



## Social Psychology

### The work program of the academic discipline (Syllabus)

| Details of educational program |   |
|--------------------------------|---|
| The level of higher education  | <i>The first (Bachelor)</i>   |
| Field of knowledge             | <i>05 Social and Behavior Sciences</i>  |
| The specialties                | <i>For all specialties</i>  |
| The educational programs       | <i>All English-language educational program certain specialties</i>   |
| The status                     | <i>Selective</i>  |
| Form of study                  | <i>Full-time</i>  |
| Year of study and Semester     | <i>2<sup>nd</sup>, autumn / spring semesters</i>  |
| The scope of discipline        | <i>2 credits ECTS / 60 hours<br/>lectures – 18 hours, seminars – 18 hours,<br/>independent work - 24 hours</i>  |
| The type of semester control   | <i>Modular control, Final Test</i>  |
| Schedule                       | <a href="http://rozklad.kpi.ua">rozklad.kpi.ua</a>  |
| Language of study              | <i>English</i>  |
| Information about the teacher  | <a href="https://psy.kpi.ua/vikladachi/">https://psy.kpi.ua/vikladachi/</a><br><i>Vynoslavka Olena Vasylivna,<br/>professor, candidate of psychological sciences, professor</i> |

### The curriculum of academic discipline

#### 1. Description of academic discipline, its goal, subject of study and learning outcomes

Social Psychology is the field of psychological knowledge that studies the effects of social and cognitive processes on the way individuals perceive, influence, communicate and relate to others. The central concern of social psychology is how people understand and interact with others. The joint activity of people involved in different social groups, and the characteristics of social groups are also studied in social psychology.

The study of "Social Psychology" provides the development of social skills (Soft Skills), which allow us to be successful regardless of the specifics of the activity and the direction in which the person works.

**The goal** of academic discipline is to create the ability of students to:

- make a psychological analysis of the complex situations of the interaction of "person-society", "person-social group", "personality-personality";
- organize own activities as a component of collective activity;
- use the statistics methods for analyzing data of investigations in social psychology.

According to the requirements of the curriculum after the mastering of the credit module students must demonstrate the following learning outcomes:

**Knowledge of:**

- the main categories of social psychology;
- the most famous areas of social psychology development;
- basic methods of socio-psychological research;
- structure and social development of personality;
- means and methods of social and psychological influence in the process of communication,
- peculiarities of group activity,
- psychological peculiarities of large social groups,
- modes of person's behavior in the conflict;
- modern applied research of mass socio-psychological phenomena.

**Skills:**

- to establish interaction with different types of individuals;
- effectively develop the communication process,
- to analyze own activity as a component of collective activity,
- to monitor various group phenomena and characteristics;
- to find an acceptable way to release own aggressions;
- to admit own wrongness and to change the attitude.

The study of "Social Psychology" will promote the development of communication skills, situational awareness, adaptability, flexibility, building constructive relationships, achieving success in the professional field and other activities.

After the mastering of the subject's content students will have the opportunity to make a psychological analysis of complex situations of the interaction of "person – society", "person – social group", "person – person" and organize their own activities as a component of common activity.

## 2. Prerequisites and postrequisites of the academic discipline

To study the academic discipline it is desirable the student has high skills of use of the computer, skills to work with electronic databases of research institutes and libraries.

The credit module "Social Psychology" is selective and belongs to the cycle of social and humanitarian training. It is preceded by "Introduction to the specialty", "History", "Philosophy", and other disciplines which provides other social and humanitarian subjects.

The study of the discipline will allow mastering the disciplines of the cycles of general and professional training more effectively.

## 3. The content of the academic discipline

### Full-time

| List of topics  | Number of hours |   |                      |                  |
|---|-----------------|---|----------------------|------------------|
|   | Hours in total  | Allocation of time by the type of class |                      |                  |
|   |                 | Lectures                                | Seminars (workshops) | Independent work |
| 1   | 2               | 3                                       | 4                    | 5                |
| Topic 1. Introduction to Social Psychology              | 9               | 2                                       | 4                    | 3                |
| Topic 2. Social Psychology of Personality               | 7               | 2                                       | 2                    | 3                |
| Topic 3. The Communication                              | 9               | 4                                       | 2                    | 3                |
| Topic 4. Social Interaction: Relating to Others         | 11              | 4                                       | 4                    | 3                |
| Topic 5. The Psychology of Group                        | 8               | 2                                       | 2                    | 4                |
| Topic 6. Intergroup Relations: Conflict or Cooperation? | 8               | 2                                       | 2                    | 4                |
| Topic 7. The Mass Social-Psychological Phenomena        | 8               | 2                                       | 2                    | 4                |
| <b>Total amount of hours</b>                            | <b>60</b>       | <b>18</b>                               | <b>18</b>            | <b>24</b>        |

