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Office hours: by email or appointment by phone

PSY 7406J –2LM (33691)

Social Psychology, Spring 2021

Tuesday 2:00-3:50 via Zoom (given Covid-19 pandemic)

This course is an introduction to social psychology. G.W. Allport, one of the giants in social psychology, identified the scope of the field as “the thought, feeling, and behavior of individuals” in the context of and shaped by the “actual, imagined, or implied presence of others.” Clearly, the scope of social psychology is broad and the field overlaps with many other fields of psychology to some extent. A one-semester course can only skim the surface of social psychology. This course will do that. By its end, the student should have a basic familiarity with many social psychological issues.

Requirements

Each student will select a substantive area or topic to investigate in detail and summarize for the seminar via an oral presentation. The student will generate a final paper that further elaborates on the area of interest or that addresses another area of concern in social psychology. The paper must be grounded in social psychology’s theoretical and empirical literature, but it may integrate, add to, or illuminate other psychological perspectives, if appropriate. The paper must be *no more* than 15 double-spaced pages that adheres to APA writing style and is copied single-sided. *The term paper is due at the last meeting of the course.*

The first half of most weekly meetings will be devoted to review and discussion of the assigned readings, and the remaining half to a student’s oral presentation. For both parts of the weekly gathering (i.e., the assigned readings and oral presentations), critical evaluation of the literature and originality of ideas will be rewarded, as will class participation.

Readings

All readings are available on Blackboard, except books. Recommended readings are identified below by an asterisk. Articles should be read in the order listed.

Abbreviations

ARP = *Annual Review of Psychology*

JPSP = *Journal of Personality and Social Psychology*

Course Schedule and Readings

February 2: Introduction

February 9: Attitude

Ajzen, I. (2001). Nature and operations of attitudes. *ARP*, 52, 27-58.

Greenwald, A.G., & Banaji, M.R. (1995). Implicit social cognition: Attitudes, self-esteem, and stereotypes. *Psychological Review*, 102, 4-27. **(You are responsible for pp. 4-10 and 17-18. For pp. 17-18, read the subsection on “Attention as a Moderator of Implicit Cognition”)**

Eagly, A.H., & Chaiken, S. (2007). The advantages of an inclusive definition of attitude. *Social Cognition*, 25, 582-602.

*Greenwald, A.G., & Banaji, M.R. (2017). The implicit revolution: Reconceiving the relation between conscious and unconscious. *American Psychologist*, 72, 861-871.

*Nosek, B.A., Hawkins, C.B., & Frazier, R.S. (2011). Implicit social cognition: From measures to mechanisms. *Trend in Cognitive Sciences*, 15, 152-159.

*Ajzen, I. & Fishbein, M. (1980). *Understanding attitudes and predicting social behavior*. Englewood Cliffs, NJ: Prentice-Hall.

Note. In 2007, *Social Cognition* devoted an entire issue (#5) to attitudes.

February 16: Attitude Formation/Change and Behavior

Crano, W.D., & Prislun, R. (2006). Attitudes and persuasion. *ARP*, 57, 345-374.

Festinger, L., & Carlsmith, J.M. (1959). Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 37, 508-515.

Albarraacín, D., & Shavitt, S. (2018). Attitudes and attitude change. *ARP*, 69, 299-327.

*Ajzen, I. (1991). The theory of planned behavior. *Organizational Behavior and Human Decision Processes*, 50, 179-211.

*Howe, L. C., & Krosnick, J. A. (2017). Attitude strength. *ARP*, 68, 327-351.

*Cooper, J. (2007). *Cognitive dissonance: Fifty years of a classic theory*. Thousand Oaks, CA: Sage.

*Stone, J., & Cooper, J. (2001). A self-standards model of cognitive dissonance. *Journal of Experimental Social Psychology*,

37, 228-243.

- *Tankard, M.E., & Levy Paluck, E. (2017). The effect of a Supreme Court decision regarding gay marriage on social norms and personal attitudes. *Psychological Science*, 28, 1334-1344.
- *Halliwell, E., & Diedrichs, P.C. (2014). Testing a dissonance body image intervention among young girls. *Health Psychology*, 33, 201-204.
- *Petty, R.E., & Cacioppo, J.T. (1986). The elaboration likelihood model of persuasion. *Advances in Experimental Social Psychology*, 19, 124-205.
- *Wood, W. (2000). Attitude change: Persuasion and social influence. *ARP*, 51, 539-570.
- *Bohner, G., & Dickel, N. (2011). Attitudes and attitude change. *ARP*, 62, 391-417.
- *Fishbein, M., & Ajzen, I. (2010). *Predicting and changing behavior: The reasoned action approach*. New York: Psychology Press.
- *Ajzen, I. (2011). The theory of planned behaviour: Reactions and reflections. *Psychology and Health*, 26, 1113-1127.
- *Glasman, L.R., & Albarracín, D. (2006). Forming attitudes that predict future behavior: A meta-analysis of the attitude-behavior relation. *Psychological Bulletin*, 132, 778-822.

