illusion and well-being: A social psychological perspective on mental health. *Psychological Bulletin*, *103*, 193-210.

Bargh, J. A., & Chartrand, T. L. (2000). The mind in the middle: A practical guide to priming and automaticity research. In H. T. Reis & C. M. Judd (Eds.), *Handbook of research methods in social and personality psychology* (pp. 253-285). New York: Cambridge University Press.

Oct. 25 Social Neuroscience

Main readings:

Mitchell, J. P., Mason, M. F., Macrae, C. N., & Banaji, M. R. (2005). Thinking about others: Neural substrates of social cognition. In J. T. Cacioppo, P. S. Visser, & C. KL. Pickett (Eds.), *Social neuroscience: People thinking about people* (pp. 63-82). Cambridge, MA: MIT Press.

Blakemore, S. J., Winson, J., & Frith, U. (2004). Social cognitive neuroscience: Where are we heading? *Trend in Cognitive Sciences*, 8, 216-222.

Adolphs, R. (2001). The neurobiology of social cognition. *Current Opinion in Neurobiology*, 11, 231-239.

Presentations:

Decety, J., & Chaminade, T. (2003). Neural correlates of feeling sympathy. *Neuropsychologia*, 41, 127-138.

Eisenberger, N. I., Lieberman, M. D., & Williams, K. D. (2003). Does rejection hurt? An fMRI study of social exclusion. *Science*, 302, 290-292.

Phelps, E. A., O'Connor, K. J., Cunningham, W. A., Funayama, E. S., Cagenby, J. C., Gore, J. C., & Banaji, M. (2000). Performance on indirect measures of race evaluation predicts amygdala activation. *Journal of Cognitive Neuroscience*, 12, 729-738.

Greene, J. D., Sommerville, R. B., Nystrom, L. E., Darley, J. M., & Cohen, J. D. (2001). An fMRI investigation of emotional engagement in moral judgment. *Science*, 293, 2105.

Gailliot, M. T., Baumeister, R. F., Scmeichel, B. J., DeWall, C. N., Maner, J. K., Plant, E. A., Tice, D. M., & Brewer, L. E. (2007). Self-control relies on glucose as a limited energy source: Willpower is more than a metaphor. *Journal of Personality and Social Psychology*, 92, 325-336.

Background:

Cacioppo, J. T., et al. (2007). Social neuroscience: Progress and implications for mental health. *Perspectives on Psychological Science*, 2, 99-123.

Feinberg, T. E. (2001). *Altered egos: How the brain creates the self*. New York: Oxford University Press.

Klein, S. B., & Kihlstrom, J.F. (1998). On bridging the gap between social-personality psychology and neuropsychology. *Personality and Social Psychology Review*, 2, 228-242.

Oct. 25-Nov. 1 Mid-Semester Exam

Nov. 8 Mind Perception and Attribution

Main Readings:

- Gilbert, D. T. (1998). Ordinary personology. In D. T. Gilbert, S. T., Fiske, & G. Lindzey, (Eds.) *The handbook of social psychology* (4th edition, pp. 89-150). New York: McGraw Hill.
- Epley, N., Waytz, A., & Cacioppo, J. (in press). On seeing human: A three-factor theory of anthropomorphism. *Psychological Review*.

Presentations:

- Ross, M., & Sicoly, F. (1979). Egocentric biases in availability and attribution. *Journal of Personality and Social Psychology*, 37, 322-336.
- Barrett, J. L., & Keil, F. C. (1996). Conceptualizing a nonnatural entity: Anthropomorphism and God concepts. *Cognitive Psychology*, 31, 219-247.
- Loughnan, S., & Haslam, N. (2007). Animals and androids: Implicit associations between social categories and nonhumans. *Psychological Science*, 18, 116-121.
- Platek, S. M., Critton, S. R., Myers, T. E., & Gallup, G. G., Jr. (2003). Contagious yawning: The role of self-awareness and mental state attribution. *Cognitive Brain Research*, 17, 223-227.

Background:

- Heider, F. (1958). *The psychology of interpersonal relations*. New York: Wiley.
- Jones, E. E., Kanouse, D. E., Kelley, H. H., Nisbett, R. E., Valins, S., and Weiner, B. (Eds.) (1972). *Attribution: Perceiving the causes of behavior*. Morristown, NJ: General Learning Press.
- Nisbett, R. E., & Ross, L. (1980). *Human inference: Strategies and shortcomings of social judgment*. Englewood Cliffs, NJ: Prentice Hall.
- Tversky, A., & Kahneman, D. (1974). Judgment under uncertainty: Heuristics and biases. *Science*, 185, 1124-1131.