#### 4. Suggested reading and resources

For successful learning of academic discipline is enough to study the educational material, which is taught in lectures as well as to get acquainted with:

##### 4.1. Basic

1. Jhangiani, R., & Tarry, H. (2022). *Principles of Social Psychology* (1st international H5P edition ). BCcampus. <https://opentextbc.ca/socialpsychology/>
2. Smith, E., Mackie, D., Claypool, H. *Social Psychology (4th ed.)*. – Taylor & Francis Group: Psychology Press, New York. – 2015. – 711 p. ISBN (ebook): 978–0–203–83369–8
3. Social Psychology: Notes for the Lectures. – Educational-Methodical Guidance for students preparing the first (Bachelor) level of higher education "Bachelor" / Comp.: O.V. Vynoslavska. – Kyiv : Igor Sikorsky Kyiv Polytechnic Institute, 2018. – 98 pp. <https://core.ac.uk/download/pdf/81630605.pdf>

##### 4.2. Support

1. Dorling Kindersley. (2022). *Essential Managers: Effective Communication*. 96 p. DK (Dorling Kindersley)
2. Finkel, E.J., & Baumeister, R.F. (Editors). (2019). *Advanced Social Psychology: The State of the Science: 2-nd Edition*. 600 p. Oxford University Press.
3. Eric Berne, M.D. (2016). *Games People Play. The Psychology of Human Relationships*. 172 p. Penguin Life.
4. Hodgetts, D., et al. (2020). *Social Psychology and Everyday Life: 2-nd Edition*. 432 p. Red Globe Press ISBN-13 : 978-1352009446
5. Lambertson, L., & Minor-Evans, L. (2021). *Human Relations: 7-th Edition*. 576 p. McGraw Hill. ISBN-13 : 978-1260681345
6. Suarez, R.M. et al. (2022). *New Waves in Social Psychology*. 258 p. Santiago, Chile: Springer. <https://doi.org/10.1007/978-3-030-87406-3>
7. Van Lange, P.A.M., Higgins, E.T., & Kruglanski, A.W. (2022). *Social Psychology: Handbook of Basic Principles: 3-rd Edition*. The Guilford Press. 638 p. ISBN 9781462550241
8. Vynoslavska, Olena, Mazurek, Emilia, Kononets, Maria. (2022). Ethical Focus in Training Future Business Leaders at University Level. *Advanced Education*, #21, 68-85. <https://doi.org/10.20535/2410-8286.259116> . (Indexed in Web of Science)

#### The educational content

#### 5. The technology of mastering the academic discipline (educational component)

##### Lectures

| № | The title of the lecture topic and a list of the key issues (tasks for students' independent work)   |
|---|--|
| 1 | <p><b>Topic 1. Introduction to Social Psychology</b><br/> <i>The goal: to develop knowledge of students about subject, object and structure of social psychology</i><br/>           Subject, Object and Structure of Social Psychology. Methodology: The Tools of Social Psychological Research. Values and Ethics in Social Psychological Research. Applying Social Psychology.<br/> <b>Tasks for Self-study:</b><br/>           1. Writing the dictionary of key terms and concepts.</p> |

