

Psychology 434.01  
Applied Social Psychology  
Credit Hours: 3  
Fall 2007

Location: TUC 208

Meeting Times: Thursday, 6:00 to 8:50 pm

Instructor: Darryl W. Johnson, Ph.D.

Office: LDB 332-k

Contact Information:

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Course Description:

Psychology 434 is designed to introduce the student to the application of social psychology in everyday life. This course examines the use of social psychological theory and method to explain and solve real world problems. Topics include physical and mental health, the media, law, consumerism, and processes of conflict and social influence.

Course Objectives:

- 1) Gain familiarity with the scientific underpinnings of social psychology.
- 2) Become familiar with methods of social influence and their applications.
- 3) Learn the areas where social psychology can inform decision-makers in solving real world problems.
- 4) Be able to recognize applications of social psychology in everyday life.
- 5) Develop an awareness of future directions of social psychology in light of ongoing research.

Required Texts:

Cialdini, R. B. (2001). *Influence: Science and Practice* (4<sup>th</sup> ed.). Boston, MA: Allyn & Bacon.  
Schneider, F. W., Gruman, J. A., & Coutts, L. M. (Eds.). (2005). *Applied social psychology: Understanding and addressing social and practical problems*. Thousand Oaks, CA: Sage Publications.

Required Supplies:

Exams will require Scan-Tron forms, #2 pencils with good erasers, and booklets for short-answer and essay questions.

Exams:

Four exams (including the Final) will be given. Exams will be primarily multiple choice with some short-answer and essay questions. Make-up exams will be all essay, and only ONE exam may be made up during the semester. It is the student's responsibility to contact the professor

PRIOR to the original scheduled exam time in order to be eligible for a make-up exam. Make-up exams must be taken within 1 week of the original exam date.

Grading Policy:

The final semester grade will be based on the average of the four exams.

A = 89.5-100 B = 79.5 to 89.49 C = 69.5 to 79.49 D = 59.5 to 69.49 F =  $\leq$  59.49

The .5 rounding rule will be strictly followed (i.e., 89.4999 is a "B"). Students may drop the lowest of the four exam scores. For gradebook purposes on Blackboard, the average of the other four tests will be substituted for the score of the dropped test. However, please note the attendance requirements below.

Attendance Policy:

Attendance is expected. Tardiness or leaving class before dismissal without prior notification will be considered absence. Sometimes I will check roll at the beginning of class; sometimes at the end – or maybe both. **Absences in excess of 4.5 hours of class time for any reason, excused or unexcused, will forfeit entitlement to drop the lowest exam grade.** I, as your instructor, will only take responsibility for having handouts and materials at class on the day initially provided. If you must be absent, **be sure you have arranged for a peer to obtain materials and/or notes for you.** They will not be available from me except on the date initially provided.

Study Tips:

Students are advised to read chapters prior to class. High-lighting text or making notes in the margin will assist you when later studying for exams. Students encountering academic difficulty are encouraged to visit the SAM Center.

Instructor Evaluation:

Toward the end of the semester, you will be asked to complete a course/instructor evaluation using IDEA, the faculty evaluation system for SHSU.

Tentative Course Outline:

8/23	Introduction to class	
8/30	Chapters 1-4 of Cialdini	
9/06	Chapters 5-8 of Cialdini	
9/13	Analysis: The Long Con	
9/20		EXAM #1

The remaining chapters we will cover are from the Schneider text:

9/27	Chapter 5: Applying Social Psychology in Everyday Life	
10/04	Chapter 6: Applying Social Psychology to Clinical and Counseling Psychology	
10/11	Chapter 7: Applying Social Psychology to Sports Teams	
10/18		EXAM #2

- 10/25 Chapter 8: Applying Social Psychology to the Media  
11/01 Chapter 9: Applying Social Psychology to your Health  
11/08 Chapter 10: Applying Social Psychology to Education  
11/15 EXAM #3
- 11/22 No Class: Thanksgiving Break
- 11/29 Chapter 11: Applying Social Psychology to Organizations  
12/06 Chapter 12: Applying Social Psychology to the Criminal Justice System  
12/13 FINAL (date and time not negotiable)

Any changes to the proposed outline will be discussed in class. It is the student's responsibility to be aware of changes.

