

# Psychology 2500

## Advanced Social Psychology

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Fall 2011

Tuesdays 1:30-3:45p

William James Hall 1305

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### Course Requirements

Each assignment counts for 25% of the course grade:

1. A mid-semester take-home essay exam will be distributed Oct. 18 and due Oct. 25 at 5 PM (as a single Word file with all answers attached to an email to both instructors). You will be asked to answer 4 of 6 questions, limiting your answers to 2 double-spaced pages for each.
2. A take-home essay final exam in the same format will be distributed electronically Dec. 6 and will be due electronically by 5 PM on Dec. 13.
3. For each class session, there are main readings for the class as a whole. Your assignment is to do the main readings and then turn in comments on them by the day on which the topic is covered. The comments (1 page maximum, emailed as a Word file to both instructors by class time) should prepare you for class discussion, and should go beyond summarizing the reading to convey your own response. This response can be selective and could include, for instance, the most interesting idea you read or had about the topic, an example of something you have experienced that is relevant to the topic, an idea for a study, or an observation of how the readings interrelate. Participation in class discussion is also part of this assignment. You may take two “*get out of comments free*” days without penalty.
4. In addition, beginning Sept. 20, on each of 2-4 occasions (to be determined by class size) you will select one of the presentation readings to deliver to the class. You should prepare a one-page paper summarizing that reading for the class, and give a short presentation in class to overview the reading and relate it to the main readings.

### Outline and Readings

**September 6**                      **Organizational Meeting**

**September 13**                      **The Classic Experiments**                      (sign up for presentation dates)

#### *Main Readings*

Asch, S. E. (1955). Opinions and social pressure. *Scientific American*, 19, 31-35.

- Darley, J. M., & Latané, B. (1968). Bystander intervention in emergencies: Diffusion of responsibility. *Journal of Personality and Social Psychology*, 8, 377-383.
- Festinger, L., & Carlsmith, J. M. (1959). Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 58, 203-210.
- Milgram, S. (1963). Behavioral study of obedience. *Journal of Abnormal and Social Psychology*, 67, 371-378.
- Schachter, S., & Singer, J. E. (1962). Cognitive, social, and physiological determinants of emotional state. *Psychological Review*, 69, 379-399.

### *Background*

- Burger, J. M. (2009). Replicating Milgram: Would people still obey today? *American Psychologist*, 64, 1-11.
- Reeder, G. D., Monroe, A. E., & Pryor, J. B. (2008). Impressions of Milgram's obedient teachers: Situational cues inform inferences about motives and traits. *Journal of Personality and Social Psychology*, 95, 1-17.
- Ross, L., & Nisbett, R. E. (1992). *The person and the situation*. New York: McGraw-Hill. (Chapter 2: The power of the situation)
- Wegner, D. M., & Gilbert, D. T. (2000). Social psychology--the science of human experience. In H. Bless & J. P. Forgas (Eds.), *The message within: Subjective experience in social cognition and behavior* (pp. 1-9). Philadelphia, PA: Psychology Press.

## **September 20                      Social Psychological Methods**

### *Main Reading*

- Wilson, T. D., Aronson, E., & Carlsmith, K. (2010). The art of laboratory experimentation. In S. T. Fiske, D. T. Gilbert, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 1, pp. 49-79). Boston, MA: McGraw-Hill.

### *Presentations*

- Cleland, C. E. (2001). Methodological and epistemic differences between historical science and experimental science. *Philosophy of Science*, 69, 474-496.
- Miller, A. G., Gordon, A. K., & Buddie, A. M. (1999). Accounting for evil and cruelty: Is to explain to condone? *Personality and Social Psychology Review*, 3, 254-268.
- Henrich, J., Heine, S. J., & Norenzayan, A. (2010). The weirdest people in the world? *Behavioral and Brain Sciences*, 33, 61-83.

Orne, M. T. (1962). On the social psychology of the psychological experiment: With particular reference to demand characteristics and their implications. *American Psychologist*, *17*, 776-783.

### *Background*

Rosenthal, R. (1994). Interpersonal expectancy effects: A 30-year perspective. *Current Directions in Psychological Science*, *3*, 176-179.

Sherman, S. J. (1980). On the self-erasing nature of errors of prediction, *Journal of Personality and Social Psychology*, *39*, 211-221.

## **September 27            Emotions**

### *Main Readings*

Ekman, P. (1984). Expression and the nature of emotion. In K. Scherer & P. Ekman (Eds.), *Approaches to emotion* (pp. 319-343). Hillsdale, NJ: Erlbaum.

