

**Psychology 170: Social psychology  
Fall 2020**

**Instructor:** Professor Geoff Goodwin  
Room D16, Solomon Lab Building  
[ggoodwin@psych.upenn.edu](mailto:ggoodwin@psych.upenn.edu)  
Office hours: MONDAY 9:30am-10:30am, or by appointment.  
ZOOM: <https://upenn.zoom.us/j/92227308410>

**Teaching Assistants:**

Sophia Heiser  
[sheiser@sas.upenn.edu](mailto:sheiser@sas.upenn.edu)  
Office hours: WED 12:00pm-1:00pm.

Keana Richards  
[keanari@sas.upenn.edu](mailto:keanari@sas.upenn.edu)  
Office hours: FRI 1:00-2:00pm.

Samantha Perlstein  
[sperl@sas.upenn.edu](mailto:sperl@sas.upenn.edu)  
Office hours: WED 4:00pm-5:00pm.

Chuyan Qu  
[qchuyan@sas.upenn.edu](mailto:qchuyan@sas.upenn.edu)  
Office hours: FRI 9:30-10:30am.

**Course description**

This course introduces you to the field of social psychology – the scientific study of how ordinary people think about, feel about, interact with, and influence one another. We begin by examining classic findings in the study of social influence – how the presence of others affects our own thoughts, feelings, and behaviors via the forces of conformity, obedience and compliance. We then consider more intra-psychic processes, including how people explain, categorize, and think about the social world: the study of social cognition and social judgment. For the remainder of the course, we will examine a diverse array of topics, including the self, group behavior and decision-making, aggression and hostility, altruism and helping, stereotyping and prejudice, attraction and close relationships, emotion, morality, and the role of culture. Throughout the course, we will explore how social psychological findings are relevant to everyday thinking, feeling, and behavior, and to issues that affect the broader community.

**Course aims and objectives**

The main objectives for the course are as follows:

1. To give you a clear understanding of scientific methods and techniques of social psychology, and why they matter.

2. To give you a broad knowledge of the topics that social psychologists have studied, and what they have found out about those topics.
3. To enable you to think critically about research that you encounter, in order to analyze its strengths and weaknesses.
4. To enable you to think creatively about social psychological problems, to formulate hypotheses about social phenomena, and to learn how to evaluate those hypotheses scientifically.

## **Lectures**

Online lectures will be posted to Canvas in approximate accordance with the existing class schedule, such that they should usually appear by 10:30am on TUES and THURS. Each lecture will consist of approximately 60-80 minutes of content; however each lecture will be divided into 2-4 smaller video segments in order to make later viewing more manageable. These recorded lectures will remain on the course website for the entire duration of the semester and can be watched at any time.

After each online lecture, I will post a discussion area within Canvas to allow you to ask questions about the content of the preceding lecture. These discussion areas will be open for several days after the posting of each lecture. I encourage you all to read each other's questions and to make further comments within the same thread as applicable. I will then post a brief video response to each set of questions, as if I was speaking to you in class.

I encourage you to watch each lecture having *first* read the assigned course material for that day. This will enable you to engage more fully with each topic.

Lecture slides (in both ppt and pdf format) will be posted to Canvas concurrent with each lecture. I highly recommend taking additional notes of the verbal content of the lectures insofar as it goes beyond the lecture slides, as well as taking notes of your thoughts, observations, analysis, and questions during lecture. These notes will be an invaluable resource as you prepare for exams and take-home exams.

For navigation purposes:-

- Recorded lectures can be located within the "Course Recordings" section in Canvas.
- Lecture slides can be located within the "Modules" section in Canvas.
- Discussion questions can be located within the "Discussions" section in Canvas.
- Recorded responses to discussion questions can be located within the "Course Recordings" section in Canvas.