|   |  |
|---|--|
|   | <p>2. Answers questions for self-examination:</p> <ul style="list-style-type: none"> <li>– What is the Subject of Social Psychology?</li> <li>– The Tools of Social Psychological Research.</li> <li>– Values and Ethics in Social Psychological Research.</li> </ul>  |
| 2 | <p><b>Topic 2. Social Psychology of Personality</b><br/> <i>The goal: to develop knowledge of students about social psychology of personality</i><br/>         Personality: Structure and Social Development. Social Attitudes: Measurement, Structure, and Behavior. Attitude Change. Cognitive Dissonance: Persuading Ourselves. The Social Self: Self-Concept in Its Social Context.<br/> <b>Tasks for Self-study:</b><br/>         1. Writing the dictionary of key terms and concepts.<br/>         2. Answers questions for self-examination:<br/>         – Social Attitudes: Conception and Measurement.<br/>         – Factors that Affect the Attitude-Behavior Link.<br/>         – Self-Concept in Its Social Context.</p> |
| 3 | <p><b>Topic 3. The communication</b><br/> <i>The goal: to develop knowledge of students about psychology of communication.</i><br/>         Social Cognition. Schemata and Social Perception. Attribution. Attitude. Persuasion. Attitude-Behavior Correspondence. Cognitive Dissonance Theory. The source of a communication. The message. Drawing a conclusion. Delivery: force, speed, number and intensity.<br/> <b>Tasks for Self-study:</b><br/>         1. Writing the dictionary of key terms and concepts.<br/>         2. Answers questions for self-examination:<br/>         – Which Meaning of Concept Communication do you know?<br/>         – Describe cognitive dissonance.</p>                                       |
| 4 | <p><b>Topic 3. The communication</b><br/> <i>The goal: to develop knowledge of students about psychology of communication</i><br/>         The setting. Confusing communications. Characteristics of the audience. Individual differences in intelligence and self-esteem mood. Language. Characteristics of Language. The Structure of Language. Language Development.<br/> <b>Tasks for Self-study:</b><br/>         1. Writing the dictionary of key terms and concepts.<br/>         2. Answers questions for self-examination:<br/>         – Individual Differences in Intelligence and Self-Esteem Mood.<br/>         – Characteristics of Language.</p>  |
| 5 | <p><b>Topic 4. Social Interaction: Relating to Others</b><br/> <i>The goal: to develop knowledge of students about social interaction and relating to others.</i><br/>         The Peculiarities of Interpersonal Relationships. Social Exchange. Social Perceptions. Social Inference.<br/> <b>Tasks for Self-study:</b><br/>         1. Writing the dictionary of key terms and concepts.<br/>         2. Answers questions for self-examination:<br/>         – Which are the Elements of Social Exchange?<br/>         – Regulating Social Exchange: Limits on Pure Hedonism.</p>  |
| 6 | <p><b>Topic 4. Social Interaction: Relating to Others</b><br/> <i>The goal: to develop knowledge of students about social interaction and relating to others.</i><br/>         Attraction and Affiliation. Interpersonal Expectancies: and the Self-fulfilling Prophecy.<br/> <b>Tasks for Self-study:</b><br/>         1. Writing the dictionary of key terms and concepts.<br/>         2. Answers questions for self-examination:<br/>         – Social dilemmas: Individual Versus Collective Outcomes</p>   |
| 7 | <p><b>Topic 5. The Psychology of Group</b><br/> <i>The goal: to develop knowledge of students about the group social-psychological phenomena</i></p>   |

|   |  |
|---|--|
|   | <p>Social Influence. Social Facilitation. Social Norms and Conformity. Compliance. Obedience to Authority. Bystander Intervention and Helping. Interpersonal Attraction.</p> <p><b>Tasks for Self-study:</b></p> <ol style="list-style-type: none"> <li>1. Writing the dictionary of key terms and concepts.</li> <li>2. Answers questions for self-examination: <ul style="list-style-type: none"> <li>– Contextual and Personal Variables that Affect Social Influence?</li> <li>– Which are the Compliance-Gaining Strategies?</li> <li>– Resistance to Social Influence. Anticonformity. Independence.</li> </ul> </li> </ol>  |
| 8 | <p><b>Topic 6. Intergroup Relations: Conflict or Cooperation?</b></p> <p><u>The goal:</u> to develop knowledge of students about intergroup relations and conflicts</p> <p>Intergroup competitiveness: cause or consequence? Ignorance and misperception in intergroup relations. Intergroup contact. Contact experiments: defining the limits. Causes of Conflict. The Thomas-Kilmann Conflict Mode Instrument. The Description of Modes. The Anger. HEAT-technique to Manager Anger.</p> <p><b>Tasks for Self-study:</b></p> <ol style="list-style-type: none"> <li>1. Writing the dictionary of key terms and concepts.</li> <li>2. Answers questions for self-examination: <ul style="list-style-type: none"> <li>– Attitudes Toward Social Groups: Cognition and Emotion.</li> <li>– Categorization: the Cognitive Basis of Stereotypes and Prejudice.</li> </ul> </li> </ol> |
| 9 | <p><b>Topic 7. The mass social-psychological phenomena</b></p> <p><u>The goal:</u> to develop knowledge of students about the mass social-psychological phenomena</p> <p>What are the Mass Social-Psychological Phenomena? The Psychological Peculiarity of Crowd. Forming the Public Opinion. Collective Experience and its Displays. Competition and its Displays. Psychology of Hearsays and Panic.</p> <p><b>Tasks for Self-study:</b></p> <ol style="list-style-type: none"> <li>1. Writing the dictionary of key terms and concepts.</li> <li>2. Answers questions for self-examination: <ul style="list-style-type: none"> <li>– Which are the Psychological Peculiarities of the Individual in Crowd?</li> <li>– Describe the Crowd Direction Mechanisms.</li> <li>– Describe the Main Conditions for Occurrence of the Panic.</li> </ul> </li> </ol>                      |

