

# Psychology 2500: Advanced Social Psychology

Spring, 2009  
Dan Wegner  
1470 WJH, 496-2596

## Course Requirements

Each assignment counts 25% of the course grade:

1. A mid-semester take-home essay exam will be distributed Mar. 11 and due Mar. 18. 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 Apr. 29 and will be due at 5:00 PM on May 6, to be submitted electronically.
3. For each class session, there are 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 prepare you for class discussion, and should go beyond summarizing the reading to convey your own response. This response can be selective and could include, for instance, the most interesting idea you read or had about the topic, an example of something you have experienced that is relevant to the topic, an idea for a study, or an observation of how the readings interrelate. You may take 2 “get out of comments free” days without penalty. Participation in class discussion is also part of this assignment.
4. In addition, beginning Feb. 18, on each of 3-4 occasions (to be determined by class size) you will select one of the presentation readings to deliver to 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

**Jan. 28 Organizational Meeting**

**Feb. 4 SPSP Break**

**Feb. 11 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.

## **Feb. 18 Emotions and Attitudes**

#### Main Readings:

- Ekman, P. (1984). Expression and the nature of emotion. In K. Scherer & P. Ekman (Eds.), *Approaches to emotion* (pp. 319-343). Hillsdale, NJ: Erlbaum.
- 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.
- Zajonc, R. B. (1980). Feeling and thinking: Preferences need no inferences. *American Psychologist*, 35, 151-175.

#### Presentations:

- Tracy, J. L., & Robins, R. W. (2008). The nonverbal expression of pride: Evidence for cross-cultural recognition. *Journal of Personality and Social Psychology*, 94, 316-330.
- Rozin, P., Millman, L., & Nemeroff, C. (1986). Operation of the laws of sympathetic magic in disgust and other domains. *Journal of Personality and Social Psychology*, 50, 703-712.

- Greitemeyer, T. (2009). Effects of songs with prosocial lyrics on prosocial thoughts, affect, and behavior. *Journal of Experimental Social Psychology, 45*, 186-190.
- Chandler, J., & Schwartz, N. (2009). How extending your middle finger affects your perception of others: Learned movements influence concept accessibility. *Journal of Experimental Social Psychology, 45*, 123-128.

#### 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.
- Olson, J. M., & Stone, J. (2005). The influence of behavior on attitudes. In D. Albarracín, 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.

### **Feb. 25 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.
- Vandello, J. A., Bosson, J. K., Cohen, D., Bounaford, R. M., & Weaver, J. R. (2008). Precarious manhood. *Journal of Personality and Social Psychology, 95*, 1325-1339.
- 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:

- Bem, D. (1972). Self-perception theory. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 6). New York: Academic Press.
- 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.

#### **Mar. 4    Consciousness, Automaticity, and Priming**

Main Readings:

- Bargh, J. A., & Chartrand, T. L. (1999). The unbearable automaticity of being. *American Psychologist*, *54*, 462-479.
- Wegner, D. M. (1994). Ironic processes of mental control. *Psychological Review*, *101*, 34-52.
- 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.
- Vohs, K. D., Mead, N. L., & Goode, M. R. (2006). The psychological consequences of money. *Science*, *314*, 1154-1156.
- Pronin, E., Wegner, D. M., McCarthy, K., & Rodriguez, S. (2006). Everyday magical powers: The role of apparent mental causation in the overestimation of personal influence. *Journal of Personality and Social Psychology*, *91*, 218-231.
- Williams, L. E., & Bargh, J. A. (2008). Experiencing physical warmth promotes interpersonal warmth. *Science*, *322*, 606-607.

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.

## **Mar. 11 Social Neuroscience**

### Main readings:

Adolphs, R. (2003). Cognitive neuroscience of human social behavior. *Nature Reviews Neuroscience*, 4, 165-178.

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

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. L. Pickett (Eds.) *Social neuroscience: People thinking about people* (pp. 63-82). Cambridge, MA : MIT Press.

### Presentations:

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., Schmeichel, 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.

Singer, T., Seymour, B., O'Doherty, J., Kaube, H., Dolan, R. J., & Frith, C. D. (2004). Empathy for pain involves the affective but not sensory components of pain. *Science*, 303, 1157-1162.

### Background:

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.