## **Monthly Recitations (optional but advised)**

Each month you will have the option to participate in an online recitation session led by Professor Goodwin. These sessions will be short (30 mins) and structured, and they will have a specific purpose in preparing you for an upcoming assessment. As you will see in the course schedule below, the first three recitations (September, October, November) will precede each of the three Take Home Exams, while the final recitation (December) will precede the final exam. Each recitation will be comprised of up to 25 students at a time and will be conducted via Zoom. Each session will be organized around a key question (or questions) which will be the focus of each discussion.

We will assign you to a recitation group in the first two weeks of semester. If you are unable to attend your assigned recitation, at least one such section will be recorded and placed on Canvas for later viewing.

The currently scheduled dates for these recitation sections, and their topics are as follows:

- **Social Influence:** Thursday, September 17 and Friday, September 18.
- **Social Cognition:** Thursday, October 22 and Friday, October 23.
- **Stereotyping and prejudice:** Thursday, November 12 and Friday, November 13.
- **Morality:** Thursday, December 3 and Friday, December 4.

## Course Readings

The assigned textbook for the course is: *Social Psychology*, by Gilovich, Keltner, Chen and Nisbett (5th edition). The textbook is available for sale at the Penn bookstore, or at online retailers. You may also purchase an e-copy of the book at the publisher's website, here: <https://digital.wwnorton.com/socialpsych5>

(As far as I can tell, the publisher's e-copy is the cheapest one available). The bulk of the readings will come from this text, although some additional supplementary readings will be posted on Canvas.

The textbook and readings are meant to both broaden and deepen your understanding of lecture material. However, mastering the lecture material is paramount to your doing well in this class. To this end, it pays for you to watch and take notes on the lectures.

## Emailing policies

Your Teaching Assistants, Chuyan, Keana, Samantha, and Sophia, are your first port of call when emailing queries about the course. You are assigned to a particular TA for emailing, based on the first letter of your surname, as follows:

<u>Surname</u>	<u>TA</u>	<u>Email</u>
A-F	Sophia Heiser	<a href="mailto:sheiser@sas.upenn.edu">sheiser@sas.upenn.edu</a>

G-L	Keana Richards	<a href="mailto:keanari@sas.upenn.edu">keanari@sas.upenn.edu</a>
M-R	Samantha Perlstein	<a href="mailto:sperl@sas.upenn.edu">sperl@sas.upenn.edu</a>
S-Z	Chuyan Qu	<a href="mailto:qchuyan@sas.upenn.edu">qchuyan@sas.upenn.edu</a>

This assignment is for initial emailing purposes only. It does not pertain to other aspects of the course. For instance, you are free to attend the office hours of any of the TAs or my own. If your question is not easily resolved by one of the TAs, you can also email me and I will be happy to help. If possible, try to condense your queries into a single email rather than multiple emails. You can expect a response to your email queries within 48 hours.

### **Online Office Hours**

My office hours will be held every week on Monday from 9:30am-10:30am. These will be conducted via Zoom (you do not need a zoom account in order to participate). You can access each office hour meeting by clicking on the following weblink:

<https://upenn.zoom.us/j/92227308410>

Meeting ID: 922 2730 8410

You can join these meetings by using a computer, a mobile app, or a telephone to dial in. The best experience comes from using the Zoom desktop app on a computer.

Your course TAs will also hold weekly office hours via Zoom. Their time slots and are indicated at the top of this syllabus, and their Zoom links are listed below (and on the Canvas website:

Sophia Heiser, ZOOM:

<https://zoom.us/j/9794599480?pwd=YmtzSmE0SVQ2M1B3YVBS2JkV2tIUT09>

Samantha Perlstein, ZOOM:

<https://upenn.zoom.us/j/91225245221?pwd=SzlpbUZjdUo0RWRaK2dWNHJlcUpodz09> (Meeting ID: 912 2524 5221; Passcode: 760855)

Chuyan Qu, ZOOM:

<https://upenn.zoom.us/j/3874967688> (Meeting ID: 387 496 7688)

