

Spring 2019

Psychology 74600: Graduate Social Psychology

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Course Description

This seminar provides a broad overview of social psychology, both classic and current. The field is far too broad for meaningful comprehensive coverage, so selected topics will be addressed in a two-tiered format. First, foundational material will address such basic topics as the processes of attitude change; social influences on conformity, compliance, and obedience; the self and the pursuit of self-esteem; person perception and attribution; stereotyping and prejudice; attraction and mate selection; and group influences on performance. Each week, the readings will consist of a textbook chapter for background and 3 or 4 research articles that will serve as the basis for discussion. Next, individual students will present their own reviews of contemporary research on the more specific, current topics they have chosen for their final paper. Topics include the determinants of subjective well-being; the Implicit Association Test (IAT); cultural differences in cognition and behavior; evolutionary theories of beauty and attraction; self deception effects on health; social perception on juries; and social influences on performance in sports. For these classes, each student will present a 10-min. summary of the literature and proposal for research.

Background Text

Kassin, S., Fein, S., & Markus, H. (2017). *Social Psychology* (10th edition). Belmont, CA: Cengage Learning. [complimentary copies to be provided]

Research Articles

There are forty-plus required articles listed in the syllabus. Readings in brackets are for reference purposes and will be presented by individual students assigned to cover special aspects of the topic.

Evaluation

Grades will be based on the following components:

(1) 50% = final 4,000-word literature review, in APA style; (2) 25% = team presentation and individual 3-4 page paper on a selected topic in the syllabus, (3) 25% = general class participation, which requires regular attendance, reading, and contribution to discussions.

Schedule of Classes

January 30	Introduction to the Field and the Course
February 6	Foundations and Controversies <i>(Phil Zimbardo, Stanford University)</i>
February 13	Milgram's Obedience to Authority
February 20	Conformity and Compliance
February 27	Attitudes and Persuasion
March 6	Pursuit of Self-Esteem <i>(Sheldon Solomon, Skidmore College)</i>
March 13	Confirmation Biases in Social Perception
March 20	Stereotypes and Prejudice: Origins, Measurement, Content <i>(Mahzarin Banaji, Harvard University)</i>
March 27	Stereotypes and Prejudice: Consequences <i>(Phillip Atiba Goff, John Jay College)</i>
April 3	Group Influences on Behavior
April 10	Attraction, Evolution, and Mate Selection <i>(Eli Finkel, Northwestern University)</i>
April 17	The Cultural Equation <i>(Hazel Markus, Stanford University)</i>
April 24	<i>SPRING BREAK: NO CLASS</i>
May 1	Health and Subjective Well-Being <i>(Martin Seligman, University of Pennsylvania)</i>
May 8	Presentations of Current Research*
May 15	Presentations of Current Research* [NO CLASSES]

* Current research topics are to be selected from the list appearing on the following page (students will devise their own reading lists in coordination with Prof. Kassin; students may also propose topics not on the list).

1. Foundations and Controversies

Baumeister, R., & Leary, M. (1995). The need to belong: Desire for interpersonal attachments as a fundamental human motivation. *Psychological Bulletin*, 117, 497–529.

Zimbardo, P. (2007). *The Lucifer effect: How good people turn evil*. NY: Random House.
<http://lucifereffect.com/>; <https://www.prisonexp.org/links/#responses>

Ross, L. (1977). The intuitive psychologist and his shortcomings: Distortions in the attribution process. *Advances in experimental social psychology*, 10, 174-221.

[Nosek, B., et al. (2015). Estimating the reproducibility of psychological science. *Science*, 349, 943-951.]

[Gilbert, D., King, G., Pettigrew, S., & Wilson, T. (2016). Comment on “estimating the reproducibility of psychological science.” *Science*, 351, pp. 1037.]

[Anderson, C., et al. (2019). The MTurkification of social and personality psychology. *Personality and Social Psychology Bulletin*, 1-9.]

2. Milgram’s Obedience to Authority (text chapter 7)

Milgram, S. (1963). Behavioral study of obedience. *Journal of Abnormal & Social Psychology*, 67, 371-378.

Baumrind, D. (1964). Some thoughts on ethics of research: After reading Milgram's "behavioral study of obedience." *American Psychologist*, 19, 421-423.

Milgram, S. (1964). Issues in the study of obedience: A reply to Baumrind. *American Psychologist*, 19, 848-852.

Haslam, A., Reicher, S., & Birney, M. (2014). Nothing by mere authority: Evidence that in an experimental analogue of the Milgram paradigm participants are motivated not by orders but by appeals to science. *Journal of Social Issues*, 70, 473-488.

[Milgram, S. (1974). *Obedience to authority: An experimental view*. NY: Harper & Row.]

[Burger, J. (2009). Replicating Milgram: Would people still obey today? *American Psychologist*, 64, 1-11.]

