

Psychology 703: Social Bases of Behavior

"There is nothing so practical as a good theory"
Kurt Lewin (1951, p. 169)

Fall, 2006

Stephen J. Zaccaro (szaccaro@gmu.edu)

Office: King 3060B

Hours: M: 3:00-2:45, T: 12-1, and by appointment

Overview: This course provides students with a survey of the topics covering the social bases of behavior. We will examine some of the historical and philosophical foundations of social psychology, as well as theories, models, and research on various social phenomena. This class will follow a seminar format. This means that you should read the assigned articles before class time and be prepared to discuss/critique them.

Approximate Outline of Topics:

Approximate Dates

A.	Introduction, Definitions, Themes, Historical foundations	8/28
B.	Social Cognition: Attribution theory	9/11-18
C.	Social Cognition: Social Schemas & Information Processing	9/18-9/25
D.	Social Cognition: Biases	9/25-10/2
E.	Self & Self Regulation	10/2
F.	Attitudes and Attitude formation	10/10-16
<i>Note: Monday's regularly scheduled classes n scheduled for October 10</i>		
G.	Attitude and Behavior	10/16-23
H.	Attitudes Change	10/23-30
I.	Close Relationships	10/30-11/6
J.	Aggression	11/13
K.	Groups as social referents; Social categorization theory	11/20-12/4

Grading: Your grade in this class will be based on four assignments. The first is annotated bibliography to be completed with another class member on any topic related to social psychology. This assignment is due on October 10th. The second and third assignments will be take home midterm and final examinations. The midterm will be due October 18th, while the final is due Dec 18th. The final assignment is a research proposal on any topic in social psychology. This paper will be due on Dec 4th. The examinations and paper will each be worth 30% of your final grade. The bibliography will be worth 10% of your grade. Additional details about these assignments will be provided in the first class.

Required Textbooks:

Fiske, S. T. (2004). *Social beings: Core motives in social psychology*. Hoboken, NJ: Wiley & Sons.

Honor Code: The provisions of the George Mason University honor code apply to all aspects of this course.

Add/Drop Deadlines: Add = September 12; Drop = September 29.

If you are a student with a disability and you need academic accommodations, please see me and contact

the Disability Resource Office (703-993-2474). All student accommodations must be arranged through that office.

Readings

Introduction, Definitions, Historical foundations

Fiske (2004): Chapter 1.

Lewin (1951). *Field theory in social science* (Chapter 1, pp 1-8). New York: Harper.

Social Cognition: Attribution theory

Fiske (2003): Chapter 3.

Baron, R. A., Markham, G. D. & Hirska, A. (2001). Perceptions of women and men as entrepreneurs. Evidence for differential effects of attributional augmenting. *Journal of Applied Psychology, 86*, 923-929.

Gilbert, D. T., & Malone, P. S. (1995). The correspondence bias. *Psychological Bulletin, 117*, 21-38.

Weiner, B. (1985). An attributional theory of achievement motivation and emotion. *Psychological Review, 92*, 548-573.

Social Cognition: Social schemas; Social information processing; Biases

Fiske (2004): Chapter 4.

Kelly, H. H. (1950). The warm-cold variable in first impressions. *Journal of Personality, 18*, 431-439.

McCrae, C. N., & Bodenhausen, G. V. (2000). Social cognition: Thinking categorically about others. *Annual Review of Psychology, 51*, 93-120.

Bargh, J. A., & Ferguson, M. J. (2000). Beyond behaviorism: On the automaticity of higher mental processes. *Psychological Bulletin, 126*, 925-945.

Self Theory and Self Regulation

Fiske (2004): Chapter 5.

Gangestad, S. W., & Snyder, M. (2000). Self-monitoring: Appraisal and reappraisal. *Psychological Bulletin, 126*, 530-555.

Markus, H. R., & Wurf, E. (1987). The dynamic self-concept: A social psychological perspective. *Annual Review of Psychology, 38*, 299-337.

Taylor, K. M., & Brown, J. D. (1988). Illusion and well-being: A social psychological perspective on mental health. *Psychological Bulletin, 103*, 193-210.