Nov. 15 Social Cognition and Stereotyping

Main Readings:

- Greenwald, A. G., & Banaji, M. R. (1995). Implicit social cognition: Attitudes, self-esteem, and stereotypes. *Psychological Review*, 102, 4-27.
- Devine, P. G. (1989). Stereotypes and prejudice: Their automatic and controlled components. *Journal of Personality and Social Psychology*, 56, 5-18.
- Macrae, C. N., Bodenhausen, G. V., Milne, A. B., & Jetten, J. (1994). Out of mind but back in sight: Stereotypes on the rebound. *Journal of Personality and Social Psychology*, 67, 808-817.

Presentations:

- Glick, P., Fiske, S. T., et al. (2000). Beyond prejudice as simple antipathy: Hostile and benevolent sexism across cultures. *Journal of Personality and Social Psychology*, *79*, 763-775.
- Macrae, C. N., Hood, B. M., Milne, A. B., Rowe, A. C., & Mason, M. F. (2002). Are you looking at me? Eye gaze and person perception. *Psychological Science*, *13*, 460-464.
- Mendes, W. B., Gray, H. M., Mendoza-Denton, R., Major, B., & Epel, E. S. (2007). Why egalitarianism might be good for your health: Physiological thriving during stressful intergroup encounters. *Psychological Science*, *18*, 991-998.
- Dar-Nimrod, I., & Heine, S. J. (2007). Exposure to scientific theories affects women's math performance. *Science*, *314*, 435.

Background:

- Macrae, C. N. & Bodenhausen, G. V. (2000). Social cognition: Thinking categorically about others. *Annual Review of Psychology*, *51*, 93-120.
- Fiske, S. T. (1998). Stereotyping, prejudice, and discrimination. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 2, pp. 357-414). Boston, MA: McGraw-Hill.
- Steele, C. M. & Aronson, J. (1995). Stereotype threat and the intellectual test performance of African Americans. *Journal of Personality and Social Psychology*, *69*, 797-811.
- Monin, B., & Miller, D. T. (2001). Moral credentials and the expression of prejudice. *Journal of Personality and Social Psychology*, *81*, 33-43.

Nov. 29 Attraction and Relationships

Main Reading:

- Clark, M. S., & Pataki, S. P. (1995). Interpersonal processes influencing attraction and relationships. In A. Tesser (Ed.), *Advanced social psychology* (pp. 283-331). New York: McGraw-Hill.

Presentations:

- Fiske, A. L., Haslam, N., & Fiske, S. T. (1991). Confusing one person with another: What errors reveal about the elementary forms of social relations. *Journal of Personality and Social Psychology*, *60*, 656-674.
- Kosfeld, M., Heinrichs, M., Zak, P. J., Fischbacher, U., & Fehr, E. (2005). Oxytocin increases trust in humans. *Nature*, *435*, 673-676.
- Jones, J. T., Pelham, B. W., Carvallo, M. & Mirenberg, M. C. (2004). How do I love thee? Let me count the Js: Implicit egotism and interpersonal attraction. *Journal of Personality and Social Psychology*, *87*, 665-683.

- Slatcher, R. B., & Pennebaker, J. W. (2006). How do I love thee? Let me count the words. *Psychological Science, 17*, 660-664.
- Willis, J., & Todorov, A. (2006). First impressions: Making up your mind after a 100-ms exposure to a face. *Psychological Science, 17*, 592-598.

Background:

- Rusbult, C. E. & Van Lange, P. A. M. (1996). Interdependence processes. In E. T. Higgins & A. W. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (pp. 564-596). New York: Guilford Press.
- Berscheid, E. & Reis, H. T. (1998). Attraction and close relationships. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 2, pp. 193-281). Boston, MA: McGraw-Hill.
- Kelley, H. H., Berscheid, E., Christensen, A., Harvey, J. H., Huston, T. L., Levinger, G., McClintock, E., Peplau, L. A., & Peterson, D. R. (1983). *Close relationships*. New York: W. H. Freeman.

Dec. 6 Social Evolution

Main Readings:

- Buss, D. M., & Schmitt, D. P. (1993). Sexual strategies theory: A contextual evolutionary analysis of human mating. *Psychological Review, 100*, 204-232.
- Hare, B., Brown, M., Williamson, C., & Thomasello, M. (2002). The domestication of social cognition in dogs. *Science, 298*, 1634-1636.

