

Instructor: Gül Günaydın, Ph.D.

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Office Hours: by appointment*

TA: Zeynep Deniz Özden zeynepozden@sabanciuniv.edu

Office hours: Mon 15:40-16:30 (or by appointment)*

TA: Berfin Acar berfinacar@sabanciuniv.edu

Office hours: Tue 14:40-15:30 (or by appointment)*

Course Overview

This course aims to provide you with a rigorous training in theories and research of social psychology—the science of how the real, implied, or imagined presence of others can influence our thoughts, feelings and behaviors. The course is organized around four general themes: 1) Methods and Critical Thinking in Social Psychology—how social psychological research is conducted and common pitfalls we should be aware of as researchers, 2) The Surprising Power of the Situation—how the situations we find ourselves in (including social situations) influence us, 3) Emotion—universality and cultural specificity of our affective reactions and how they might go awry, and 4) Person Perception—the ways that we make sense of others' behavior and relate to others.

As we survey these topics, our overarching goals will be to: (a) provide you with a firm background in classic and contemporary social psychological ideas, theories, and research, (b) begin to develop your skill at effectively evaluating psychological research methodology, (c) work toward an understanding of what makes for “good” social psychological research and why, and (d) develop your ability to apply social psychological research to daily life.

Course website:

The syllabus, readings, lecture outlines (slides), and assignment guidelines will be posted on the course website on SUCourse. The lecture outlines will be available before each lecture.

Course requirements:

Lectures. I will be lecturing each class on either the readings that were assigned for that day, or on new material, or both. Because I typically will be introducing new material and not simply going over assigned material, it is essential to attend each class. You will be responsible for material covered in the lectures and the assigned readings. Please note that the slides do not contain all the details. So, reading the slides is not a substitute for following lectures!

Lectures will be held on **Mondays in FASS G022** and will be synchronously broadcast online [via this Zoom link](#). (Meeting ID: 917 5535 5031, Passcode: 853827, the link will only work for sabanciuniv Zoom accounts) Those of you attending lectures physically, keep in mind that you need to wear a mask and maintain social distance. Those of you attending lectures via Zoom, check your cameras and sound system before starting the Zoom session (using headphones is highly recommended!).

Video recordings of lectures will be made available on SUCourse after each lecture for **one week**. So, it is important to attend or watch lectures on a regular basis.

Readings. Assigned readings are journal articles and book chapters posted on the course website. It is very important to do the readings **on a weekly basis** to follow the lectures and to do well in this

course. Note that not all readings will be covered during lectures. It is your responsibility to read through all assigned readings and to pose any questions that you might have during office hours.

Exams. There will be 2 exams that will be held physically in class. Further details will be provided before each exam.

Online Discussions & Short Assignments. One important aspect of learning this material is developing your ability to think critically about social psychological phenomena and to think about day-to-day implications of some of the topics we will cover in this course. To this end, **the lecture on Thursdays will be dedicated to online discussion sessions** (unless otherwise announced in the Course Outline). We'll complete the discussions via **Gather**—a fun online platform that allows you to interact with your peers using avatars. During these sessions, you'll discuss social psychological phenomena based on that week's readings or lectures.

If we announce that a reading will be covered in an upcoming discussion, you **must** read it before the discussion to successfully complete that week's assignment within the allotted time. If no reading is assigned for the discussion session, the discussion will focus on things that we go over in lecture.

You will complete this assignment in **groups of 6**. You will form the groups at the beginning of the semester. One member in each group should email the TA who the group members are **by the deadline indicated in the course outline below**. If you don't know your classmates or are unable to find six people, email the TA about your situation so that we can assign you to a group.

Before the online discussion, make sure you find a quiet spot where you have good internet connection and are able to freely interact with your group members. You have to **turn your camera on** for the entire discussion. At the end of the discussion session, each group will turn in a summary of their group discussion via the Turn-it-in assignment on SUCourse. Please note that **only group members present during the online discussion session** will get points for that week's discussion assignment. Also note that **you will lose points for arriving late or leaving early** without advance notice. You may also lose points for **not actively participating in the group discussion**. (For example, arriving after your group already completed a part of the assignment, leaving while your group members are still working on the assignment, or keeping silent during the entire discussion is unfair to your fellow group members and hence is unacceptable.) Finally, **if you miss more than 20 minutes of a discussion session you will be considered absent** and will get no points from that session.