Academic Honesty:

All students are expected to engage in all academic pursuits in a manner that is above reproach. Students are expected to maintain complete honesty and integrity in the academic experiences both in and out of the classroom. Any student found guilty of dishonesty in any phase of academic work will be subject to disciplinary action. The University and its official representatives may initiate disciplinary proceedings against a student accused of any form of academic dishonesty including, but not limited to, cheating on an examination or other academic work which is to be submitted, plagiarism, collusion and the abuse of resource materials.

➤ ***Cheating*** includes:

- Copying from another student's test paper, laboratory report, other report, or computer files, data listings, and/or programs.
- Using, during a test, materials not authorized by the person giving the test.
- Collaborating, without authorization, with another student during an examination or in preparing academic work.
- Knowingly, and without authorization, using, buying, selling, stealing, transporting, soliciting, copying, or possessing, in whole or in part, the contents of an unadministered test.
- Substituting for another student, or permitting another student to substitute for oneself, to take a test.
- Bribing another person to obtain an unadministered test or information about an unadministered test.
- Purchasing, or otherwise acquiring and submitting as one's own work any research paper or other writing assignment prepared by an individual or firm. This section does not apply to the typing of the rough and/or final versions of an assignment by a professional typist.

- **Plagiarism** means the appropriation of another's work or idea and the unacknowledged incorporation of that work or idea into one's own work offered for credit.
- **Collusion** means the unauthorized collaboration with another person in preparing work offered for credit.

Classroom Rules of Conduct:

Conduct that interferes with a classroom environment conducive to learning will not be allowed. Examples include use of electronic devices that create undue distraction (e.g., cell phones, mp3 players, etc.), excessive talking, note passing, and eating fast food.

Americans with Disabilities Act:

It is the policy of Sam Houston State University that individuals otherwise qualified shall not be excluded, solely by reason of their disability, from participation in any academic program of the university. Further, they shall not be denied the benefits of these programs nor shall they be subjected to discrimination. Students with disabilities that might affect their academic performance are expected to visit with the Office of Services for Students with Disabilities located in the Counseling Center. They should then make arrangements with their individual instructors so that appropriate strategies can be considered and helpful procedures can be developed to ensure that participation and achievement opportunities are not impaired. SHSU adheres to all applicable federal, state, and local laws, regulations, and guidelines with respect to providing reasonable accommodations for students with disabilities. If you have a disability that may affect adversely your work in this class, then I encourage you to register with the SHSU Counseling Center and to talk with me about how I can best help you. All disclosures of disabilities will be kept strictly confidential. NOTE: no accommodation can be made until you register with the Counseling Center.

Religious Holidays:

Section 51.911(b) of the Texas Education Code requires that an institution of higher education excuse a student from attending classes or other required activities, including examinations, for the observance of a religious holy day, including travel for that purpose. Section 51.911(a)(2) defines religious holy days as: "a holy day observed by a religion whose places of worship are exempt from property taxation under Section 11.20, Tax Code . . ." A student whose absence is excused under this subsection may not be penalized for that absence and shall be allowed to take an examination or complete an assignment from which the student is excused within a reasonable time after the absence. University policy 861001 provides the procedures to be followed by the student and instructor. A student desiring to absent himself/herself from a scheduled class in order to observe (a) religious holy day(s) shall present to each instructor involved a written statement concerning the religious holy day(s). The instructor will complete a will notify the student of a reasonable timeframe in which the missed assignments and/or examinations are to be completed.

Visitors in the Classroom:

Unannounced visitors to class must present a current official SHSU identification card to be permitted in the classroom. They must not present a disruption to the class by their attendance. If the visitor is not a registered student, it is at the instructor's discretion whether or not the visitor will be allowed to remain in the classroom.