### Seminars (workshops)

| <b>№</b> | <b>The topic of the seminar (workshop) session, the list of main issues for discussion and tasks for practical work</b>   |
|----------|---|
| <b>1</b> | <p><b>Topic 1. Introduction to Social Psychology</b></p> <p>The questions for discussion:</p> <ol style="list-style-type: none"> <li>1. The Tools of Social Psychological Research.</li> <li>2. Values and Ethics in Social Psychological Research</li> <li>3. Applying Social Psychology</li> </ol> <p>Work with the test “Self-Confidence Inventory”. The purpose of this exercise – to estimate your readiness to communicate with others that will promote creation of strong mutual relations.</p> |
| <b>2</b> | <p><b>Topic 2. Social Attitudes. Models of Attitude Change</b></p> <p>Work with the test “Attitude Adjustment Scale”. The purpose of this exercise – to familiarize with a scale of regulation of your attitude which helps to estimate your current state and specifies in necessary directions of its correction.</p>   |
| <b>3</b> | <p><b>Topic 2. Social Perceptions: Understanding Ourselves and Others</b></p> <p>Work with the test “Work Characteristics your supervisor seeks”. The purpose of this exercise – to understand better other people.</p>   |
| <b>4</b> | <p><b>Topic 3. The Social Self: Concept in Its Social Context</b></p> <p>Work with the test “Self-Confidence Inventory”. The purpose of this exercise – to estimate your readiness to communicate with others that will promote creation of strong</p>  |

|   |   |
|---|---|
|   | mutual relations.   |
| 5 | <b>Topic 4. Bystander Intervention. Aggression</b><br>Work with the test "Things to Do to Release Your Aggressions on the Job". The purpose of this exercise – to familiarize with acceptable ways to go out of the aggression. |
| 6 | <b>Topic 4. Obedience. Conformity and Independence</b><br>Case analysis "The Lesson". The purpose of this analysis – to analyze conformity and independence of personality in organization.                                     |
| 7 | <b>Topic 5. Group Performance. Group Decision Making</b><br>Work with the test "Evaluating a Personal Relationship (Optional)". The purpose of this exercise – to analyze your mutual relations with associates.                |
| 8 | <b>Topic 6. Social Psychology of the conflict.</b><br>Work with the test "The Thomas-Kidman Conflict Mode Instrument". The purpose of this exercise – to define the main mode of your behavior in the conflict.                 |
| 9 | <b>Topic 6. Intergroup Relations: Conflict or Cooperation?</b><br>Work with the test "Tolerance Level Exercise". The purpose of this exercise – to define the level of your tolerance to some types of behavior.                |

### Recommended Individual Tasks

Students have to write a dictionary of key terms and concepts for each topic of academic discipline.

## The course policy and the control

### 1. The policy of the academic discipline (educational component)

#### Attendance and task performance

Attendance at lectures is not evaluated, but it is desirable because the study material is presented in an accessible form and there is an opportunity to discuss issues and clarify unclear points. It will be difficult for a student to properly prepare for a seminar if he or she misses lectures. However, it is not necessary to work off the missed lectures.

Active participation of students in seminars (workshops) is mandatory and will be required. The student's rating will be largely formed based on the results of his work in seminars. Each missed seminar (regardless of the reasons for absence) reduces the final rating of the student in the discipline. If a seminar is missed, the student must study the topics and complete all the tasks.

Points are not awarded for attending seminars. In the seminar, the student can use the written notes prepared by him on the subject of the lesson (or provided by the task), but to express a position by reading from a sheet of paper or gadgets is not worth it. It is also not necessary to answer the teacher's questions while reading from the screen of a smartphone, laptop, or textbook. This characterizes the level of preparation of the student is not the best.

#### Forms of work and technologies of education

Lectures, seminars (workshops), case studies, work in pairs, team work, round tables.