Presentations:

- Campbell, A. (1999). Staying alive: Evolution, culture, and women's intra-sexual aggression. *Behavioral & Brain Sciences, 22*, 203-252.
- Buss, D. M. & Shackelford, T. K. (1997). From vigilance to violence: Mate retention tactics in married couples. *Journal of Personality and Social Psychology, 72*, 346-361.
- Gangestad, S. W., Simpson, J. A., Cousins, A. J., Garver-Apgar, C. E., & Cristensen, P. N. (2004). Women's preferences for male behavioral displays change across the menstrual cycle. *Psychological Science, 15*, 203-207.
- Hilton, N. Z., Harris, G. T., & Rice, M. E. (2000). The functions of aggression by male teenagers. *Journal of Personality and Social Psychology, 79*, 988-994.
- Tesser, A. (1993). The importance of heritability in psychological research: The case of attitudes. *Psychological Review, 100*, 129-142.

Background:

- Buss, D. M. (1989). Sex differences in human mate preferences: Evolutionary hypotheses tested in 37 cultures. *Behavioral and Brain Sciences, 12*, 1-49.

- Conway, L. G., III, & Schaller, M. (2002). On the verifiability of evolutionary psychological theories: An analysis of the psychology of scientific persuasion. *Personality and Social Psychology Review*, 6, 152-166.
- Dawkins, R. (1976). *The selfish gene*. New York: Oxford University Press.
- Fehr, E., & Gächter, S. (2002). Altruistic punishment in humans. *Nature*, 415, 137-140.
- Harris, C. R. (2003). A review of sex differences in sexual jealousy, including self-report data, psychophysiological responses, interpersonal violence, and morbid jealousy. *Personality and Social Psychology Review*, 7, 102-128.
- Trivers, R. (1985). *Social evolution*. Menlo Park, CA: Benjamin/Cummings.

Dec. 13 Social Exchange and Groups

Main Readings:

- Walster, E., Berscheid, E., & Walster, G. W. (1973). New directions in equity research. *Journal of Personality and Social Psychology*, 25, 151-176.
- Hofstadter, D. (1985). *Metamagical themas*. New York: Basic Books (Chapter 29: The prisoner's dilemma computer tournaments and the evolution of cooperation).
- Thompson, L. & Fine, G. A. (1999). Socially shared cognition, affect and behavior: A review and integration. *Personality and Social Psychology Review*, 3, 278-302.

Presentations:

- Baumeister, R. F., Stillwell, A., & Wotman, S. R. (1990). Victim and perpetrator accounts of interpersonal conflict: Autobiographical narratives about anger. *Journal of Personality and Social Psychology*, 59, 994-1005.
- Biernat, M. & Wortman, C. B. (1991). Sharing of home responsibilities between professionally employed women and their husbands. *Journal of Personality and Social Psychology*, 60, 844-860.
- Cohen, D., Nisbett, R. E., Bowdle, B. F., & Schwarz, N. (1996). Insult, aggression, and the southern culture of honor: An "experimental ethnography." *Journal of Personality and Social Psychology*, 70, 945-960.
- Heritage, J., & Greatbatch, D. (1986). Generating applause: A study of rhetoric and response and party political conferences. *American Journal of Sociology*, 92, 110-157.
- Vohs, K. D., Mead, N. L., & Goode, M. R. (2007). The psychological consequences of money. *Science*, 314, 1154-1156.

Background:

- Hackman, J. R., & Wageman, R. (2005). When and how team leaders matter. *Research in Organizational Behavior*, 26, 39-76.
- Thibaut, J., & Kelley, H. H. (1986). *The social psychology of groups*. New Brunswick, NJ: Transaction Books. (Originally published, 1959).

- Tyler, T. R. & Smith, H. J. (1998). Social justice and social movements. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 2, pp. 595-629). Boston, MA: McGraw-Hill.
- Steiner, I. D. (1986). Paradigms and groups. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 19, pp. 251-289). Orlando, FL: Academic Press.
- Levine, J. M., & Moreland, R. L. (1990). Progress in small group research. In L. W. Porter & M. R. Rosenzweig (Eds.), *Annual Review of Psychology*. (Vol. 41, pp. 585-634). Palo Alto, CA: Annual Reviews, Inc.
- Milgram, S., & Toch, H. (1968). Collective behavior: Crowds and social movements. In G. Lindzey & E. Aronson (Eds.), *Handbook of social psychology* (Vol. 4, pp. 507-610). Reading, MA: Addison-Wesley.

Final Exam Jan. 14 – Jan. 19