February 23: Evolutionary Psychology and Social Psychology

- Neuberg, S.L., Kenrick, D.T., & Schaller, M. (2010). Evolutionary social psychology. In Fiske, S.T., Gilbert, D.T., & Lindzey, G. (eds.), *Handbook of social psychology*. (5th ed., vol. 2, pp. 761-796). Hoboken, NJ: Wiley.
- *MacDonald, G., & Leary, M.R., (2005). Why does social exclusion hurt? The relationship between social and physical pain. *Psychological Bulletin*, 131, 202-223.
- *MacDonald, G., & Leary, M.R., (2005). Roles of social pain and defense mechanism in response to social exclusion: Reply to Panksepp (2005) and Corr (2005). *Psychological Bulletin*, 131, 237-240.

March 2: Terror Management Theory

- Pyszczynski, T., Greenberg, J., Koole, S., & Solomon, S. (2010). Experimental existential psychology: Coping with the facts of life. In Fiske, S.T., Gilbert, D.T., & Lindzey, G. (eds.), *Handbook of social psychology*. (5th ed., vol. 1, pp. 724-757). Hoboken, NJ: Wiley.
- *Schimel, J., Simon, L., Greenberg, J., Pyszczynski, T., Solomon, S., Waxmonsky, J., & Arndt, J. (1999). Stereotypes and terror management: Evidence that mortality salience enhances stereotypic thinking and preferences. *JPSP*, 77, 905-926.

March 9: Social Dominance Theory

- Pratto, F., Sidanius, J., & Levin, S. (2006). Social dominance theory and the dynamics of intergroup relations: Taking stock and looking forward. *European Review of Social Psychology*, 17, 271-320.
- *Kugler, M., Jost, J.T., & Noorbaloochi, S. (2014). Another look at moral foundations theory: Do authoritarianism and social dominance orientation explain liberal-conservative differences in “moral” intuitions? *Social Justice Research*, 27, 413-431.
- *Schmitt, M.T., & Branscombe, N.R. (2003). Will the *real* social dominance theory please stand up? *British Journal of Social Psychology*, 42, 215-219.

March 16: Social Influence

- Bond, R., & Smith, P.B. (1996). Culture and conformity: A meta-analysis of studies using Asch's (1952b, 1956) line judgment task. *Psychological Bulletin*, 119, 111-137. (Note. **If you are unfamiliar with Asch's work, see the recommended article by him, cited below. You must know Asch's work to appreciate and understand Bond and Smith's work.**)
- Darley, J.M., & Latané, B. (1968). Bystander intervention in emergencies: Diffusion of responsibility. *JPSP*, 8, 377-383.
- Burger, J.M. (2009). Replicating Milgram: Would people still obey today? *American Psychologist*, 64, 1-11. (**The original work by Milgram is cited below.**)
- Chartrand, T.L., & Bargh, J.A. (1999). The chameleon effect: The perception-behavior link and social interaction. *JPSP*, 76, 893-910.
- *Asch, S.E. (1955). Opinions and social pressure. *Scientific American*, 193(5), 31-35.
- *Milgram, S. (1963). Behavioral study of obedience. *Journal of Abnormal and Social Psychology*, 67, 371-378.
- *Fischer, P., Krueger, J.I., Greitemeyer, T., Vogrincic, C., Kastenmüller, A., Frey, D... & Kainbacher, M. (2011). The bystander-effect: A meta-analytic review on bystander intervention in dangerous and non-dangerous emergencies. *Psychological Bulletin*, 137, 517-537.
- *Twemlow, S.W., Fonagy, P., & Sacco, F.C. (2004). The role of the bystander in the social architecture of bullying and violence in schools and communities. *Annals of the New York Academy of Sciences*, 1036(1), 215-232.
- *Polanin, J.R., Espelage, D.L., & Pigott, T.D. (2012). A meta-analysis of school-based bullying prevention programs'

effects on bystander intervention behavior. *School Psychology Review*, 41(1), 47-65.

Note. We would have reviewed the following articles on Social Influence in a second session, had it been possible.

*Cialdini, R.B., & Goldstein, N.J. (2004). Social influence: Compliance and conformity. *ARP*, 55, 591-621.