## **Mar. 18 Mid-Semester Exam Due**

## **Apr. 1 Mind Perception and Attribution**

### Main Readings:

- Epley, N., Waytz, A., & Cacioppo, J. (2007). On seeing human: A three-factor theory of anthropomorphism. *Psychological Review*, *114*, 864-886.
- 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.
- Gray, H., Gray, K., & Wegner, D. M. (2007). Dimensions of mind perception. *Science*, *315*, 619.

### 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.
- Dennett, D. (1997). *Kinds of minds*. New York: Basic Books.

## **Apr. 8 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:

Fiske, S. T., Cuddy, A., Glick, P., & Xu, J. (2002). A model of (often mixed) stereotype content: Competence and warmth respectively follow from perceived status and competition. *Journal of Personality and Social Psychology*, *82*, 878-902.

Gray, H. M., Mendes, W. B., & Denny-Brown, C. (2008). An in-group advantage in detecting intergroup anxiety. *Psychological Science*, *19*, 1233-1237.

Dar-Nimrod, I., & Heine, S. J. (2007). Exposure to scientific theories affects women's math performance. *Science*, *314*, 435.

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:

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.

## **Apr. 15 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.

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.

Hare, B., Brown, M., Williamson, C., & Tomasello, 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.

Fehr, E., & Gächter, S. (2002). Altruistic punishment in humans. *Nature*, *415*, 137-140.

- 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.
- McKibbin, W. F., Shackelford, T. K., Goetz, A. T., & Starratt, V. G. (2008). Why do men rape? An evolutionary psychological perspective. *Review of General Psychology, 12*, 86-97.

#### Background:

- Buss, D. M. (1989). Sex differences in human mate preferences: Evolutionary hypotheses tested in 37 cultures. *Behavioral and Brain Sciences, 12*, 1-49.
- 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.
- Dawkins, R. (1976). *The selfish gene*. New York: Oxford University Press.
- 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.

### **Apr. 22    Morality and Social Exchange**

#### Main Readings:

- Haidt, J. (2001). The emotional dog and its rational tail: A social intuitionist approach to moral judgment. *Psychological Review, 108*, 814-834.
- Hofstadter, D. (1985). *Metamagical themas*. New York: Basic Books (Chapter 29: The prisoner's dilemma computer tournaments and the evolution of cooperation).
- Walster, E., Berscheid, E., & Walster, G. W. (1973). New directions in equity research. *Journal of Personality and Social Psychology, 25*, 151-176.

#### 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.
- Zhong, C., & Liljenquist, K. (2006). Washing away your sins: Threatened morality and physical cleansing. *Science, 313*, 1451-1452.
- Wheatley, T., & Haidt, J. (2005). Hypnotic disgust makes moral judgments more severe. *Psychological Science, 16*, 780-784.

Background:

- Monin, B., Pizarro, D. A., & Beer, J. S. (2007). Deciding versus reacting: Conceptions of moral judgment and the reason-affect debate. *Review of General Psychology, 11*, 99-111.
- Gray, K., & Wegner, D. M. (2009). Moral typecasting: Divergent perceptions of moral agents and moral patients. *Journal of Personality and Social Psychology.*
- 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.

## **April 29 Relationships, Groups, and Networks**

- 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.
- Wegner, D. M. (1986). Transactive memory: A contemporary analysis of the group mind. In B. Mullen & G. R. Goethals (Eds.), *Theories of group behavior* (pp. 185-208). New York: Springer-Verlag.
- Ball, P. (2004). *Critical mass* (pp. 108-147). New York: Ferrar, Strauss, & Groux.

Presentations:

- Kosfeld, M., Heinrichs, M., Zak, P. J., Fischbacher, U., & Fehr, E. (2005). Oxytocin increases trust in humans. *Nature, 435*, 673-676.
- Diamond, L. M., Hicks, A. M., Otter-Henderson, K. D. (2008). Every time you go away: Changes in affect, behavior, and physiology associated with travel-related separations from romantic partners. *Journal of Personality and Social Psychology, 95*, 385-403.
- Eastwick, P. W., & Finkel, E. J. (2008). Sex differences in mate preferences revisited: Do people know what they initially desire in a romantic partner? *Journal of Personality and Social Psychology, 94*, 245-264.
- Wiltermuth, S. S., & Heath, C. (2009). Synchrony and cooperation. *Psychological Science, 20*, 1-5.

Background:

- 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.
- 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.
- Thibaut, J., & Kelley, H. H. (1986). *The social psychology of groups*. New Brunswick, NJ: Transaction Books. (Originally published, 1959).