

**PSY 625: Graduate Social Psychology**  
**Tuesdays and Thursdays, 11:00-12:15**  
**Flipse Building, Room 301**

*Professor:* Michael E. McCullough, PhD  
*Office:* 444 Flipse Building  
*Office Hours:* Tuesdays and Thursdays, 12:30-1:30

Additional copies of this syllabus can be downloaded from the following web site:

<http://www.psy.miami.edu/faculty/mmccullough/Index.html>

### **Course Description**

This course covers the perennial themes in social psychology (including attitudes, stereotyping, conformity, power, aggression, prosocial behavior, the social self, emotions, group dynamics, and inter-group relations). The emphasis is on recent empirical and theoretical developments rather than on “classics.” Special attention will be given to evolutionary treatments of social-psychological phenomena.

### **Evaluation of Performance**

<b>In-Class Participation:</b>	<b>15%</b>
<b>In-Class Presentation:</b>	<b>10%</b>
<b>Exam I</b>	<b>25%</b>
<b>Term Paper</b>	<b>25%</b>
<b>Exam II</b>	<b>25%</b>

### **Course Requirements**

***In-Class Participation:*** I expect every student to come to class each day having read the material for that day in advance. I will evaluate class participation in terms of attendance, contributions to in-class discussions, and evidence that reading assignments were completed.

***In-Class Presentation:*** Each student will be responsible for a 15-minute presentation on one of the articles (not the overview articles) that are on the syllabus for the student presentation days. These articles are in **boldface** in the reading list. You may approach this task in many possible ways, but it must be a presentation and not a discussion or an experiential exercise. You may focus on methodological issues within the study. You can discuss the theory behind the study and what the results say about the theory. There are probably other approaches that will work. If you wish, you may prepare a handout to assist your classmates. However you choose to structure your presentation, you can assume that your classmates will have read the article: Classroom participation consists in no small measure of demonstrating familiarity with the readings.

On the first day of class each student will request 3 of the **boldface** articles that he or she would like to be responsible for presenting. I will try to assign you an article that was in your Top 3. Usually I am able to make everyone happy in this regard.

***Exams:*** There are two exams in this course. Each exam will consist entirely of essay questions. The questions will be designed to test the extent to which you have read and thought deeply about the material that we have covered. I will emphasize “cross-cutting themes” that have shown up in more than one place during my lectures and in your readings. The second exam is not cumulative, but your performance on the second exam

will benefit from the material that you learned in the first half of the course.

I would like for each of you to submit at least one possible essay question for the two exams. I will choose from the questions you submit as I prepare the exam. In formulating your questions, please try to think of creative questions that will require students to think in broad and synthetic ways about the material we cover.

**Final Paper:** The Term Paper should be a major effort—4000 words or so. For these term papers, I want you to explore deeply a body of research in social psychology. Your topic should be a topic that is frequently studied in articles that are published in *Journal of Personality and Social Psychology* or *Personality and Social Psychology Bulletin*. ***I do not want a recitation of the same material on a given topic that we have covered during class. It is fine for you to write about, say, the self, but you must do so in a way that requires you to cover new ground.***

### Readings

The course readings consist almost exclusively of journal articles. Most of the overview papers come from *American Psychologist*, *Psychological Bulletin*, and *Annual Review of Psychology*. Nearly all of the original research articles come from the *Journal of Personality and Social Psychology*, which is the leading journal in social psychology. All of these articles can be located, retrieved and downloaded from the University’s portal to Psyc Info. Start here: <http://findit.library.miami.edu/databases.php>.

Log on to this site as soon as possible and make sure that you understand how to use PsycInfo. By asking you to retrieve these articles yourselves and printing them on your own paper, I am saving you a ton of money (you would not believe how expensive course readers have become). I hope you think that the small amount of additional work on your part is worth the effort.

When possible, please print these articles from the PDF versions rather than the HTML versions, and use front-to-back printing and photocopying to save a tree or two.

### Optional (But Good) Reading

As a graduate student, it is important that you learn to write well. Thus, I will evaluate your writing assignments in part on the quality of your writing. Unlike other scientific fields, where the typical research article might include 2,000 words and a few references, the articles that psychologists publish typically exceed 10,000 words and include 40 or 50 references. There is no doubt that the most successful psychologists are also skilled at non-fiction writing. My favorite book about writing non-fiction is William Zinsser’s (1994) *On Writing Well* (HarperCollins). It has sold nearly 1,000,000 copies. I have read it cover to cover twice and still return to it occasionally (it has a good chapter on scientific writing).