Videomaking Assignment. One important aspect of learning about social psychology is developing your ability to relate it to the real world. To this end, you will shoot a short video, in which you will delineate day-to-day examples of social psychological phenomena. The deadline of this assignment may be found in the Course Outline below.

You will complete this assignment in **groups of 6** (same groups as in online discussions). So, working on the videos will also be a great exercise in collaborative work—a central requirement of both the scientific and professional world. Please note that it is entirely **your** responsibility to manage within-group relations and division of labor.

Guidelines about this assignment are posted on the course website. We will also hold meetings with each group during the last week of classes to provide feedback on your plans for the assignment.

Late submission policy: You will lose 10 points for each day you fail to submit the video after the due date.

Research Participation (Extra Points). Students can optionally serve as participants in research that is run by Sabancı University researchers. By participating in research, you can get extra points.

For this course, you will be able to earn up to 3 extra points. Six research points (1 research point equals ~30 minutes of research participation) will be converted to 3 bonus points added to your overall total at the end of the semester. You will be able to sign up for the experiments and get your research participation points through the online Sona system at <http://sabanciuniv.sona-systems.com> Please carefully read the Guide for Students: Sabancı University Experiment Credits System (Sona).

Course Assessment

Discussion assignments: 20% (2% each x 10 assignments)

Exam 1: 30%

Exam 2: 30%

Videomaking Assignment (group take-home exam): 20%

Grades

The following grading scheme is used to assign the final grade for the course. **No changes can be made to your final grade unless there has been an arithmetical error.**

A	90-100	B	79.99-75	C	64.99-60	D	49.99-45
A-	89.99-85	B-	74.99-70	C-	59.99-55	F	44.99-0
B+	84.99-80	C+	69.99-65	D+	54.99-50		

Academic Honesty

Every student in this course is expected to abide by the Sabancı University Academic Integrity Statement. Please see <https://www.sabanciuniv.edu/en/academic-integrity-statement>

Academic dishonesty, or plagiarism, is the act of taking someone else's work or ideas and presenting them as your own. Academic dishonesty can be deliberate or it can also result from carelessness; **you will be held responsible for academic dishonesty regardless of whether you meant to do it.**

Plagiarism can include anything from copying another student's work to using journal articles or an internet source (e.g., Wikipedia) in an assignment without describing them in your own words **and** referencing them. Please note that making small changes in a sentence (e.g., changing "a great deal" to "a lot" and "revealed" to "showed") does **not** mean that you paraphrased an existing idea and it is now your original claim. If you are unsure as to whether a certain act would fall in the category of academic dishonesty, please contact me for clarification. Any form of academic dishonesty in this course (e.g. plagiarism, cheating, etc.) will not be tolerated.

* Office Hours

During the office hours, we will start an online session via Zoom, which you will be able to access via weblinks posted on SUCourse (**under Office Hour Zoom Links**). Note that my office hours are by appointment only, whereas the TA's office hours are both via weekly sessions held during a specific time and by appointment.

To make an appointment, you may email us a few days in advance. In your email, please list all hours you are available within the upcoming seven days so that we can find a time that fits our schedule and email you back with an appointment time. **Note that we may not be able to accommodate appointment requests that are sent at the last minute.**

****** I reserve the right to make changes in the syllabus throughout the semester.

Course Outline

METHODS & CRITICAL THINKING IN SOCIAL PSYCHOLOGY

Week 1: February 28-March 3:

Introduction to Social Psychology
Course Overview

Week 2: March 7-10:

Methods in Social Psychology

Assigned reading: Chapter on Research Designs (pg. 6-17 from Selected Readings in Social Psychology)

Online discussion 1

[Add-Drop: March 8-9]