Niedenthal, P. M., Barsalou, L. W., Winkielman, P., Krauth-Gruber-S., & Ric, F. (2005). Embodiment in attitudes, social perception, and emotion. *Personality and Social Psychology Review*, *9*, 184-211.

Zajonc, R. B. (1980). Feeling and thinking: Preferences need no inferences. *American Psychologist*, *35*, 151-175.

### *Presentations*

Rozin, P., Millman, L., & Nemeroff, C. (1986). Operation of the laws of sympathetic magic in disgust and other domains. *Journal of Personality and Social Psychology*, *50*, 703-712.

Chandler, J., & Schwartz, N. (2009). How extending your middle finger affects your perception of others: Learned movements influence concept accessibility. *Journal of Experimental Social Psychology*, *45*, 123-128.

Schnall, S., Roper, J., & Fessler, D. M. T. (2010). Elevation leads to altruistic behavior. *Psychological Science*, *21*, 315-320.

Tracy, J. L., & Robins, R. W. (2008). The nonverbal expression of pride: Evidence for cross-cultural recognition. *Journal of Personality and Social Psychology*, *94*, 316-330.

### *Background*

Wilson, T. D., & Gilbert, D. T. (2003). Affective forecasting. In M. Zanna (Ed.), *Advances in experimental social psychology*, Vol. 35 (pp. 345-411). New York: Elsevier.

Olson, J. M., & Stone, J. (2005). The influence of behavior on attitudes. In D. Albarracín, B. Johnson, & M. Zanna (Eds), *Handbook of Attitudes* (pp. 223-271). Mahwah, NJ: Erlbaum.

## **October 4                      Self-Understanding**

### *Main Readings*

Dijksterhuis, A., & Nordgren, L. F. (2006). A theory of unconscious thought. *Perspectives on Psychological Science, 1*, 95-109.

Harmon-Jones, E., & Mills, J. (1999). An introduction to cognitive dissonance theory and an overview of current perspectives on the theory. In E. Harmon-Jones & J. Mills (Ed.), *Cognitive dissonance* (pp. 3-21). Washington, DC: American Psychological Association.

Nisbett, R. E., & Wilson, T. D. (1977). Telling more than we can know: Verbal reports on mental processes. *Psychological Review, 84*, 231-259.

### *Presentations*

Arndt, J., Cook, A., Goldenberg, J. L., & Cox, C. R., (2007). Cancer and the threat of death: The cognitive dynamics of death thought-suppression and its impact on behavioral health intentions. *Journal of Personality and Social Psychology, 92*, 12-29.

Comer, R. & Laird, J. D. (1975). Choosing to suffer as a consequence of expecting to suffer: Why do people do it? *Journal of Personality and Social Psychology, 32*, 92-101.

Gallup, G. G., Jr. (1977). Self-recognition in primates: A comparative approach to the bidirectional properties of consciousness. *American Psychologist, 32*, 329-338.

Pelham, B. W., Mirenberg, M. C., & Jones, J. T. (2002). Susie sells seashells by the seashore: Implicit egotism and major life decisions. *Journal of Personality and Social Psychology, 82*, 469-487.

### *Background*

Bem, D. (1972). Self-perception theory. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 6). New York: Academic Press.

Mercer, H., & Sperber, D. (2011). Why do humans reason? An argumentative theory. *Behavioral and Brain Sciences, 23*, 57-111.

Vallacher, R. R., & Wegner, D. M. (1987). What do people think they're doing? Action identification and human behavior. *Psychological Review, 94*, 3-15.

Wicklund, R. A. (1975). Objective self-awareness. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 8, pp. 233-275). New York: Academic Press.

## **October 11                      Automaticity and Control**

### *Main Readings*

Bargh, J. A., & Chartrand, T. L. (1999). The unbearable automaticity of being. *American Psychologist*, *54*, 462-479.

Wegner, D. M. (1994). Ironic processes of mental control. *Psychological Review*, *101*, 34-52.

Wegner, D. M., & Wheatley, T. P. (1999). Apparent mental causation: Sources of the experience of will. *American Psychologist*, *54*, 480-492.

### *Presentations*

Ambady, N., & Rosenthal, R. (1993). Half a minute: Predicting teacher evaluations from thin slices of nonverbal behavior and physical attractiveness. *Journal of Personality & Social Psychology* *64*, 431-441.

Vohs, K. D., Mead, N. L., & Goode, M. R. (2006). The psychological consequences of money. *Science*, *314*, 1154-1156.

Wegner, D. M., Sparrow, B., & Winerman, L. (2004). Vicarious agency: Experiencing control over the movements of others. *Journal of Personality and Social Psychology*, *86*, 838-848.