### Schedule of Events (Subject to Change)

	Topic	Readings/Assignments (Articles in Boldface Are Available for Student Presentations)
Thu, Aug 25	Introduction	Syllabus. Pick three articles in <b>boldface</b> on the reading list that you’d be interested in presenting in class.
Tues, Aug 30	History, Theory, and Method in Social Psychology	Krueger & Funder (1999).

Thu, Sept 1	History, Theory, and Method in Social Psychology	Anderson & Bushman, 1997; Richard, Bond, & Stokes-Zoota (2003).
Tues, Sept 6	Automaticity in Social Cognition <b>(Student Presentations)</b>	Bargh & Chartrand, 1999; Fazio & Olson, 2003 <b>Kawada et al. (2004); Payne (2001); Shah (2003); Stapel &amp; Blanton (2004).</b>
Thu, Sept 8	The Social Self	Ellemers, Spears, & Doosje (2002).
Tues, Sept 13	The Social Psychology of Self-Esteem and Narcissism	Crocker & Park (2004).
Thurs, Sept 15	Self-Control	Muraven & Baumeister (2000).
Tues, Sept 20	<b>(Student Presentations)</b>	<b>Bushman, Bonacci, van Dijk, &amp; Baumeister (2003); Dijksterhuis (2004); Muraven, Tice, &amp; Baumeister (1998); Taylor et al. (2003).</b>
Thurs, Sept 22	Attitudes	Ajzen, 2001; Wood, 2000
Tues, Sept 27	Attitude Change and Persuasion <b>(Student Presentations)</b>	<b>Brinol &amp; Petty (2003); Levine et al. (1996); Bassili (1996); Zuwerink &amp; Devine (1996).</b>
Thurs, Sept 29	Aggression	Anderson & Huesmann (2003).
Tues, Oct 4	Aggression	Anderson et al. (2003), Bushman et al. (2001), Cohen et al. (1996).
Thurs, Oct 6	Stereotypes <b>(Student Presentations)</b>	Kunda & Spencer (2003). <b>Alexander et al. (1999); Blaier et al. (2001); Rudman et al. (2001); Schimel et al. (1999).</b>
Tues, Oct 11	Exam I	
Thurs, Oct 13	Altruism and Prosocial Behavior	Penner, Dovidio, Piliavin, & Schroeder (2005).
Tues, Oct 18	Altruism and Prosocial Behavior	Levy et al. (2002); Sturmer et al. (2005).
Thurs, Oct 20	Power	Bargh et al. (1995); Chen et al. (2001); Tiedens & Fragale (2003).
Tues, Oct 25	Obedience and Conformity (Milgram Video)	Bond and Smith (1996).
Thurs, Oct 27	<i>No Class Meeting</i>	<i>I am out of town today.</i>
Tues, Nov 1	Small Groups/Group Dynamics <b>(Student Presentations)</b>	Kerr & Tindale (2004). <b>Cohen (2003); Laughlin et al. (2003); Matz &amp; Wood (2005); Postmes et al. (2001)</b>

Thurs, Nov 3	Social Psychology of Emotions	Frijda (1988); Lazarus (1991).
Tues, Nov 8	Social Psychology of Emotions	Anderson et al. (2003); Lerner & Keltner (2001).
Thurs, Nov 10	Intergroup Relations <b>(Student Presentations)</b>	Hewstone et al. (2002); Pettigrew (1998). <b>Cottrell &amp; Neuberg (2005); Leach et al. (2003); Reed &amp; Aquino (2003); Wohl &amp; Branscombe (2005).</b>
Tues, Nov 15	Interpersonal Attraction and Close Relationships <b>(Student Presentations)</b>	Reis, Collins, & Berscheid (2000). <b>Feeney (2004); Finkel et al. (2002); Frank &amp; Brandstatter (2002); Herbst et al. (2003).</b>
Thurs, Nov 17	<i>No Class Meeting</i>	<i>I am out of town today.</i>
Tues, Nov 22	Evolutionary Social Psychology	Buss & Kenrick (1998).
Thurs, Nov 24	Thanksgiving: No Class	
Tues, Nov 29	Evolutionary Social Psychology	Schmitt & Buss (2001); Fournier et al. (2002).
Dec 1	Exam II	