*Kelman, H.C. (2006). Interests, relationships, identities: Three central issues for individuals and groups in negotiating their social environment. *ARP*, 57, 1-26. **(You are responsible just for pp. 1-19.)**

March 23: Automaticity of Social Behavior (get ready for stereotyping)

Bargh, J.A., Chen, M., & Burrows, L. (1996). Automaticity of social behavior: Direct effects of trait construct and stereotype activation on action. *JPSP*, 71, 230-244.

Schröder, T., & Thagard, P. (2013). The affective meanings of automatic social behaviors: Three mechanisms that explain priming. *Psychological Review*, 120, 255-280. **(The article uses neural network modeling, which is complicated. Feel free just to skim the findings on pp. 261-272, getting the gist of them.)**

Note. There is plenty of required reading for the next two weeks. Thus, you may want to start reading soon.

March 30: Spring Recess; no class

April 6: Prejudice and Discrimination

Greenwald, A.G., & Banaji, M.R. (1995). Implicit social cognition: Attitudes, self-esteem, and stereotypes. *Psychological Review*, 102, 4-27. **(You are responsible for pp. 14-17 and 19.)**

Devine, P.G. (1989). Stereotypes and prejudice: Their automatic and controlled components. *JPSP*, 56, 5-18.

Dovidio, J.F., Kawakami, K., & Gaertner, S.L. (2002). Implicit and explicit prejudice and interracial interaction. *JPSP*, 82, 62-68.

Kunda, Z., & Spencer, S.J. (2003). When do stereotypes come to mind and when do they color judgment? A goal-based theoretical framework for stereotype activation and application. *Psychological Bulletin*, 129, 522-544.

Sánchez, D.T., Chaney, K.E., Manuel, S.K., Wilton, L.S., & Remedios, J.D. (2017). Stigma by prejudice transfer: Racism threatens white women and sexism threatens men of color. *Psychological Science*, 28, 445-461.

Fiske, S.T. (2018). Stereotyped content: Warmth and competence endure. *Current Directions in Psychological Science*, 27, 67-73. (See her original article below, in 2002, for details. See her 2017 article for cross-cultural data.)

Pedulla, D.S. (2014). The positive consequences of negative stereotypes: Race, sexual orientation, and the job application process. *Social Psychology Quarterly*, 77, 75-94.

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

*Fiske, S.T. (2017). Prejudice in cultural contexts: Shared stereotypes (gender, age) versus variable stereotypes (race, ethnicity, religion). *Perspectives on Psychological Science*, 12, 791-799.

*Cuddy, A.J.C., Fiske, S.T., & Glick, P. (2007). The BIAS map: Behaviors from intergroup affect and stereotypes. A model *JPSP*, 92, 631-648. (This is an elaboration of Fiske et al., 2002)

April 13: Intergroup Relations

Hewstone, M., Rubin, M., & Willis, H. (2002). Intergroup bias. *ARP*, 53, 575-604.

Pettigrew, T.F. (1998). Intergroup contact theory. *ARP*, 49, 65-85.

Cortland, C.I., Craig, M.A., Shapiro, J.R., Richeson, J.A., Neel, R., & Goldstein, N.J. (2017). Solidarity through shared disadvantage: Highlighting shared experiences of discrimination improves relations between stigmatized groups. *JPSP*, 113, 547-567.

Kteily, N.S., Sheehy-Skeffington, J., & Ho, A.K. (2017). Hierarchy in the eye of the beholder: (Anti-)egalitarianism shapes perceived levels of social inequality. *JPSP*, 112, 136-159.

*Hodson, G., Crisp, R.J., Meleady, R., & Earle, M. (2018). Intergroup contact as an agent of cognitive liberation. *Perspectives on Psychological Science*, 13, 523-548.

*Pettigrew, T. F. (2016). In pursuit of three theories: Authoritarianism, relative deprivation, and intergroup contact. *ARP*, 67, 1-23.

*Cottrell, C.A., & Neuberg, S.L. (2005). Different emotional reactions to different groups: A sociofunctional threat-based approach to "prejudice." *JPSP*, 88, 770-789.

*Leach, C.W., Spears, R., Branscombe, N.R., & Doosje, B. (2003). Malicious pleasure: Schadenfreude at the suffering of another group. *JPSP*, 84, 932-943.

*Wohl, M.J.A., & Branscombe, N.R. (2005). Forgiveness and collective guilt assignment to historical perpetrator groups depend on level of social category inclusiveness. *JPSP*, 88, 288-303.

*Pettigrew, T.F., & Tropp, L.R. (2006). A meta-analytic test of intergroup contact theory. *JPSP*, 90, 751-783.