Zhong, C., & DeVoe, D. S. (2010). You are how you eat: Fast food and impatience. *Psychological Science*, *21*, 619-622.

### *Background*

Bargh, J. A., & Chartrand, T. L. (2000). The mind in the middle: A practical guide to priming and automaticity research. In H. T. Reis & C. M. Judd (Eds.), *Handbook of research methods in social and personality psychology* ( pp. 253-285). New York: Cambridge University Press.

Custers, R. & Aarts, H. (2010). The unconscious will: How the pursuit of goals operates outside conscious awareness. *Science*, *329*, 47-50.

Langer, E. J. (1989). Minding matters: The consequences of mindlessness-mindfulness. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 22, pp 137-174). San Diego, CA: Academic Press.

Taylor, S. E., & Brown, J. D. (1988). Illusion and well-being: A social psychological perspective on mental health. *Psychological Bulletin*, *103*, 193-210.

**October 18**

**Social Neuroscience**

(mid-semester exam distributed)

*Main readings*

Heatherton, T. F., & Wheatley, T. (2010). Social neuroscience. In R. F. Baumeister & E. J. Finkel (Eds.). *Advanced social psychology* (pp. 575-612). New York: Oxford University Press.

*Presentations*

Eisenberger, N. I., Lieberman, M. D., & Williams, K. D. (2003). Does rejection hurt? An fMRI study of social exclusion. *Science*, *302*, 290-292.

Greene, J. D., Sommerville, R. B., Nystrom, L. E., Darley, J. M., & Cohen, J. D. (2001). An fMRI investigation of emotional engagement in moral judgment. *Science*, *293*, 2105.

Mitchell, J. P. (2011). The sovereignty of social cognition: Insights from neuroscience.

Phelps, E. A., O'Connor, K. J., Cunningham, W. A., Funayama, E. S., Cagenby, J. C., Gore, J. C., & Banaji, M. (2000). Performance on indirect measures of race evaluation predicts amygdala activation. *Journal of Cognitive Neuroscience*, *12*, 729-738.

Singer, T., Seymour, B., O'Doherty, J., Kaube, H., Dolan, R. J., & Frith, C. D. (2004). Empathy for pain involves the affective but not sensory components of pain. *Science*, *303*, 1157-1162.

*Background*

Adolphs, R. (2010). Conceptual challenges and directions for social neuroscience. *Neuron*, *62*, 752-767.

Blakemore, S. J., Winson, J., & Frith, U. (2004). Social cognitive neuroscience: Where are we heading? *Trends in Cognitive Sciences*, *8*, 216-222.

Gailliot, M. T., Baumeister, R. F., Schmeichel, B. J., DeWall, C. N., Maner, J. K., Plant, E. A., Tice, D. M., & Brewer, L. E. (2007). Self-control relies on glucose as a limited energy source: Willpower is more than a metaphor. *Journal of Personality and Social Psychology*, *92*, 325-336.

Klein, S. B., & Kihlstrom, J.F. (1998). On bridging the gap between social-personality psychology and neuropsychology. *Personality and Social Psychology Review*, *2*, 228-242.

**October 25**

**Mid-Semester Exam Due**

(no class meeting)

**November 1**

**Mind Perception and Attribution**

### *Main Readings*

- Gray, H., Gray, K., & Wegner, D. M. (2007). Dimensions of mind perception. *Science*, *315*, 619.
- Ross, L. (1977). The intuitive psychologist and his shortcomings: Distortions in the attribution process. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 10, pp.174-214). New York: Academic Press.
- Waytz, A., Gray, K., Epley, N., & Wegner, D. M. (2010). Causes and consequences of mind perception. *Trends in Cognitive Science*, *14*, 383-388..

### *Presentations*

- Barrett, J. L., & Keil, F. C. (1996). Conceptualizing a nonnatural entity: Anthropomorphism and God concepts. *Cognitive Psychology*, *31*, 219-247.
- Goff, P. A., Eberhardt, J. L., Williams, M. J., & Jackson, M. C. (2008). Not yet human: Implicit knowledge, historical dehumanization, and contemporary consequences. *Journal of Personality and Social Psychology*, *94*, 292-306.
- Looser, C., & Wheatley, T. (2010). The tipping point of animacy: How, when, and where we perceive life in a face. *Psychological Science*.
- Platek, S. M., Critton, S. R., Myers, T. E., & Gallup, G. G., Jr. (2003). Contagious yawning: The role of self-awareness and mental state attribution. *Cognitive Brain Research*, *17*, 223-227.