## READING LIST

### ***History, Theory, and Method in Social Psychology***

Anderson, C. A., & Bushman, B. J. (1997). External validity of "trivial" experiments: The case of laboratory aggression. *Review of General Psychology, 1*, 19-41. (OVERVIEW)

Krueger, J. I., & Funder, D. C. (2004). Towards a balanced social psychology: Causes, consequences, and cures for the problem-seeking approach to social behavior and cognition. *Behavioral and Brain Sciences, 27*, 313-327. (OVERVIEW)

Richard, F. D., Bond, C. F., Jr., & Stokes-Zoota, J. J. (2003). One hundred years of social psychology quantitatively described. *Review of General Psychology, 7*, 331-363. (OVERVIEW)

### ***Automaticity in Social Cognition***

Bargh, J. A., & Chartrand, T. L. (1999). The unbearable automaticity of being. *American Psychologist, 54*, 462-479. (OVERVIEW)

Fazio, R. H., & Olson, M. A. (2003). Implicit measures in social cognition research: Their meaning and use. *Annual Review of Psychology, 54*, 297-327. (OVERVIEW)

**Kawada, C. L. K., Oettingen, G., Gollwitzer, P. M., & Bargh, J. A. (2004). The projection of implicit and explicit goals. *Journal of Personality and Social Psychology, 86*, 545-559.**

**Payne, B. K. (2001). Prejudice and perception: The role of automatic and controlled processes in misperceiving a weapon. *Journal of Personality and Social Psychology, 81*, 181-192.**

**Shah, J. (2003). Automatic for the people: How representations of significant others implicitly affect goal pursuit. *Journal of Personality and Social Psychology, 84*, 661-681.**

**Stapel, D., & Blanton, H. (2004). From seeing to being: Subliminal social comparisons affect implicit and explicit self-evaluations. *Journal of Personality and Social Psychology, 87*, 468-481.**

### ***The Social Self, Self-Esteem, and Self-Control***

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

Crocker, J., & Park, L. E. (2004). The costly pursuit of self-esteem. *Psychological Bulletin, 130*, 392-414. (OVERVIEW)

Muraven, M., & Baumeister, R. F. (2000). Self-regulation and depletion of limited resources: Does self-control resemble a muscle? *Psychological Bulletin, 126*, 247-259. (OVERVIEW)

**Bushman, B. J., Bonacci, A. M. van Dijk, M., & Baumeister, R. F. (2003). Narcissism, sexual refusal, and aggression: Testing a narcissistic reactance model of sexual coercion. *Journal of Personality and Social Psychology, 84*, 1027-1040.**

**Dijksterhuis, A. (2004). I like myself but I don't know why: Enhancing implicit self-esteem by subliminal evaluative conditioning. *Journal of Personality and Social Psychology, 86*, 345-355.**

**Muraven, M., Tice, D. M., & Baumeister, R. F. (1998). Self-control as a limited resource: Regulatory depletion patterns. *Journal of Personality and Social Psychology, 74*, 774-789.**

**Taylor, S. E., Lerner, J. S., Sherman, D. K., Sage, R. M., & McDowell, N. K. (2003). Are self-enhancing cognitions associated with healthy or unhealthy biological profiles? *Journal of Personality and Social Psychology, 85*, 605-615.**

### ***Attitudes, Attitude Change, and Persuasion***

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

Wood, W. (2000). Attitude change: Persuasion and social influence. *Annual Review of Psychology, 51*, 539-570. (OVERVIEW)

**Brinol, P., & Petty, R. E. (2003). Overt head movements and persuasion: A self-validation analysis. *Journal of Personality and Social Psychology, 84*, 1123-1139.**

**Levine, G. M., Halberstadt, J. B., & Goldstone, R. L. (1996). Reasoning and the weighting of attributes in attitude judgments. *Journal of Personality and Social Psychology, 70*, 230-240.**

**Bassili, J. N. (1996). Meta-judgmental versus operative indexes of psychological attributes: The case of measures of attitude strength. *Journal of Personality and Social Psychology*, 71, 637-653.**