### University policy

#### Academic integrity

The main types of academic responsibility are established by the Law of Ukraine "On Education". According to Part 6 of Article 42, the main types of academic responsibility of students include: reassessment (test, exam, test, etc.); re-passing the relevant educational component of the educational program; deductions from educational institutions; deprivation of an academic scholarship; deprivation of education benefits provided by the educational institution.

Policies, standards and procedures for the observance of academic integrity are contained in the following regulatory documents of the Igor Sikorsky Kyiv Polytechnic Institute, published on the website of the University: Code of Honor of the Igor Sikorsky Kyiv Polytechnic Institute <https://kpi.ua/files/honorcode.pdf>, Regulations on the system of prevention of academic plagiarism <https://rb.gy/agihij>, as well as legal documents, official recommendations, orders and directives,

sociological research of the Igor Sikorsky Kyiv Polytechnic Institute, methodical materials, educational courses <https://kpi.ua/academic-integrity>.

### **Norms of ethical behavior**

Norms of ethical behavior of students and employees are defined in Section 2 of the Code of Honor of the National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute". Details: <https://kpi.ua/code>, as well as in the Regulations on the Commission on Ethics and Academic Integrity of Igor Sikorsky Kyiv Polytechnic Institute [https://data.kpi.ua/sites/default/files/files/2015\\_1-140a1.pdf](https://data.kpi.ua/sites/default/files/files/2015_1-140a1.pdf).

### **2. Types of control and rating system for assessing of learning outcomes (RSO)**

Current control: survey on the topic of the seminar, performance of independent task

Calendar control: conducted twice a semester as a monitoring of compliance of the current state of academic performance with the requirements of the syllabus.

Semester control: final test.

### **Evaluation and control measures**

The student's rating in the discipline "Social Psychology" consists of the points obtained for:

- 1) answers, solutions to problems and additional comments on other students' answers during discussions at the seminars;
- 2) writing the dictionary of key terms and concepts;
- 3) module test.

### **3. Additional information on academic discipline (educational component)**

#### **Guidelines for students**

At the beginning of teaching lectures on a new topic, give examples of relevant practical applications, preferably in professional activities. Each practical class is conducted only after considering the relevant topic at the lecture.

Bachelors of day-time training combine into a lecture-stream and make up a number of training groups for practical classes.

#### **Distance Learning**

Synchronous distance learning using video conferencing platforms and a distance learning educational platform at the university is possible.

#### **Inclusive education**

Allowed.

### **The Work program of the discipline (Syllabus):**

**Compiled** by professor, candidate of psychological sciences *Vynoslavskya Olena Vasylivna*

**Approved** by the Department of Psychology and Pedagogy (protocol No. 6 of 08. 12. 2023)

**Approved** by Methodical Council of Igor Sikorsky Kyiv Polytechnic Institute

(protocol No. 5 of 29. 02. 2024)

### Rating system of students' academic performance rate

The student's rating in academic discipline "Social Psychology" consists of the points obtained for:

- 1) work at the seminars: answers, solutions to problems and additional comments on other students' answers during discussions, definitions of key terms;
- 2) writing the dictionary of key terms and concepts;
- 3) modular test.

System of Rating Points and Evaluation Criteria:

1. Work at the seminars (workshops) (maximum number of points for seminars is 40):

The number of points for one seminar is 5. The maximum number of points for all seminar (practical) classes is:

$$6 \text{ points} \times 9 \text{ seminars} = 54 \text{ points}$$

Evaluation of each student's academic performance is conducted in each seminar (workshop). Evaluation criteria:

- 6 – the student collected and logically combined all necessary information concerning the topic of seminar. He/she makes valid conclusions based on these data;
- 4-5 – the student collected and logically combined enough information concerning the topic of seminar. He/she makes valid conclusions based on these data;
- 2-3 – the student collected and logically combined about a half of information concerning the topic of seminar. He/she makes incomplete conclusions based on these data.
- 1 – the student collected and logically combined a small amount of information concerning the topic of seminar. He/she makes inaccurate conclusions or doesn't make them at all.

2. Writing the definitions of key terms in the vocabulary (maximum number of points for vocabulary is 25):

$$0,25 \text{ point} \times 100 \text{ key terms} = 25 \text{ points}$$

Evaluation criteria:

- 0,25 point for each definition of key term in the vocabulary.

2. The modular test:

Module control is administered in writing and is limited to 90 minutes.

The module test consists of three theoretical questions related to the thematic sections of the subject.

