



Psychology General- G2
Social Psychology- I

Semester III

Subject Code: A31616

Lectures: 60

Objectives:

- To acquaint students with the basic concepts, theories and methodology of social psychology.
- To guide students to understand the causes and consequences of social behavior.
- To understand unique features of the Indian socio cultural context

Unit 1: Nature, Scope and Applications of Social Psychology.

12

- Meaning, Nature and Scope of Social Psychology.
- Origins and early development of Social psychology.
- Applications of Social Psychology:
 - Social psychology and the world of work.
 - Social psychology and the legal system.

Unit 2: Social Cognition.

12

- Schemas: Impact, priming and persistence.
- Heuristics: Representativeness, Availability, Anchoring and Adjustment.
- Automatic processing.
- Potential sources of error in Social Cognition.
 - Positivity Bias
 - Negativity Bias.

Unit 3: Attitudes and Attitude Change (Fine Art of Persuasion.)

12

- Meaning, Components and functions of Attitudes
- Attitude formation and Attitude – Behavior Link.
- Persuasion- Meaning, Nature and Cognitive Processes underlying Persuasion.
- Resisting Persuasion Attempts.

Unit 4: Stereotyping, Prejudice & Discrimination.

12

- Nature & Origin of stereotyping.
- Gender Stereotypes: The glass ceiling, Differential respect, Tokenism. Women work and family in the Indian context.
- Origin of Prejudice & Countering its effects.
- Discrimination: Prejudice in Action.





***Assignments and library hours – 12 hours**

Readings:

- Status of Social Psychology in India -Evolution and emerging trends.

Recommended Text Books:

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

Reference Books:

1. Lindgren H C *An Introduction to Social Psychology*. Wiley Eastern Ltd., New Delhi, 2nd Edition. (1993)
2. Pandey J. *Psychology in India revisited*. Vol 3 Sage Publications, New Delhi. (2004)
3. Berry J W and Misra R C. *Psychology in Human and Social Development*, Sage Publications, New Delhi. (2003)
4. Misra G. *Applied Social Psychology in India*. Sage publications, New Delhi. (2003)





Psychology General- G2
Social Psychology-II

Semester: IV

Subject Code: A41616

Lectures: 60

Objectives:

- To enable students to appreciate how individual behavior is influenced by social and cultural contexts.
- To guide students to understand the causes and consequences of social behavior.
- To understand how social problems can be analyzed in terms of various social psychological theories

Unit 1: Social Influence

12

- Social Influence: Meaning & Forms of social influence.
- Conformity : Asch's Research, Factors, Roots and Downside, Resistance to Conform.
- Compliance: Principles and tactics
- Obedience to authority – Milgram's Research, Occurrence and Resistance.

Unit 2: Aggression.

12

- Perspectives on Aggression.
- Causes of human aggression.
- Aggression in ongoing relationships: Bullying and Aggression at Work.
- Prevention and Control.

Unit 3: Conflict & Peace Making.

12

- Conflict:
 - Nature of conflict, Social dilemma and competition as causes of conflict.
 - Perceived injustice and misperception as other causes of conflict.
- Peace :
 - Nature of peace, contact and cooperation as methods of achieving peace.
 - Communication and conciliation as other methods of achieving peace.



Unit 4: Pro-social Behavior.

12

- Motives for pro-social behavior.
- Bystander Effect: Responding to an emergency.
- External & Internal influences on helping behavior.
- Long term commitment to Pro-social Act.

***Assignments and library hours – 12 hours**

Reading:

- Prevention and control of aggression: Indian perspective.

Recommended Text Books:

1. Baron R A, Byrne D, Branscombe N R and BhardwajGopa. *Social Psychology*. Dorling Kindersley (India) Pvt. Ltd. (2010)
2. Myers D G .*Social Psychology*. Tata McGraw- Hill Publishing Co. Ltd., New Delhi, 8th Edition. (2006)

Reference Books:

1. Pandey.J. *Psychology in India revisited*,Vol3 ,Sage publications, New Delhi (2004)
2. Berry J.W and Misra RC. *Psychology in Human and Social Development* .Sage publications, New Delhi (2003).
3. Misra G. *Applied Social Psychology in India* .Sage publications, New Delhi. (2003)