**Zuwerink, J. R., & Devine, P. G. (1996). Attitude importance and resistance to persuasion: It's not just the thought that counts. *Journal of Personality and Social Psychology*, 70, 931-944.**

### ***Aggression***

Anderson, C. A., & Huesmann, L. R. (2003). Human aggression: A social-cognitive view. In M. A. Hogg and J. Cooper (Eds.), *The Sage handbook of social psychology* (pp. 296-323). Thousand Oaks, CA: Sage Publications. Can be retrieved from <http://www.psychology.iastate.edu/faculty/caa/abstracts/2000-2004/03AH.pdf>. (OVERVIEW)

Anderson, C. A., Carnagey, N. L., & Eubanks, J. (2003). Exposure to violent media: The effects of songs with violent lyrics on aggressive thoughts and feelings. *Journal of Personality and Social Psychology*, 84, 960-971.

Cohen, D., Nisbett, R. E., Bowdle, B., & Schwarz, N. (1996). Insult, aggression, and the southern culture of honor: An "experimental ethnography." *Journal of Personality and Social Psychology*, 70, 945-960.

### ***Stereotypes***

Kunda, Z., & Spencer, S. J. (2003). When do stereotypes come to mind and when do they color judgment? A goal-based theoretical framework for stereotype activation and application. *Psychological Bulletin*, 129, 522-544. (OVERVIEW)

**Alexander, M. G. Brewer, M. B., & Hermann, R. K. (1999). Images and affect: A functional analysis of out-group stereotypes. *Journal of Personality and Social Psychology*, 77, 78-93.**

**Blair, I. V., Ma, J. E., & Lenton, A. P. (2001). Imagining stereotypes away: The moderation of implicit stereotypes through mental imagery. *Journal of Personality and Social Psychology*, 81, 828-841.**

**Rudman, L. A., Ashmore, R. D. & Gary, M. L. (2001). "Unlearning" automatic biases: The malleability of implicit prejudice and stereotypes. *Journal of Personality and Social Psychology*, 81, 856-868.**

**Schimmel, J., Simon, L., Greenberg, J., Pyszczynski, T., Solomon, S., Waxmonsky, J., & Arndt, J. (1999). Stereotypes and terror management: Evidence that mortality salience enhances stereotypic thinking and preferences. *Journal of Personality and Social Psychology*, 77, 905-926.**

### ***Altruism and Prosocial Behavior***

Penner, L. A., Dovidio, J. F., Piliavin, J. A., & Shroeder, D. A. (2005). Prosocial behavior: Multilevel perspectives. *Annual Review of Psychology*, 56, 365-392. (OVERVIEW)

Levy, S. R., Freitas, A. L., & Salovey, P. (2002). Construing action abstractly and blurring social distinctions: Implications for perceiving homogeneity among, but also empathizing with and helping, others. *Journal of Personality and Social Psychology*, 83, 1224-1238.

Sturmer, S., Snyder, M., & Omoto, A. M. (2005). Prosocial emotions and helping: The moderating role of group membership. *Journal of Personality and Social Psychology*, 88, 532-546.

### ***Power***

Bargh, J. A., Raymond, P., Pryor, J. B., & Strack, F. (1995). Attractiveness of the underling: An automatic power→sex association and its consequences for sexual harassment and aggression. *Journal of Personality and Social Psychology*, 68, 768-781.

Chen, S., Lee-Chai, A. Y., & Bargh, J. A. (2001). Relationship orientation as a moderator of the effects of social power. *Journal of Personality and Social Psychology*, 80, 173-187.

Tiedens, L. Z., & Fragale, A. R. (2003). Power moves: Complementarity in dominant and submissive nonverbal behavior. *Journal of Personality and Social Psychology*, 84, 558-568.

### ***Obedience and Conformity***

Bond, R., & Smith, P. B. (1996). Culture and conformity: A meta-analysis of studies using Asch's (1952, 1956) line judgment task. *Psychological Bulletin*, 119, 111-137. (OVERVIEW)

### ***Small Groups/Group Dynamics***

Kerr, N. L., & Tindale, R. S. (2004). Group performance and decision making. *Annual Review of Psychology*, 55, 623-655. (OVERVIEW)

Cohen, G. L. (2003). Party over policy: The dominating impact of group influence on political beliefs. *Journal of Personality and Social Psychology*, 85, 808-822.

