

**JYOTI NIVAS COLLEGE AUTONOMOUS
SYLLABUS FOR 2019 BATCH AND THEREAFTER**

Programme: INT BSc. MSc

Semester: IV

**PAPER II
SOCIAL PSYCHOLOGY**

Course Code: 18IV IS402

No. of Hours: 60

COURSE OBJECTIVES:

- Learn the differentiation between individualistic and collectivistic aspects in relation to prosocial behaviour and interpersonal attraction.
- To process the dynamics of group influence and understand principles to comply.
- Understand perspectives, causal factors and prevention to aggression.
- Explore on the cultural aspects of communication, conformity and compliance with relation to social influence.

LEARNING OUTCOMES:

- To understand the processes, dynamics and behavior such as prosocial behavior, interpersonal attraction, social influence and group processes from social psychology perspective.
- To understand the processes and behavior and use it to day-to-day life.

UNIT I:

ATTRACTION AND CLOSE RELATIONSHIPS

11 HRS

Meaning and Evolution of Attraction; Causal Aspects of Liking Behaviour- Proximity, Familiarity, Similarity, Social Matching; Integration of Rewards in Attraction Reinforcement Approach, Social Exchange, Equity and Justice; Attributions of Attachment Affiliation and Attachment Styles; Close Relationships- Sternberg's Theory of Love, Marital Relations in the Modern Era, LGBT Relationships, Workspace Relations and Maintaining Relations in the Current scenario.

Self-Study: Contemporary Researches on Dynamic Relationships.

UNIT II:

PROSOCIAL BEHAVIOUR: PATTERNS OF HELPING OTHERS

12 HRS

Variations in Helping Behaviour- Biological and Social Approaches; Bystander Apathy; Personality Variables of those who help; Motivations of Prosocial Behaviour- Empathy Altruism Hypothesis, Negative State Relief, Negative Joy, Kin-Selection Theory, Defensive Helping; Causal Factors that Increase or Decrease Helping; Affect and Prosocial Behaviour.

Self-Study: Helping Through Social Media

UNIT III:

GROUP BEHAVIOUR

14 HRS

Components of Groups; Social Facilitation and Loafing in Group Culture; Benefits and Costs of Joining Groups; Co-ordination in Groups- Co-operation, Responding and Resolving Conflicts; Working in Groups- Cohesion and Socialization, Nature and Effects of Perceived Fairness in Groups- Importance of Distributive, Procedural and Transactional Justice; Decision Making in Groups; Role of Leaderships in Group Settings.

Self-Study: Theories of Leadership in Groups

UNIT IV:**AGGRESSION****12 HRS**

Meaning and Theoretical Foundations of Aggression- Biological Theories, Drive Theories, Social Theories, Social Learning Perspective, General Aggression Model; Causes of Human Aggression; Cultural Factors in Aggression; Situational Determinants of Aggression; Techniques to Prevent Aggressive Behaviour- Punishment, Self-Regulation, Catharsis, Bolstering Self-Esteem.

Self-Study: Bullying Behaviour as a Source of Aggression.

UNIT V:**CULTURE AND COMMUNICATION IN SOCIAL INFLUENCE****11 HRS**

Nature of Culture- Impact of Thought and Action, Individualism, Collectivism and Self, Communication in Terms of Language, Thought, Society and Culture, Non-verbal Communication; Conformity- Asch's Research; Factors affecting Conformity; Emotions and Social Influence; Compliance and Tactics in terms of Friendship, Commitment, Reciprocity and Scarcity.

Self-Study: Symbolic Social Influence.

REFERENCES:

1. Baron, R. A. & Branscombe, N. R. (2015). Social Psychology. (13th Ed.). New Delhi: Dorling
2. Kindersley (India) Pvt. Ltd.
3. Myers, D. G., Sahajpal, P., & Behera, P. (2012). Social Psychology. (10th Ed.). New Delhi:
4. Tata McGraw Hill Education Private Limited.
5. Schneider, F.W., Gruman, J.A., & Coutts, I.M. (2012). Applied Social Psychology. (2nd Ed.).
6. New Delhi: SAGE Publications India Pvt. Ltd.
7. Moskowitz, G. B. (Ed.). (2013). Cognitive social psychology: The Princeton symposium on
8. the legacy and future of social cognition. Psychology Press.
9. Crisp, R. J., & Turner, R. N. (2014). Essential social psychology. Sage.