Bonanno, G. A., Rennie, C., & Dekel, S. (2005). Self-enhancement among high-exposure survivors of

the September 11th terrorist attack: Resilience or social maladjustment? *Journal of Personality and Social Psychology*, 88, 984-998

Attitudes and Attitude Formation

Fiske (2004): Chapter 1.

Ajzen, I. (2001). Nature and operation of attitudes. *Annual Review of Psychology*, 52, 27-58.

Eagly, A. H. (1992). Uneven progress: Social psychology and the study of attitudes. *Journal of Personality and Social Psychology*, 63, 693-710.

Attitudes and Behavior

Ajzen, I. (2001). Nature and operation of attitudes. *Annual Review of Psychology*, 52, 27-58 (review section on attitudes and behavior)

Kraus, S. J. (1995). Attitudes and the prediction of behavior: A meta-analysis of the empirical literature. *Personality and Social Psychology Bulletin*, 21, 58-75.

Krosnick, J. A., Boninger, D. S., Chuang, Y. C., Berent, M. K., & Carnot, Y. C. (1993). Attitude strength: One construct or many related constructs. *Journal of Personality and Social Psychology*, 65, 1132-1151.

Attitude Change

Crano, W. D., & Prislin, R. (2006). Attitude change and persuasion. *Annual Review of Psychology*, 57, 345-374.

Festinger, L., & Carlsmith, J. M. (1959). Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 58, 203-210.

Hoshino-Browne, E., Zanna, A. S., Spencer, S., Zanna, M. P., Kitayama, S., & Lackenbauer, S. (2005). On the cultural guises of cognitive dissonance: The case of easterners and westerners. *Journal of Personality and Social Psychology*, 89, 294-310.

Johnson, B., & Eagly, A. H. (1989). Effects of involvement on persuasion: A meta-analysis. *Psychological Bulletin*, 106, 290-314.

Close Relationships

Fiske (2004): Chapter 7-8.

Baumeister, R. F., & Leary, M. R. (1995). The need to belong: Desire for interpersonal attachments as a fundamental human motivation. *Psychological Bulletin*, 117, 497-529.

Rusbult, C. E., Verette, J., Whitney, G. A., Slovik, L. F., & Lipkus, I. (1991). Accommodation processes in close relationships: Theory and preliminary empirical evidence. *Journal of Personality and Social Psychology*, 60, 53-78.

Zenter, M. R. (2005). Ideal mate personality concepts and compatibility in close relationships: A longitudinal analysis. *Journal of Personality and Social Psychology*, 89, 242-256.

Aggression

Fiske (2004): Chapter 10.

Anderson, C. A., & Bushman, B. J. (2002). Human aggression. *Annual Review of Psychology*, 53, 27-51.

Bandura, A., Ross, D., & Ross, (1961). Transmission of aggression through imitation of aggressive models. *Journal of Abnormal and Social Psychology*, 63, 575-582.

Bushman, B. J., & Anderson, C. A. (2002). Media violence and the American public. *American Psychologist*, 56, 477-489

Groups as social referents; Social categorization theory

Fiske (2004): Chapter 12-13.

Cialdini, R. B., Reno, R. R., & Kallgren, C. A. (1990). A focus theory of normative conduct: Recycling the concept of norms to reduce littering in public places. *Journal of Personality and Social Psychology*, 58, 1015-1026.

Ellemers, N., Spears, R., Doosje, B. (2002). Self and social identity. *Annual Review of Psychology*, 53, 161-186.

Festinger, L. (1954). A theory of social comparison processes. *Human Relations*, 7, 117-140.

Kruglanski, A. W., & Mayseless, O. (1990). Classic and current social comparison research: Expanding the perspective. *Psychological Bulletin*, 108, 195-208.

Latane, B. (1981). The psychology of social impact. *American Psychologist*, 36, 343-356.

Milgram, S. (1963). Behavioral study of obedience. *Journal of Abnormal and Social psychology*, 67, 371-378.

Mussweiler, T., Rüter, K., & Epstude, K. (2004). The ups and downs of social comparison: Mechanisms of assimilation and contrast. *Journal of Personality and Social Psychology*, 87, 832-844.