

UG II YEAR PSYCHOLOGY - SEMESTER-3
DSC – 3: COURSE-3: SOCIAL PSYCHOLOGY

BLOCK-1: INTRODUCTION TO SOCIAL PSYCHOLOGY AND SOCIAL PERCEPTION

UNIT-1: Introduction to Social Psychology: Nature, Scope, Goals, Historical Origins of Social Psychology, Methods of Social Psychology(Observation, Experimental method, Correlation, Survey, Field Studies) and Relevance of Social Psychology to Health, Community and Environment.

UNIT-2 Attribution: Nature, Theories of Attribution (Jones and Davis's Correspondent Inference Theory, Kelly's Theory of Causal Attribution), Basic Sources of Error in Attribution.

UNIT – 3 Impression Formation and Impression Management: Forming Impressions of People through Nonverbal cues, Asch's research on Central and Peripheral Traits, Implicit Personality traits and Techniques of Impression Management ((Opinion conformity ,Excuses, Apologies, Self-Promotion, Flattery ,Favors , Association, Self- promotion , Ingratiation ,Exemplification & Supplication)

BLOCK-2: SOCIALISATION AND SOCIAL COGNITION

UNIT -4 Socialization: Nature and Process of Socialization, Types of Socialization, Agents of Socialization

UNIT-5 Social Cognition: Schemas, Impact of Schemas on Social Cognition, Process and Types of Schemas, Potential Sources of error in Social Cognition.

UNIT-6 Interpersonal Attraction: Nature of Interpersonal attraction, External and Internal Determinants of Interpersonal attraction, Theories of Interpersonal attraction (Balance theory, Social comparison and Social exchange Theories), Sternberg's Triangular Model of Love.

BLOCK-3: SOCIAL PROCESSES

UNIT-7 Attitude: Nature and Components of Attitude, Attitude Formation, Attitude Change- Persuasion (Communicators, Messages and Audiences). Measurement of Attitude- Likert Scale, Bogardus Scale, Thurstone Scale, Osgood and Tannenbaum Scale.

UNIT – 8 Theories of Attitude- Heider's Theory of Balance, Festinger's Theory of Cognitive Dissonance, Self- Perception and Reactance Theory.

UNIT-9 Prejudice: Nature and Origins of Prejudice (Historical, Psychodynamic, Socio-cultural and Phenomenological), Manifestations of Prejudice, Consequences of Prejudice, Techniques of reducing Prejudice. Concepts of Stereotype and Discrimination.

BLOCK-4: GROUP PROCESSES AND SOCIAL INFLUENCE

UNIT-10 Group Processes and Leadership: Nature and Types of Groups, Formation of Groups, Group Structure and Functions. Group Cohesiveness- Factors determining Group Cohesiveness. Leader- Functions of a Leader (Initiating Structure and Consideration), Kinds of Leaders.

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UNIT-11 Social Influence: Concept of Social Influence, Types of Social Influence – Conformity (Factors affecting Conformity, Asch’s Study), Compliance (Principles of Compliance) and Obedience (Milgram’s Study, Destructive Obedience).

UNIT-12 Prosocial Behaviour and Aggression: Concept of Prosocial behavior, Goals of Prosocial behavior, Motives for Prosocial Behaviour, Bystander effect.

Aggression: Nature and Determinants of Aggression (Social, Cultural, Personal and Situational), General Excitation Model of Aggression, Prevention and Control of Aggression.

UG II YEAR- SEMESTER- III PRACTICUM-3

COURSE – 3: SOCIAL PSYCHOLOGY (Practicals)

BLOCK-1: PART-A: BASIC STATISTICS IN PSYCHOLOGY

UNIT-1: Significance of Difference Between Means: Calculation of t-test, Confidence Intervals, Hypothesis Testing.

UNIT-2: Chisquare

UNIT-3: Correlation: Types of Correlation, Calculation of correlation- Rank order and Product Moment method.

Part-B: Experiments/ Tests

1. Sociometry
2. Bogardus scale
3. Locus of Control
4. Leadership scale
5. Group Conformity
6. Aggression
7. Prosocial behavior/Scale of Altruism
8. Attitude Scale
9. Cooperation and Competition