3. Conformity and Compliance (text chapter 7)

Asch, S. (1955). Opinions and social pressure, *Scientific American*, 193, 31-35.

Williams, K., & Nida, S. (2011). Ostracism: Consequences and coping. *Current Directions in Psychological Science*, 20, 71-75.

Chartrand, T., & Bargh, J. (1999). The chameleon effect: The perception-behavior link and social interaction. *Journal of Personality and Social Psychology*, 76, 893–910.

Sawaoka, T., & Monin, B. (2018). The paradox of viral outrage. *Psychological Science*, 29, 1665-1678.

[Kassin, S., & Kiechel, K. (1996). The social psychology of false confessions: Compliance, internalization, and confabulation. *Psychological Science*, 7, 125–128.]

[Cracco, E., et al. (2018). Automatic imitation: A meta-analysis. *Psychological Bulletin*, 144, 453-500.]

[Cialdini, R. (2006). *Influence: The science of persuasion*. New York: Harper Collins.]

4. Attitudes and Persuasion (text chapter 6)

Petty, R., & Cacioppo, J. (1986). The Elaboration likelihood model of persuasion. *Advances in Experimental Social Psychology*, 19, 123-205.

Festinger, L., & Carlsmith, J. (1959). Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 58, 203-210.

Levy, N., Harmon-Jones, C., & Harmon-Jones, E. (2018). Dissonance and discomfort: Does a simple cognitive inconsistency evoke a negative affective state? *Motivation Science*, 4, 95-108.

[Albarracin, D., & Shavitt, S. (2018). Attitudes and attitude change. *Annual Review of Psychology*, 69, 299-327.]

5. Pursuit of Self-Esteem (text chapter 3)

Brummelman, E., Thomaes, S., & Sedikides, C. (2016). Separating narcissism from self-esteem. *Current Directions in Psychological Science*, 25, 8–13.

Pyszczynski, T., Greenberg, J., Solomon, S., et al. (2004). Why do people need self-esteem? A theoretical and empirical review. *Psychological Bulletin*, 130, 435-468.

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

[Dunning, D., et al. (2003). Why people fail to recognize their own incompetence. *Current Directions in Psychological Science*, 12, 66-69.]

[Orth, U., Erol, R., & Luciano, E. (2018). Development of self-esteem from age 4 to 94 years: A meta-analysis of longitudinal studies. *Psychological Bulletin*, *144*, 1045-1080.]

6. Confirmation Biases in Social Perception (text chapter 4)

Darley, J., & Gross, P. (1983). A hypothesis-confirming bias in labeling effects. *Journal of Personality and Social Psychology*, *44*, 20–33.

Snyder, M., & Swann, W. (1978). Hypothesis-testing processes in social interaction. *Journal of Personality and Social Psychology*, *36*, 1202-1212.

Rosenthal, R. (2002). Covert communication in classrooms, clinics, courtrooms, and cubicles. *American Psychologist*, *57*, 839–849.

[Kukucka, J., Kassin, S., Zapf, P., & Dror, I. (2017). Cognitive bias and blindness: A global survey of forensic science examiners. *Journal of Applied Research in Memory and Cognition*, *6*, 452-459.]

[Zapf, P. Kukucka, J., Kassin, S., & Dror, I. (2018). Cognitive bias in forensic mental health assessment: Evaluator beliefs about its nature and scope. *Psychology, Public Policy, and Law*, *24*, 1-10.]

7. Stereotypes and Prejudice – Origins, Measurement, and Content (text chapter 5)

Greenwald, A., et al. (1998). Measuring individual differences in implicit cognition: The implicit association test. *Journal of Personality and Social Psychology*, *74*, 1464–1480.

Jost, J. (2018). The IAT is dead, long live the IAT: Context-sensitive measures of implicit attitudes are indispensable to social and political psychology. *Current Directions in Psychological Science*, 1-10.

Charlesworth, T., & Banaji, M. R. (2019). Patterns of implicit and explicit attitudes. Long-term change and stability from 2007 to 2016. *Psychological Science*, *30*, 174–192.

[Greenwald, A., et al. (2009). Understanding and using the IAT: Meta-analysis of predictive validity. *Journal of Personality and Social Psychology*, *97*, 17-41.]

[Fiske (2018). Stereotype content: Warmth and competence endure. *Current Directions in Psychological Science*, *12*, 67-73.]

8. Stereotyping and Prejudice – Consequences (text chapter 5)

Steele, C. (1997). A threat in the air: How stereotypes shape intellectual identity and performance. *American Psychologist*, *52*, 613–629.

Eberhardt, J., et al. (2006). Looking death worthy: Perceived stereotypicality of black defendants predicts capital-sentencing outcomes. *Psychological Science*, *17*, 383-386.

Goff, P., et al. (2014). The essence of innocence: Consequences of dehumanizing Black children. *Journal of Personality and Social Psychology*, *106*, 526-545.