*Smith, S.J., Axelton, A.M., & Saucier, D.A. (2009). The effects of contact on sexual prejudice: A meta-analysis. *Sex Roles*, 61, 178-191.

- *Mutz, D. C. (2018). Status threat, not economic hardship, explains the 2016 presidential vote. *PNAS*, *115*(19), E4330–E4339.
- *Paluck, E.L., & Green, D.P. (2009). Prejudice reduction: What works? A review and assessment of research and practice. *ARP*, *60*, 339-367. (Counterpoint)

April 20: Stereotype Effects on Victims

- Steele, C.M. (1997). A threat in the air: How stereotypes shape intellectual identity and performance. *American Psychologist*, *52*, 613-629.
- Schmader, T., Johns, M., & Forbes, C. (2008). An integrated process model of stereotype threat effects on performance. *Psychological Review*, *115*, 336-356.
- Major, B., & O'Brien, L.T. (2005). The social psychology of stigma. *ARP*, *56*, 393-421.
- *Williams, K.D. (2007). Ostracism. *ARP*, *58*, 425-452.
- *Crocker, J., & Major, B. (1989). Social stigma and self-esteem: The self-protective properties of stigma. *Psychological Review*, *96*, 608-630.
- *Frale, D.E.S., Platt, L., & Hoey, S. (1998). Concealable stigmas and positive self-perceptions: Feeling better around similar others. *JPSP*, *74*, 909-922.
- *Spencer, S.J., Logel, C., & Davies, P.G. (2016). Stereotype threat. *ARP*, *67*, 415-437.

April 27: Interpersonal Relationships

- Levine, S.S., Apfelbaum, E.P., Bernard, M., Bartelt, V.L., Zajac, E.J., & Stark, D. (2014). Ethnic diversity deflates price bubbles. *Proceedings of the National Academy of Sciences*, *111*(52), 18524-18529.
- Herbst, K.C., Gaertner, L., & Insko, C.A. (2003). My head says yes but my heart says no: Cognitive and affective attraction as a function of similarity to the ideal self. *JPSP*, *84*, 1206-1219.
- Frank, E., & Brandstätter, V. (2002). Approach versus avoidance: Different types of commitment in intimate relationships. *JPSP*, *82*, 208-221.
- Rom, E., & Mikulincer, M. (2003). Attachment theory and group processes: The association between attachment style and group-related representations, goals, memories, and functioning. *JPSP*, *84*, 1220-1235.
- *Feeney, B.C. (2004). A secure base: Responsive support of goal strivings and exploration in adult intimate relationships. *JPSP*, *87*, 631-648.
- *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. *JPSP*, *95*, 385-403.
- *Fincham, F.D., & Bradbury, T.N. (1987). The impact of attributions in marriage: A longitudinal analysis. *JPSP*, *53*, 510-517.
- *Li, N.P., Bailey, J.M., Kenrick, D.T., & Linsenmeier, J.A.W. (2002). The necessities and luxuries of mate preferences: Testing the tradeoffs. *JPSP*, *82*, 947-955.

May 4: The Self

- McAdams, D.P. (2013). The psychological self as actor, agent, and author. *Perspectives on Psychological Science*, *8*, 272-295.
- *Markus, H., & Nurius, P. (1986). Possible selves. *American Psychologist*, *41*, 954-969.
- *Brewer, M.B. (1991). The social self: On being the same and different at the same time. *Personality and Social Psychology Bulletin*, *17*, 475-482.
- *Markus, H., & Kitayama, S. (1991). Culture and the self: Implications for cognition, emotion, and motivation. *Psychological Review*, *98*, 224-253.
- *Baumeister, R.F. (1998). The self. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed., pp. 680-740). New York: McGraw-Hill.

May 11: Wrap-up

FINAL PAPER DUE by 5:00 pm.

EXTRA MATERIAL

Cognitive Consistency

- Simon, D., & Holyoak, K.J. (2002). Structural dynamics of cognition: From consistency theories to constraint satisfaction. *Personality and Social Psychology Review*, 6, 283-294.
- Greenwald, A.G., Banaji, M.R., Rudman, L.A., Farnham, S.D., Nosek, B.A., & Mellott, D.S. (2002). A united theory of implicit attitudes, stereotypes, self-esteem, and self-concept. *Psychological Review*, 109, 3-25.
- *Hart, W., Albarracín, D., Eagly, A.H., Brechan, I., Lindberg, M.J., & Merrill, L. (2009). Feeling validated versus being correct: A meta-analysis of selective exposure to information. *Psychological Bulletin*, 135, 555-588. (A timely review, given Trump's followers.)