Keana Richards, ZOOM:

<https://upenn.zoom.us/j/94081937656>

### **Grading**

Your course grade will be determined as follows:

- Take-Home Exam 1, due 11:59pm, September 25 16%
- Mid-Term Exam, October 13 25%
- Take-Home Exam 2, due 11:59pm October 30 16%
- Take-Home Exam 3, due 11:59pm November 20 16%
- Final Exam, TBA 35%
- Research Experience 8%

You will notice that the total percentage sums to 116%. The reason for this is that you can drop the lowest of your take-home exams (worth 16%) at the end of semester. In other words, only your top two take-home exam scores will be counted towards your final grade. (This of course means that if you wish to submit only two of the three take-home exams, you may do so, but both of these will count.)

-- Each **Take-Home Exam** will consist of a series of short answer and long answer questions. You can expect to have approximately 7 days to complete each of the three Take-Home Exams.

-- The **Mid-Term Exam** will consist of multiple choice, short answer, and long answer questions.

-- The **Final Exam** will consist of multiple choice, short answer, and long answer questions. The material for the exam will primarily come from material presented in the second half of the course (after the mid-term).

Both the mid-term and final exams will be conducted online and will be scheduled for a 24-hour period. They will constitute partially “open book” exams in that you are permitted to access any course material, including lecture slides, lecture notes, and course readings. However, you will not be permitted to conduct web searches more broadly than to access course material. The exam questions will be designed such that they will require you to synthesize and apply course material, such that correct answers will not easily be looked up online.

Each of the take-home exams will be submitted online via Canvas.

### **Make-up Policy**

NOTE: Other than for the fact that one of the three Take-Home Exams may be dropped (see above), there are *no* make-up options for poorly performed material, or for material that is missed without adequate justification. (However, I am happy to accommodate instances in which course material is missed with adequate justification (e.g., serious illness, injury, or bereavement, or other exceptional circumstances.)

### **Research experience**

8% of your grade will come from a research experience component. You have two options for fulfilling this component. To fulfill the research experience component you can EITHER:

- 1) Participate in experimental sessions adding up to 4 credits prior to the end of term. The experiments you participate in must be listed on the Psychology Department's SONA Systems website (do not get confused with other experimental platforms around campus). The four credits you earn may be obtained via any combination of credit hours, as long as the total adds to 4, e.g., 2 x 2-credit sessions; 4 x 1-credit sessions; 8 x 0.5- credit sessions). **The last day to participate in experiments is December 14, 2020.**

You will still be able to complete this research experience component in light of the new campus restrictions. However, only online experiments are now available. If you have trouble finding a sufficient number of available experiments, you can always combine this requirement with the alternative option below.

OR

- 2) Read a research article and write a short 4-page (double-spaced) paper about it. The article you read **must** have been published within the last 10 years (2010 onwards), and it must come from one of the following social psychology journals: *Journal of Personality and Social Psychology*, *Journal of Experimental Social Psychology*, *Personality and Social Psychology Bulletin*. It must be at least 5 journal pages in length (not including Supplementary Materials). The report you write should be typed in 12-point Times New Roman font, with normal sized margins (i.e., 1-inch margins on each side), and with no exaggerated line breaks or empty space. Please provide the full academic citation of the paper you reviewed for our reference (preferably in the style recommended by the American Psychological Association). For reference on APA style, see here: [https://owl.purdue.edu/owl/research\\_and\\_citation/apa\\_style/apa\\_formatting\\_and\\_style\\_guide/reference\\_list\\_basic\\_rules.html](https://owl.purdue.edu/owl/research_and_citation/apa_style/apa_formatting_and_style_guide/reference_list_basic_rules.html)

**The due date for submission of this article is December 14, 2020.**

Completing either option will not exceed 4 hours of your time. The research experience requirement will be explained further in class, and I will give you frequent reminders about it.