[Correll, J., et al. (2014). The police officer's dilemma: A decade of research on racial bias in the decision to shoot. *Social and Personality Psychology Compass*, *8*, 201-213.]

[Sommers, S., & Norton, M. (2008). Race and jury selection: Psychological perspectives on the peremptory challenge debate. *American Psychologist*, *63*, 527-539.]

9. Group Influences on Behavior (text chapters 8, 10)

Zajonc, R. (1965). Social facilitation. *Science*, *149*, 269-274.

Latané, B., Williams, K., & Harkins, S. (1979). Many hands make light the work: The causes and consequences of social loafing. *Journal of Personality and Social Psychology*, *37*, 822-832.

Gansberg, M. (1964). Thirty-eight who saw murder didn't call the police. *The New York Times*, March 27, 1964.

Latané, B., & Darley, J. (1968). Group inhibition of bystander intervention. *Journal of Personality and Social Psychology*, *10*, 215-221.

[Leone, et al. (2018). Bystander intervention to prevent sexual violence: The overlooked role of bystander alcohol intoxication. *Psychology of Violence*, *8*, 639-647.]

[Menolascino, N., & Jenkins, L. (2018). Predicting bystander intervention among middle school students. *School Psychology Quarterly*, *33*, 305-313.]

10. Attraction, Evolution, and Mate Selection (text chapter 9)

Buss, D. (1989). Sex differences in human mate preferences: Evolutionary hypotheses tested in 37 cultures. *Behavioral and Brain Sciences*, *12*, 1-14.

Finkel, E., Eastwick, P., Karney, B., Reis, H., & Sprecher, S. (2012). Online dating: A critical analysis from the perspective of psychological science. *Psychological Science in the Public Interest*, *13*, 3-66.

Alves, H. (2018). Sharing rare attitudes attracts. *Personality and Social Psychology Bulletin*, *44*, 1270-1283.

[Finkel, E. & Eastwick, P. (2015). Interpersonal attraction. *APA handbook of personality and social psychology: Interpersonal relations* (pp. 179-210). Washington DC: American Psychological Association.]

11. The Cultural Equation

Markus, H., & Kitayama, S. (1991). Culture and the self: Implications for cognition, emotion, and motivation. *Psychological Review*, 98, 224-253.

Markus, H. (2017). American = independent? *Perspectives on Psychological Science*, 12, 855-866.

[Sedikides, C., Gaertner, L., & Toguchi, Y. (2003). Pancultural self-enhancement. *Journal of Personality & Social Psychology*, 84, 60-79.]

[Heine, S. (2005). Where is the evidence for pan-cultural self-enhancement? A reply to Sedikides et al. *Journal of Personality and Social Psychology*, 89, 531-538.]

[Kim, H., Sherman, D., & Taylor, S. (2008). Culture and social support. *American Psychologist*, 63, 518-526.]

[Chen, J. et al. (2012). Culture and social support provision: Who gives what and why. *Personality and Social Psychology Bulletin*, 38, 3–13.]

12. Health and Subjective Well-Being (text chapter 14)

Seligman, M., & Csikszentmihalyi, M. (2000). Positive psychology: An introduction. *American Psychologist*, 55, 5-14.

Lyubomirsky, S., et al. (2005). Pursuing happiness: The architecture of sustainable change. *Review of General Psychology*, 9, 111-131.

Taylor, S. (2011). The future of social-health psychology: Prospects and predictions. *Social and Personality Psychology Compass*, 5, 275-284.

[Batz-Barbarich, et al. (2018). A meta-analysis of gender differences in subjective well-being: Estimating effect sizes and associations with gender inequality. *Psychological Science*, 29, 1491-1503.]

[Clark, J., Algoe, S., & Green, M. (2018). Social network sites and well-being: The role of social connection. *Current Directions in Psychological Science*, 27, 32–37.]

[Helliwell, J., Layard, R., & Sachs, J. (2019). *World Happiness Report 2019*. New York: Sustainable Development Solutions Network.]

Presentations of Current Research Topics

1. The replication crisis: What is the problem and what are the solutions?
2. Overt racism: Is it back, and is it here to stay?
3. Subliminal influence: Fact, fiction, or something in between?
4. Men, women, sex, and relationships: Is there a gender divide?
5. Stereotyping and prejudice: Controllable, or inevitable by-products of human nature?
6. Self-deception: What is it, and is it adaptive?
7. Performance in sports: When do athletes rise to the occasion or choke under pressure?
8. Helping: Are human beings altruistic, or even capable of altruism?
9. Beauty: An objective attribute, or in the eye of the beholder?
10. Persuasion: What are the effects of negative ads in politics?
11. Guns and violence: How should social psychology weigh in on the debate?
12. Online attraction: Do the same principles of social interaction apply?
13. Can science be used to make people happier?
14. Social perception: Can people be trained to become better lie detectors?
15. Tribalism in the US: Same old ingroup-outgroup bias or something worse?
16. Other – Submit proposal idea