The number of points for one theoretical question is 7. The maximum number of points for three theoretical questions classes is:

$$7 \text{ points} \times 3 \text{ questions} = 21 \text{ points}$$

#### Samples of tests for module control

##### **Variant No 1**

1. Regulating social exchange: limits on pure hedonism.
2. Individual differences in intelligence and self-esteem mood.
3. Effects of appearance on expectations.

##### **Variant No 2**

1. Sizing others up: how do we put it all together?
2. Is nonverbal expression controllable?
3. The transmission of expectations in the group.

Each answer to question is estimated at 0-7 points as follows:



6-7 – a full, logically coherent answer to a question, which testifies to the student's deep understanding this topic and mastering basic textbooks and the additional literature;

4-5 – the answer to the question is not full enough, which testifies to the student's correct understanding this topic and mastering basic textbooks; the answer contains certain inaccuracies;

2-3 – an incomplete answer, that has serious errors;

0-1 – an incorrect answer, which indicates a lack of knowledge about this topic; lack of response.

The list of questions to the modular test is given in the Appendix 2.

**Calculation of the rating score(R):**

The total number of points scored for the student's work during semester is:

$$\mathbf{RG = (6 \text{ points} \times 9 \text{ seminars}) + (0,25 \text{ point} \times 100 \text{ key terms}) = (54+25) \text{ points} = 79 \text{ points}}$$

The number of points for the module control is:

$$\mathbf{RE = 21 \text{ points.}}$$

Thus Rating Scale of the subject is as follows:

$$\mathbf{R = RG + RE = 79+21 = 100 \text{ points.}}$$

A pre-requisite for admittance to the examination is the student's semestral rating (RG), which is required to be at least 40 points.

**Table of correspondence of rating points to grades on the university scale**

| <i>Number of points</i> | <i>Evaluation</i> |
|-------------------------|-------------------|
| 100-95                  | Excellent         |
| 94-85                   | Very good         |
| 84-75                   | Good              |
| 74-65                   | Satisfactorily    |
| 64-60                   | Sufficient        |
| R<60                    | Insufficient      |
| R <sub>st</sub> <40     | Not admitted      |

Students who scored the required number of points during the semester ( $RD > 0.6R$ ) have the opportunity to:

1) Get a credit by the so-called "automatic" in accordance with the rating.

2) Perform a final test in order to increase the score. Thus the previous rating of the student on discipline is canceled and he receives a grade **R** only on the results of testing. This test is evaluated on a scale of 100 points. The score for completing the test corresponds to the number of correct answers to the test questions and is determined according to the table above.

**List of Questions to Module Control**

1. The tools of social psychological research.
2. Values and ethics in social psychological research.
3. Social attitudes: conception and measurement.
4. Factors that affect the attitude-behavior link.
5. Basic principles of forming impression.
6. Sizing others up: how do we put it all together?
7. The structure of social knowledge.
8. Confirmatory biases: cognitive conservatism.
9. Controllability of cause: could it be helped?
10. Manipulating attributions: strategies for social interaction
11. Why do we make person attributions?
12. Person-situation attributions: simultaneous or sequential?
13. Regulating social exchange: limits on pure hedonism.
14. Social dilemmas: individual versus collective outcomes.
15. Factors that influence initial attraction: how it begins.
16. Attitude similarity and reciprocity of positive feelings.
17. Milgram's research program. The basic paradigm.
18. Contextual and personal variables that affect social influence.
19. Compliance-gaining strategies.
20. Resistance to social influence. Anticonformity. Independence.
21. In-group loyalty and ethnocentrism.
22. From social identity to social change.
23. Attitudes toward social groups: cognition and emotion.
24. Categorization: the cognitive basis of stereotypes and prejudice.
25. Hovland's message-learning approach.
26. Individual differences in intelligence and self-esteem mood.
27. Social judgment theory. Components of the theory.
28. The elaboration-likelihood model.
29. Is nonverbal expression controllable?
30. Are some individuals better decoders than others?
31. Understanding others' emotions: recognition or empathy?
32. The transmission of expectations in the group.
33. Effects of appearance on expectations.
34. Are self-fulfilling prophecies inevitably fulfilled?
35. Why people work in group settings?
36. Interactive groups: working together.
37. Experimental studies of group decision making.
38. Can we tell if we're right?
39. A classic experiment in intergroup relations.
40. Ignorance and misperception in intergroup relations.
41. The role of social science in desegregation.