Laughlin, P. R., Zander, M. L., Knieval, E. M., & Tan, T. K. (2003). Groups perform better than the best individuals on letters to numbers problems: Informative equations and effective strategies. *Journal of Personality and Social Psychology*, 85, 684-694.

Matz, D. C., & Wood, W. (2005). Cognitive dissonance in groups: The consequences of disagreement. *Journal of Personality and Social Psychology*, 88, 22-37.

Postmes, T., Spears, R., & Cihangir, S. (2001). Quality of decision making and group norms. *Journal of Personality and Social Psychology*, 80, 918-930.

### ***Social Psychology of Emotions***

Frijda, N. H. (1988). The laws of emotion. *American Psychologist*, 43, 349-358. (OVERVIEW)

Lazarus, R. S. (1991). Progress on a cognitive-motivational-relational theory of emotion. *American Psychologist*, 46, 819-834. (OVERVIEW)

Anderson, C., Keltner, D., & John, O. P. (2003). Emotional convergence between people over time. *Journal of Personality and Social Psychology*, 84, 1054-1068.

Lerner, J. S., & Keltner, D. (2001). Fear, anger, and risk. *Journal of Personality and Social Psychology*, 81, 146-159.

### ***Intergroup Relations***

Hewstone, M., Rubin, M., & Willis, H. (2002). Intergroup bias. *Annual Review of Psychology*, 53, 575-604. (OVERVIEW)

Pettigrew, T. (1998). Intergroup contact theory. *Annual Review of Psychology*, 49, 65-85. (OVERVIEW)

**Cottrell, C., & Neuberg, S. L. (2005). Different emotional reactions to different groups: A sociofunctional threat based approach to "prejudice". *Journal of Personality and Social Psychology*, 88, 770-789.**

**Leach, C. W., Spears, R., Branscombe, N. R., & Doosje, B. (2003). Malicious pleasure: Schadenfreude at the suffering of another group. *Journal of Personality and Social Psychology*, 84, 932-943.**

**Reed, A., & Aquino, K. F. (2003). Moral identity and the expanding circle of moral regard toward out groups. *Journal of Personality and Social Psychology*, 84, 1270-1286.**

**Wohl, M. J. A., & Branscombe, N. R. (2005). Forgiveness and collective guilt assignment to historical perpetrator groups depend on level of social category inclusiveness. *Journal of Personality and Social Psychology*, 88, 288-303.**

### ***Interpersonal Attraction and Close Relationships***

Reis, H. T., Collins, W. A., & Berscheid, E. (2000). The relationship context of human behavior and development. *Psychological Bulletin*, 126, 844-872. (OVERVIEW)

**Feeney, B. C. (2004). A secure base: Responsive support of goal strivings and exploration in adult intimate relationships. *Journal of Personality and Social Psychology*, 87, 631-648.**

**Finkel, E. J., Rusbult, C. E., Kumashiro, M., & Hannon, P. A. (2002). Dealing with betrayal in close relationships: Does commitment promote forgiveness? *Journal of Personality and Social Psychology*, 82, 956-974.**

**Frank, E., Brandstatter, V. (2002). Approach versus avoidance: Different types of commitment in intimate relationships. *Journal of Personality and Social Psychology*, 82, 208-221.**

**Herbst, K. C., Gaertner, L., & Insko, C. (2003). My head says yes but my heart says no: Cognitive and affective attraction as a function of similarity to the ideal self. *Journal of Personality and Social Psychology*, 84, 1206-1219.**

### ***Evolutionary Social Psychology***

Buss, D. M., & Kenrick, D. T. (1998). Evolutionary social psychology. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *The Handbook of Social Psychology* (4<sup>th</sup> Ed) (pp. 982-1026). New York: Oxford.

(OVERVIEW)

Schmitt, D. P., & Buss, D. M., (2001). Human mate poaching: Tactics and temptations for infiltrating existing mateships. *Journal of Personality and Social Psychology*, 80, 894-917.

Fournier, M. A., Moskowitz, D. S., & Zuroff, D. C. (2002). Social rank strategies in hierarchical relationships. *Journal of Personality and Social Psychology*, 83, 425-433.