

Course Outline

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|-------------------------|-------------------|--|----------------------------|----------|---------------|--|
| Course number | RBE250 | | | | | |
| Course title | Social Psychology | | | | | |
| Credit points | 3 ECTS (2 CP) | | | | | |
| Total hours | 30 | | | | | |
| Lecture hours | 26 | | | | | |
| Seminar and other hours | 4 | | | | | |
| Course level | Bachelor | | | | | |
| Prerequisites | None | | | | | |
| Category | Mandatory | | Restricted elective | X | Free elective | |

COURSE TEACHERS

| <i>Name</i> | <i>Academic degree</i> | <i>Academic position</i> |
|---------------|------------------------|--------------------------|
| Ģirts Dimdiņš | PhD | Visiting Professor |

COURSE ABSTRACT

The aim of the course is to provide students with basic knowledge in social psychology, to introduce constructs, methodology, classic and modern theories, and research in social psychology, and to provide understanding of how the knowledge of social psychology can be used in everyday interaction. Seminars include discussion of cases and classic experiments in social psychology.

COURSE OBJECTIVES

After the course, the students will be familiar with the constructs and theories of social psychology, and be proficient in the corresponding terminology. Students will learn practical applications of social psychological theories. After completing the course, students will be able to show the following:

- Academic competences:

- 1) have knowledge of socio-psychological theories, be able to use them in the analysis of socio-psychological processes and phenomena;
- 2) have basic knowledge of main literature sources in social psychology, distinguish academic sources from popular sources;

- Professional competences:

- 1) be able to use socio-psychological knowledge in persuasion;
- 2) be able to use mechanisms of social influence in the processes of management and sales;
- 3) be able to recognize errors in social judgments.

GRADING CRITERIA

| Criteria | Weighting |
|-----------------|------------------|
| Seminar tasks | 20% |
| Course paper | 30% |
| Exam | 50% |

COURSE PLAN – MAIN SUBJECTS

| No. | Main subjects | Planned hours |
|------------|--|----------------------|
| 1 | Social perception and social cognition | 6 |
| 2 | Mechanisms of social influence | 10 |
| 3 | Attitudes and attitude change | 4 |
| 4 | Psychology of groups | 6 |
| 5 | Prosocial behaviour and aggression | 4 |

COURSE PLAN – SESSIONS

| Session | Session subjects and readings | Lecture/seminar |
|----------------|--|------------------------|
| 1 | Introduction to Social Psychology. Course Overview and Requirements Hewstone et al. 2-40 | Lecture |
| 2 | Social Perception and Attribution Hewstone et al. 42-65 | Lecture |
| 3 | Social Cognition and Social Decision Making Hewstone et al. 66-86 | Lecture |
| 4 | Self and Social Identity Hewstone et al. 88-111 | Lecture |
| 5 | Milgram's Experiment: Movie and Discussion Optional reading: Burger, Milgram | Seminar |
| 6 | Social Influence: Types and Motives Hewstone et al. 216-226 | Lecture |
| 7 | Mechanisms of Social Influence Cialdini & Griskevicius | Lecture |
| 8 | Case Study: When the Prophecy Fails Exercise: Application and Recognition of Mechanisms of Social Influence | Seminar |
| 9 | Attitudes: Content, Structure, and Functions Hewstone et al. 112-133 | Lecture |
| 10 | Attitude Change Hewstone et al. 134-155 | Lecture |
| 11 | Affiliation, Attraction and Relationships Hewstone et al. 196-214 | Lecture |
| 12 | Psychology of Groups: Basic Principles Hewstone et al. 244-262 | Lecture |
| 13 | Effects of Social Categorization: Stereotyping, Prejudice and Intergroup Relations Hewstone et al. 290-314 | Lecture |
| 14 | Aggression Hewstone et al. 156-175 | Lecture |
| 15 | Prosocial behaviour | Lecture |

| Session | Session subjects and readings | Lecture/seminar |
|----------------|--------------------------------------|------------------------|
| | Hewstone et al. 176-195 | |

COURSE LITERATURE

| No. | Author, title, publisher |
|------------|--|
| 1 | Hewstone, M., Stroebe, W., & Jonas, K. (Eds.) (2008). <i>Introduction to social psychology: A European perspective</i> (4th ed.). Malden, MA: Blackwell. |
| 2 | Cialdini, R. B., & Griskevicius, V. (2010). Social influence. In R. F. Baumeister & E. J. Finkel (Eds.), <i>Advanced social psychology: The state of the science</i> (pp. 385-417). New York: Oxford University Press. |
| 3 | Burger, J. M. (2009). Replicating Milgram: Would people still obey today? <i>American Psychologist</i> , <i>64</i> , 1-11. |
| 4 | Milgram, S. (1963). Behavioral study of obedience. <i>Journal of Abnormal and Social Psychology</i> , <i>67</i> , 371-378. |