It is preferable that you complete only one of these two options. However, if needed, you may combine them, by for instance, by completing two hours of research participation and writing a shorter, 2-page research paper, or some other combination.

This component of the course is worth 8% of your overall grade.

### **Submitting Take-Home Exams and Late Policy**

All take-home exams, and exams will be submitted electronically. The three take-home exams will be due by 11:59pm on the day they are due (which is always a Friday).

Please be aware of the following guidelines pertaining late submissions that are not adequately justified.

All late take-home exams will have 1 point deducted from the overall grade for every day they are late. If you know ahead of time that you will have a problem completing a paper on time, please contact me. By “ahead of time,” I mean more than three days in advance of the deadline. We understand that exceptional circumstances sometimes arise which might prevent you from submitting your paper on time, and will accommodate in those circumstances (see above).

Any requests for extensions, even in exceptional circumstances, must be made **BEFORE** the submission is due.

### **Grading policies**

I am happy to discuss a take-home or other exam grade with you at any time, as are your TAs. Talking to us about your graded exams is an excellent way to learn how to improve your work throughout the semester. You may also wish to seek our guidance prior to the exams, and we encourage you to do this. Complete take-home exams will be returned to you. Complete mid-term and final exams will not be returned to you to keep but you can meet with your TA during office hours to go over these exams.

If you wish to have any grade reconsidered, you may consult with one of your TAs or myself regarding the grade. If, after that consultation, you still believe the grade should be reconsidered, you must then submit a regrade request to one of the teaching staff (TAs or myself). However, please be aware that (1) not all requests are granted (you need to have convincing reasons), and that (2) if we do choose to re-grade an assessment, **there is some chance that the eventual grade will not change, or may even be graded lower.** This does not happen often, but you should be aware that it is a possibility. In order for the exam to remain fresh in our minds, you must submit this appeal within two weeks of receiving the grade.

Finally, as noted earlier, remember that there are **NO make-up options for poorly performed material, or for material that is missed without adequate justification.**

### **Grade inflation**

Grade inflation has been a growing issue of concern at Penn and other higher education institutions. Penn is a highly selective university that fosters excellence. Grading in this course is expected to produce a B+ average. Your work will be held to a high standard, and you should not expect an A in this course unless you have demonstrated both hard work and, most importantly, **exemplary scholarship**.

### **Independent Work Policy**

You are required to submit **independent work** for both the mid-term and final exams as well as for both take-home exams. Do not discuss the take-home exams with other students or complete joint work. Doing so will be interpreted as a violation of course policy and treated as an instance of cheating.

### **Academic Integrity**

All students are expected to abide by Penn's Code of Academic Integrity policy, as outlined here: <https://catalog.upenn.edu/pennbook/code-of-academic-integrity/>

In this class, there is a **ZERO TOLERANCE** policy for any form of cheating, plagiarism, or fabrication. If I, or any of the TAs, suspect that you have engaged in one of these activities, it will immediately be reported to the Office of Student Conduct, which will take matters from there.

As noted above, you are required to submit **independent work** for both exams and both take-home exams. Do not discuss the take-home exams with other students or complete joint work. Doing so will be interpreted as a violation of course policy and treated as an instance of cheating.

### **Disability Services**

University of Pennsylvania provides reasonable accommodations to students with disabilities who have self-identified and been approved by the [Office of Student Disabilities Services \(SDS\)](#). If you have not yet contacted SDS and would like to request accommodations or have questions, you can make an appointment by calling SDS at 215-573-9235. The office is located in the [Weingarten Learning Resources Center](#) at Stouffer Commons 3702 Spruce Street, Suite 300. All services are confidential.

Effective July 1, 2020, Student Disabilities Services has introduced the enhanced [MyWLRC Portal](#) for students and faculty, a suite of new online tools to interact with disability services. The new tools will allow students to register with SDS, upload disability documentation, renew accommodations each semester, schedule accommodated tests, and upload texts for conversion to alternate formats. For more detailed information, please [contact SDS](#) for assistance.