### *Background*

- Dennett, D. (1997). *Kinds of minds*. New York: Basic Books.
- Epley, N., Waytz, A., & Cacioppo, J. (2007). On seeing human: A three-factor theory of anthropomorphism. *Psychological Review*, *114*, 864-886.
- Heider, F. (1958). *The psychology of interpersonal relations*. New York: Wiley.
- Jones, E. E., Kanouse, D. E., Kelley, H. H., Nisbett, R. E., Valins, S., and Weiner, B. (Eds.) (1972). *Attribution: Perceiving the causes of behavior*. Morristown, NJ: General Learning Press.

## **November 8            Social Cognition and Stereotyping**

### *Main Readings*

- Fiske, S. T., Cuddy, A., Glick, P., & Xu, J.. (2002). A model of (often mixed) stereotype content: Competence and warmth respectively follow from perceived status and competition. *Journal of Personality and Social Psychology*, *82*, 878-902.

Greenwald, A. G., & Krieger, L. H. (2006). Implicit bias: Scientific foundations. *California Law Review*, 94, 945-967.

Macrae, C. N., Bodenhausen, G. V., Milne, A. B., & Jetten, J. (1994). Out of mind but back in sight: Stereotypes on the rebound. *Journal of Personality and Social Psychology*, 67, 808-817.

Steele, C. M. & Aronson, J. (1995). Stereotype threat and the intellectual test performance of African Americans. *Journal of Personality and Social Psychology*, 69, 797-811.

### *Presentations*

Dar-Nimrod, I., & Heine, S. J. (2007). Exposure to scientific theories affects women's math performance. *Science*, 314, 435.

Schimmel, J., et al. (1999). Stereotypes and terror management: Evidence that mortality salience enhances stereotypic thinking and preferences. *Journal of Personality and Social Psychology*, 77, 905-926.

Vaes, J. (2010). "We are people": Ingroup humanization as an existential defense. *Journal of Personality and Social Psychology*, 98, 750-760.

Willis, J., & Todorov, A. (2006). First impressions: Making up your mind after a 100-ms exposure to a face. *Psychological Science*, 17, 592-598.

### *Background*

Devine, P. G. (1989). Stereotypes and prejudice: Their automatic and controlled components. *Journal of Personality and Social Psychology*, 56, 5-18.

Macrae, C. N. & Bodenhausen, G. V. (2000). Social cognition: Thinking categorically about others. *Annual Review of Psychology*, 51, 93-120.

Monin, B., & Miller, D. T. (2001). Moral credentials and the expression of prejudice. *Journal of Personality and Social Psychology*, 81, 33-43.

## **November 15            Social Evolution**

### *Main Readings*

Buss, D. M., & Schmitt, D. P. (1993). Sexual strategies theory: A contextual evolutionary analysis of human mating. *Psychological Review*, 100, 204-232.

Kaighobadi, F., Schackelford, T. K., & Goetz, A. T. (2009). From mate retention to murder: Evolutionary psychological perspectives on men's partner-directed violence. *Review of General Psychology*, 13, 327-334.



Hare, B., Brown, M., Williamson, C., & Tomasello, M. (2002). The domestication of social cognition in dogs. *Science*, 298, 1634-1636.

### *Presentations*

Campbell, A. (1999). Staying alive: Evolution, culture, and women's intra-sexual aggression. *Behavioral & Brain Sciences*, 22, 203-252.

Gangestad, S. W., Simpson, J. A., Cousins, A. J., Garver-Apgar, C. E., & Cristensen, P. N. (2004). Women's preferences for male behavioral displays change across the menstrual cycle. *Psychological Science*, 15, 203-207.

Griskevicius, V., Tybur, J. M., Sundie, J. M., Cialdini, R. B., Miller, G. F., & Kenrick, D. T. (2007). Blatant benevolence and conspicuous consumption: When romantic motives elicit strategic costly signals. *Journal of Personality and Social Psychology*, 93, 85-102.

Mortensen, C. R., Becker, D. V., Ackerman, J. M., Neuberg, S. L., & Kenrick, D. T. (2010). Infection breeds reticence: The effects of disease salience on self-perceptions of personality and behavioral avoidance tendencies. *Psychological Science*, 21, 440-447.

### *Background*

Buss, D. M. (1989). Sex differences in human mate preferences: Evolutionary hypotheses tested in 37 cultures. *Behavioral and Brain Sciences*, 12, 1-49.

Conway, L. G., III, & Schaller, M. (2002). On the verifiability of evolutionary psychological theories: An analysis of the psychology of scientific persuasion. *Personality and Social Psychology Review*, 6, 152-166.

