ST. JOSEPH’S COLLEGE FOR WOMEN (A), VISAKHAPATNAM

IV SEMESTER **PSYCHOLOGY** TIME:5HRS/WEEK

PSY 4603(4) **SOCIAL PSYCHOLOGY - II** MAX.MARKS:100

w.e.f. Academic Year 2021-22 **SYLLABUS**

**OBJECTIVES:**

**COURSE OUTCOMES:**

CO1: Have a comprehensive understanding of social influences on conformity and obedience.

CO2: Become sensitive to the nature, life and causes of prejudices

CO3: Develop an awareness of nature, emergence and growth of social psychology.

CO4: Have a comprehensive understanding of group and cultural influences on behaviour and social roles

CO5: Illustrate understanding of leadership and practical application of leadership training

**UNIT I: SOCIAL INFLUENCE**

1. Forms of social influence: Conformity, Asch’s experiments on conformity; factors affecting conformity; the bases of conformity.
2. Compliance: Tactics used in compliance; Ingratiation, reciprocity and multiple requests, guilt and compliance.
3. Obedience: Milgrams Studies on destructive obedience, resisting the effects of destructive obedience, modeling as a basis for unintentional social influence.

**UNIT II: PREJUDICE**

1. Prejudice and Discrimination- Nature and Origin of Prejudice,Techniques of Reducing Prejudice
2. Stereotype
3. Social Distance

**UNIT III: AGGRESSION**

1. Definition, Determinants of Human Aggression- Social, Personal and Situational Factors
2. Prevention and Control of Aggression
3. Measurement of Aggression

**UNIT IV: GROUPS AND INDIVIDUALS**

1. Definition and types of groups
2. Group functions- Roles, Status, Norms, Cohesiveness and Conformity
3. Group and Individual Performance- Social Facilitation, Social Loafing, Decision Making by Groups.

**UNIT V: LEADERSHIP**

1. Definition, Traits of a Leader, Types of Leaders- Autocratic, Democratic and Laissez - faire
2. Classic Studies on Leadership, Leader Behavior- Initiating Structure and Consideration
3. Leadership Training

**REFERENCE BOOKS:**

* 1. Myers, David G.(1988). Social Psychology, 2nd Edition, McGraw Hill Book Company.
  2. Baron, Robert. A. and Byrne, Donn . Social Psychology, 7th edition, Prentice Hall of India Pvt. Ltd.
  3. Lindgren, Henry.C. (1973) .An introduction to Social Psychology, John Wiley & Sons
  4. Munn, N.L., (1948). Laboratory Manual in Experimental Psychology , Houghton Mifflin co., New York.
  5. Nataraj.P. (1970). A manual of laboratory experiments in psychology, Mysore printing and Publishing House. Mysore

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**SOCIAL PSYCHOLOGY PRACTICUM-II**

**CONDUCT ANY EIGHT EXPERIMENTS FROM THE FOLLOWING CONCEPTS**

* 1. Adjustment Scale-Beirs Adjustment Inventory
  2. Test of Values
  3. Self concept
  4. Emotional maturity / stability
  5. The Accuracy of Testimony
  6. Intergenerational conflict
  7. Family Ideology
  8. Decision making styles
  9. Styles of leadership behaviour
  10. Field work/ Project Work- Observation visit to two NGO’s working with disadvantaged people.

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