## **Wellness and Mental Health**

Undertaking a college education can be a stressful and taxing experience, and these stresses are exacerbated as a function the current pandemic. Penn has many resources available to help you deal with both physical and mental health challenges, and I encourage you to make use of the various resources available. Seeking help is an important proactive step to take if you are experiencing distress. As a starting point, you might consider first going to the following Wellness at Penn, here:

<https://www.wellnessatpenn.com/>

Additionally, you consider making use of the University HELP Line. The HELP line is a service that connects calls with health and wellness resources at Penn, including CAPS, Student Health Services, Student Intervention Services, Public Safety, and others. You can call for yourself or on behalf of a friend or acquaintance. Calls will be answered 24 hours a day, 7 days a week, by Division of Public Safety professionals trained in mental health referrals by the staff at CAPS. If you or someone you know needs help, please call the HELP line at 215-898-HELP. For more information, see here:

<https://www.publicsafety.upenn.edu/safety-initiatives/help-line-215-898-help/>

**COURSE SCHEDULE. Please note important date marked in BLUE.**

Below is the intended schedule of topics and readings throughout the semester. “GKCN” refers to our textbook (authors: Gilovich, Keltner, Chen, & Nisbett).

**Week 1:**

- Tuesday, September 1. Lecture 1. Welcome, course policies, and an introduction to social psychology.
- Thursday, September 3. Lecture 2. Social influence: Conformity.

GKCN. Chapter 9 (pp. 269-286).

**Week 2:**

- Tuesday, September 8. Lecture 3. Social influence: Obedience.

GCKN. Chapter 9 (pp. 296-307).

- Thursday, September 10. Lecture 4. Social influence: Compliance.

Gilovich, Keltner, Nisbett. Chapter 9 (pp. 286-292).

**Week 3:**

- Tuesday, September 15. Lecture 5. Social influence: Social norms.

GCKN. Chapter 4 (pp. 103-104); Chapter 9 (pp. 292-296); Chapter 14 (pp. 491-493).

Cialdini, R. B. (2003). Crafting normative messages to protect the environment. *Current Directions in Psychological Science, 12*, 105-109.

- Thursday, September 17. Lecture 6. Expectancy effects: Processes of perceptual and behavioral confirmation.

GCKN. Application Module 2 (pp. 526-528).

GCKN. Chapter 11 (pp. 383-389).

GCKN. Chapter 4 (pp. 104-105).

Word, C. O., Zanna, M. P., & Cooper, J. (1974). The nonverbal mediation of self-fulfilling prophecies in interracial interaction. *Journal of Experimental Social Psychology, 10*, 109-120.

**RECITATION SECTIONS: Thursday, September 17 and Friday, September 18 in preparation for Take-Home Exam 1 the following week.**

#### **Week 4:**

- Tuesday, September 22. Lecture 7. Research methods in social psychology.

GCKN. Chapter 2 (pp. 37-61); Application Module 2 (pp. 537-539).

- Thursday, September 24. Lecture 8. Social cognition: Causal attribution and the fundamental attribution error.

GCKN. Chapter 5 (pp. 139-162; pp. 170-171).

**Friday, September 25. TAKE-HOME EXAM 1 due by 11:59pm.**

#### **Week 5:**

- Tuesday, September 29. Lecture 9. Social cognition: Cognitive dissonance and self-justification.

GCKN. Chapter 7 (pp. 213-232).

- Thursday, October 1. Lecture 10. Social cognition: Heuristics of judgment.

GCKN. Chapter 4 (pp. 113-117; 122-137).

#### **Week 6:**

- Tuesday, October 6. Lecture 11. Self-concept and self-presentation.

GCKN. Chapter 3 (pp. 63-77; 82-87; 91-97).

Thursday, October 8. Lecture 12. Attitudes, persuasion, and behavior.