[Email the TA your group members by March 9]

Week 3: March 14-17:

The Perils of Common Sense

Chapter on Social Cognition & Attitudes - (pg. 21-26 from Selected Readings in Social Psychology)

Williams, L. E., & Bargh, J. A. (2008). Experiencing physical warmth promotes interpersonal warmth. *Science*, 322, 606-607. **(read before discussion)**

Online discussion 2

THE SURPRISING POWER OF THE SITUATION

Week 4: March 21-24:

Introduction to the Power of the Situation

Doliński, D., Grzyb, T., Folwarczny, M., Grzybała, P., Krzyszycha, K., Martynowska, K., & Trojanowski, J. (2017). Would you deliver an electric shock in 2015? Obedience in the experimental paradigm developed by Stanley Milgram in the 50 years following the original studies. *Social Psychological and Personality Science*, 8, 927-933. **(read before discussion)**

Online discussion 3

Week 5: March 28-31:

Situational Construal

Liberman, N., & Trope, Y. (2008). The psychology of transcending the here and now. *Science*, 322, 1201-1205.

Sezer, O., Gino, F., & Norton, M. I. (2018). Humblebragging: A distinct—and ineffective—self-presentation strategy. *Journal of Personality and Social Psychology*, 114, 52-74. **(read Introduction (pg.52-55) & Study 2 (pg. 58-60) before discussion)**

Online discussion 4

Week 6: April 4-7:

Compliance: Perceiving (and misperceiving) norms

Goldstein, N. J., Cialdini, R. B., & Griesevicius, V. (2008). A room with a viewpoint: Using social norms to motivate environmental conservation in hotels. *Journal of Consumer Research*, 35, 472-482. **(read before discussion)**

Online discussion 5

Week 7: April 11-14:

Social facilitation

Jun, Y., Meng, R., & Johar, G. V. (2017). Perceived social presence reduces fact-checking. *Proceedings of the National Academy of Sciences*, 114, 5976-5981. **(read Introduction, Experiment 1 (pg.5976-5977) & Experiment 4 (pg. 5978))**

Online discussion 6

Week 8: April 18-21:

[EXAM 1: April 18, in class]

Week 9: April 25-28:

Deindividuation & individuation

Video on the Zimbardo Prison Experiment **(watch before discussion)**

Le Texier, T. (2019). Debunking the Stanford Prison Experiment. *American Psychologist*, 74, 823-839. **(read pg. 1-10 before discussion)**

Online discussion 7

EMOTION

Week 10: May 9-12:

Universality & Cultural Specificity of Emotions

Affective Errors & Biases

Talhelm, T., Zhang, X., Oishi, S., Shimin, C., Duan, D., Lan, X., & Kitayama, S. (2014). Large-scale psychological differences within China explained by rice versus wheat agriculture. *Science*, 344, 603-608.

Online discussion 8

Week 11: May 16:

Cognitive dissonance

PERSON PERCEPTION

Attribution

Dunning, D., Johnson, K., Ehrlinger, J., & Kruger, J. (2003). Why people fail to recognize their own incompetence. *Current Directions in Psychological Science*, 12, 83-87. **(read pg. 83-85 before discussion)**

[Email the TA who your group members are by May 3rd]

Week 12: May 23-26:

First impressions

Gunaydin, G., Zayas, V., Selcuk, E., & Hazan, C. (2012). I like you but I don't know why: Objective facial resemblance to significant others influences snap judgments. *Journal of Experimental Social Psychology*, 48, 350-353.

Stereotyping & Prejudice

Payne, B. K. (2006). Weapon bias: Split-second decisions and unintended stereotyping. *Current Directions in Psychological Science*, 15, 287-291.

Conclusions & course wrap-up

Online discussion 9

Week 13: May 30-June 2:

[EXAM 2: May 30, in class]

Week 14: June 6-9: Meetings for the videomaking assignment

Online discussion 10

[VIDEOMAKING ASSIGNMENTS due by 17:00 on June 21; upload on Google Drive and submit the link on SUCourse]