



Psychology
Social Psychology 1
[Core Course]

Semester: III	Credits: 3	Subject Code: A32116	Lectures: 48
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Course Outcomes:

At the end of the course, the learner will be able to:

- Recognize the basic concepts, theories and methodology of social psychology
- Summarize the causes and consequences of social behavior
- Recognize the nature of social cognitions
- Determine the origins of human attitudes
- Determine the causes of stereotyping and discrimination
- Integrate unique features of the Indian socio-cultural context with the social behaviors of individuals

Unit 1: Introduction to Social Psychology	12
<ul style="list-style-type: none">• Meaning, Nature and Scope of Social Psychology• Origins and early development of Social psychology• Social psychology and human values• Social psychology in Indian context	
Unit 2: Social Cognitions, Beliefs and Judgments	12
<ul style="list-style-type: none">• Schemas: Impact, priming and persistence• Heuristics: Representativeness, Availability, Anchoring and Adjustment• Attributing causality: Self fulfilling prophecy• Potential sources of error in Social Cognition<ul style="list-style-type: none">○ Positivity Bias○ Negativity Bias	
Unit 3: Attitudes and Attitude Change	12
<ul style="list-style-type: none">• Meaning, Components and formation of attitudes• Techniques of measuring social attitudes• Persuasion- Meaning, Nature and Cognitive Processes underlying Persuasion• Resisting Persuasion Attempts	

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Unit 4: Stereotyping, Prejudice & Discrimination	12
<ul style="list-style-type: none"> Nature & Origin of stereotyping, prejudice & discrimination Gender Stereotypes: The glass ceiling, Differential respect, Tokenism, Women work and family in the Indian context Reducing prejudice: A system theory approach Intergroup relations in India: Applying socio-psychological perspective 	

12 hours for Library work, practical or field work or research purposes

- Status of Social Psychology in India -Evolution and emerging trends.
- Automatic and controlled processing in social cognitions
- Functions of attitudes.
- Attitude-Behavior link
- Discrimination: Prejudice in Action

Recommended Text Books:

- Baron R A, Byrne D, Branscombe N R and Bhardwaj Gopa. *Social Psychology*, Dorling Kindersley (India) Pvt. Ltd, (2010)
- Myers D G. *Social Psychology*. Tata McGraw- Hill Publishing Co. Ltd., New Delhi, 8th Edition, (2006)
- Misra G. *Applied Social Psychology in India*. Sage publications, New Delhi. (2003)

Reference Books:

- Dalal, A.K.& Misra, G. (2002) *New Directions in Indian Psychology: Social Psychology*. Vol. 1. New Delhi: Sage Publications.
- Lindgren H C *An Introduction to Social Psychology*. Wiley Eastern Ltd., New Delhi, 2nd Edition. (1993)
- Pandey J. *Psychology in India revisited*. Vol 3 Sage Publications, New Delhi. (2004)
- Berry J W and Misra R C. *Psychology in Human and Social Development*, Sage Publications, New Delhi. (2003)

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Psychology
Social Psychology 2
[Core Course]

Semester: IV	Credits: 3	Subject Code: A42116	Lectures: 48
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Course Outcomes:

At the end of the course, the learner will be able to:

- Summarize the causes and consequences of social behavior
- Analyze social problems with the help of various psycho-social theories
- Reflect on how individual behavior is influenced by social and cultural contexts
- Integrate the motives of pro-social behaviors with the helping behavior of individuals
- Determine various causes of aggression
- Use the principles of social psychology in various fields

Unit 1: Social Influence	12
<ul style="list-style-type: none"> • Social Influence: Meaning & Forms of social influence • Conformity: Asch's Research, Factors, Roots and Downside, Resistance to Conformity • Compliance: Principles and tactics • Obedience to authority – Milgram's Research, Occurrence and Resistance 	
Unit 2: Pro-social Behavior	12
<ul style="list-style-type: none"> • Motives for pro-social behavior • Bystander Effect: Responding to an emergency • External & Internal influences on helping behavior • Long term commitment to Pro-social Act 	
Unit 3: Aggression	12
<ul style="list-style-type: none"> • Perspectives on Aggression • Causes of human aggression • Aggression in Indian context: Cultures of honor, oppression against women, communal violence • Prevention and Control of aggression- Catharsis & social learning theory 	

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Unit 4: Applications of Social Psychology

12

- Social psychology and the legal system
- Social psychology and the world of work
- Social psychology and consumer behavior
- Social psychology and advertisement

12 hours for Library work, practical or field work or research purposes

- Symbolic social influence
- Aggression in ongoing relationships: Bullying and Aggression at Work.

Recommended Text Books:

- Baron R A, Byrne D, Branscombe N R and Bhardwaj Gopa. *Social Psychology*, Dorling Kindersley (India) Pvt. Ltd, (2010)
- Myers D G. *Social Psychology*. Tata McGraw- Hill Publishing Co. Ltd., New Delhi, 8th Edition, (2006)
- Misra G. *Applied Social Psychology in India*. Sage publications, New Delhi. (2003)

Reference Books:

- Collins, B.E., Ashmore, R. D. & Aronson, E. (1997). *Social Psychology; Social Influence, Attitude Change, Group Processes, and Prejudice*. Wesley Publishing Company
- Lindgren H C .*An Introduction to Social Psychology*. Wiley Eastern Ltd., New Delhi, 2nd Edition. (1993)
- Pandey J. *Psychology in India revisited*. Vol 3 Sage Publications, New Delhi. (2004)
- Berry J W and Misra R C. *Psychology in Human and Social Development*, Sage Publications, New Delhi. (2003)

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Faculty	Ms. Pooja Jain	Pooja Jain 24/5/24
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