GCKN. Chapter 7 (pp. 205-213); Chapter 8 (pp. 239-267).

#### **Week 7:**

- Tuesday, October 13. **REVIEW PRIOR TO MID-TERM (NO LECTURE).**

- Thursday, October 15. **MID-TERM EXAM (24 hours).**

#### **Week 8:**

- Tuesday, October 20. Lecture 13. Group behavior: Social facilitation, crowds and collectives.

GCKN. Chapter 12 (pp. 409-419; 433-443).

- Thursday, October 22. Lecture 14. Group decision making.

GCKN. Chapter 12 (pp. 419-426).

**RECITATION SECTIONS: Thursday, October 22 and Friday, October 23 in preparation for Take-Home Exam 2 the following week.**

**Week 9:**

- Tuesday, October 27. Lecture 15. Aggression.

GCKN. Chapter 13 (pp. 445-461; 466-479).

- Thursday, October 29. Lecture 16. Inter-group discrimination and prejudice.

GCKN. Chapter 11 (pp. 359-369; 375-395).

**Friday, October 30. TAKE-HOME EXAM 2 due by 11:59pm.**

**Week 10:**

- Tuesday, November 3. Lecture 17. The experience of prejudice, and stereotype threat.

GCKN. Chapter 11 (pp. 396-405). Application Module 2 (pp. 530-535).

Lewis Jr., N. A., & Sekaquaptewa, D. (2016). Beyond test performance: A broader view of stereotype threat. *Current Opinion in Psychology*, 11, 40-43.

- Thursday, November 5. Lecture 18. Justice, conflict and cooperation.

GCKN. Chapter 11 (pp. 369-374); Chapter 14 (pp. 502-511).

Dawes, R. M., & Thaler, R. H. (1992). Cooperation. In R. Thaler, *The winner's curse: Paradoxes and anomalies of economic life* (pp. 6-20). New York: Macmillan.

**Week 11:**

- Tuesday, November 10. Lecture 19. Interpersonal attraction and liking.

GCKN. Chapter 10 (pp. 324-344).

- Thursday, November 12. Lecture 20. Close relationships.

GCKN. Chapter 10 (pp. 311-323; 344-355).

**RECITATION SECTIONS: Thursday, November 12 and Friday, November 13, in preparation for Take-Home Exam 3 the following week.**

### **Week 12:**

- Tuesday, November 17. Lecture 21. Emotion.

GCKN. Chapter 6 (pp. 173-191).

- Thursday, November 19. Lecture 22. Moral behavior: Altruism and helping.

GCKN. Chapter 14 (pp. 481-491; 499-501).

**Friday, November 20. TAKE-HOME EXAM 3 due by 11:59pm.**

### **Week 13:**

- Tuesday, November 24. Lecture 23. Moral judgment.

GCKN. Chapter 6 (pp. 191-194)

Haidt, J. (2007, May 18). The new synthesis in moral psychology. *Science*, 316, 998-1002.

Pizarro, D., Inbar, Y., & Helion, C. (2011). On disgust and moral judgment. *Emotion Review*, 3, 267-268.

**\*\*\* THANKSGIVING BREAK \*\*\***

### **Week 14:**

- Tuesday, December 1. Lecture 24. The role of culture.

GCKN. Chapter 1 (pp. 24-30); Chapter 3 (pp. 71-74, pp. 80-82); Chapter 5 (162-168); Chapter 6 (pp. 181-184); Chapter 13 (pp. 461-466); Chapter 14 (pp. 493-499).

- Thursday, December 3. Lecture 25. Applied social psychology.

GCKN. Application Module 3 (pp. 542-554)

**RECITATION SECTIONS: Thursday, December 3 and Friday, December 4 in preparation for the Final Exam.**

### **Week 15:**

- Tuesday, December 8. Lecture 26. Wrapping up: Concluding themes and review.

GCKN. Chapter 1 (pp. 3-35).