Harris, C. R. (2003). A review of sex differences in sexual jealousy, including self-report data, psychophysiological responses, interpersonal violence, and morbid jealousy. *Personality and Social Psychology Review*, 7, 102-128.

## **November 22            Morality**

### *Main Readings*

Haidt, J. (2001). The emotional dog and its rational tail: A social intuitionist approach to moral judgment. *Psychological Review*, 108, 814-834.

Janoff-Bulman, R., Sheikh, S., & Hepp, S. (2009). Proscriptive versus prescriptive morality: Two faces of moral regulation. *Journal of Personality and Social Psychology*, 96, 521-537.

Walster, E., Berscheid, E., & Walster, G. W. (1973). New directions in equity research. *Journal of Personality and Social Psychology*, 25, 151-176.

### *Presentations*

- Baumeister, R. F., Stillwell, A., & Votaw, S. R. (1990). Victim and perpetrator accounts of interpersonal conflict: Autobiographical narratives about anger. *Journal of Personality and Social Psychology*, *59*, 994-1005.
- Greene, J. D., Morelli, S. A., Lowenberg, K., Nystrom, L. E., & Cohen, J. D. (2007). Cognitive load selectively interferes with utilitarian moral judgment. *Cognition*, *107*, 1144-1154.
- Graham, J., Haidt, J., & Nosek, B. N. (2009). Liberals and conservatives rely on different sets of moral foundations. *Journal of Personality and Social Psychology*, *96*, 1029-1046.
- Gray, K., & Wegner, D. M. (2009). Moral typecasting: Divergent perceptions of moral agents and moral patients. *Journal of Personality and Social Psychology*.

### *Background*

- Schnall, S., Haidt, J., Clore, G. L., & Jordan, A. H. (2008). Disgust as embodied moral judgment. *Personality and Social Psychology Bulletin*, *32*, 1096-1109.
- Zhong, C., Bohns, V. K., & Gino, F. (2010). Good lamps are the best police: Darkness increases dishonesty and self-interested behavior. *Psychological Science*, *21*, 311-314.
- Zhong, C., & Liljenquist, K. (2006). Washing away your sins: Threatened morality and physical cleansing. *Science*, *313*, 1451-1452.
- Zitek, E. M., Jordan, A. H., Monin, B., & Leach, F. R. (2010). Victim entitlement to behave selfishly. *Journal of Personality and Social Psychology*, *98*, 245-255.

## **November 29                      Relationships and Cooperation**

### *Main Readings*

- Clark, M. S., & Pataki, S. P. (1995). Interpersonal processes influencing attraction and relationships. In A. Tesser (Ed.), *Advanced social psychology* (pp. 283-331). New York: McGraw-Hill.
- Hofstadter, D. (1985). *Metamagical themas*. New York: Basic Books (Chapter 29: The prisoner's dilemma computer tournaments and the evolution of cooperation).
- Markus, H. R., & Kitayama, S. (1991). Culture and the self: Implications for cognition, emotion, and motivation. *Psychological Review*, *98*, 224-253.

### *Presentations*

- Acevedo, B. P., & Aron, A. (2009). Does a long-term relationship kill romantic love? *Review of General Psychology, 13*, 50-65.
- Diamond, L. M., Hicks, A. M., Otter-Henderson, K. D. (2008). Every time you go away: Changes in affect, behavior, and physiology associated with travel-related separations from romantic partners. *Journal of Personality and Social Psychology, 95*, 385-403.
- Kosfeld, M., Heinrichs, M., Zak, P. J., Fischbacher, U., & Fehr, E. (2005). Oxytocin increases trust in humans. *Nature, 435*, 673-676.
- Wegner, D. M., Erber, R., & Raymond, P. (1991). Transactive memory in close relationships. *Journal of Personality and Social Psychology, 61*, 923-929.

### *Background*

- Gersick, C. J. G., & Hackman, J. R. (1990). Habitual routines in task performing groups. *Organizational Behavior and Human Decision Processes, 47*, 65-97.
- Kelley, H. H., Berscheid, E., Christensen, A., Harvey, J. H., Huston, T. L., Levinger, G., McClintock, E., Peplau, L. A., & Peterson, D. R. (1983). *Close relationships*. New York: W. H. Freeman.
- Thibaut, J., & Kelley, H. H. (1986). *The social psychology of groups*. New Brunswick, NJ: Transaction Books. (Originally published, 1959).

**December 6** (Final Exam Distributed)

**December 13** **Final Exam Due**