

**JYOTI NIVAS COLLEGE AUTONOMOUS  
SYLLABUS FOR 2019-2020 BATCH AND THEREAFTER**

**Programme: B.Voc VP.**

**Semester: III**

**Paper 6: Social Psychology**

**Course Code : 18BVV303**

**Course Objectives:**

1. To help students understand the development of the self and the dynamics of interpersonal attraction, prosocial behaviour, aggression, prejudice, group processes and attitude formation and change in a social context.
2. To help students learn the sociocultural contexts that influence individual differences.
3. To help students get an understanding as to how individual differences influence beliefs, values and interactions with others.
4. To familiarize students and comprehend the nature of scientific methods employed to study behaviour in the social context.

**UNIT I: INTRODUCTION AND SOCIAL PERCEPTION (15 HOURS)**

Social psychology: definition, nature, applications – health, workplace and media; Social perception: non-verbal communication, attribution, impression formation and impression management; Impression Management in Social Media.

**UNIT II: ATTITUDES (15 HOURS)**

Definitions of attitude, prejudice, discrimination, stereotypes; Types of attitudes – implicit and explicit; Formation of Attitude - ABC model, experience, classical conditioning, operant conditioning, observational learning; Attitudes and behavior; The fine art of persuasion - attitude change; Resisting persuasion attempts; Cognitive dissonance; Persuasive effect of the media on attitudes.

**UNIT III: PROSOCIAL AND AGGRESSIVE BEHAVIOURS (15 HOURS)**

Prosocial behaviours: Meaning; Determinants; Empathy and altruism hypothesis; Bystander effect; Method of enhancing prosocial behaviour.

Aggression: Meaning of aggression and aggressive behaviours; Perspectives on aggression; Causes of human aggression: social, cultural, personal, and situational; The prevention and control of aggression: some useful techniques; Impact of electronic media violence on behaviour.

**UNIT IV: INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIP  
(15 HOURS)**

Interpersonal attraction: Meaning; Determinants: internal and external; Close relationships: Meaning; Types: family, friends, neighbourhood and community; Interdependent relationships: Meaning; Types: romantic relationships, LGBTQ Relationships; Social media and interpersonal relationships.

#### **UNIT V: GROUP BEHAVIOUR**

**(15 HOURS)**

Definition; Group types; Key components of groups: roles, status, norms, cohesiveness; The benefits and costs of joining groups; Effects of the presence of others: social facilitation, social loafing; Co-ordination in groups: cooperation, conflict; Decision making by groups: the decision-making process, the downside of group decision making.

#### **PRACTICALS:**

1. Group Social Problem-solving Skills.
2. FIRO-B.
3. Sodhi's Attitude Scale.
4. Social Distance Scale.
5. Effect of Competition on Performance.

#### **REFERENCES:**

1. Baron, R.A., Branscombe, R.R., Byrne, D., & Bhardwaj, G. (2009). Social Psychology. New Delhi: Pearson.
2. Myers, D.G. (2006). Social Psychology. New Delhi: Tata McGraw-Hill Publishing Company Ltd.
3. Schneider, F.W., Gruman, J.A., & Coutts, I.M. (2012). Applied Social Psychology. 2<sup>nd</sup> Ed. New Delhi: SAGE Publications India Pvt Ltd.