

**SECOND SEMESTER IN CBCS (UG),  
2019  
CALUTTA UNIVERSITY**

**GENERIC ELECTIVE  
CC-2: INTRODUCTION TO SOCIAL  
PSYCHOLOGY**

**Resource Persons:**

**Dr. Mohua Chatterjee**

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UNIT	CONTENT	HOUR (S)	REFERENCE BOOKS
<b>1. Introduction</b>	<b>Brief history of Social Psychology (special emphasis on India)</b> <ul style="list-style-type: none"> <li>• Between 1908 and 1945 A.D.</li> <li>• Between 1945 and 1970 A.D.</li> <li>• After 1970 A.D.</li> </ul> <p>Overview of social psychology in Indian perspective</p> <p><b>Scope of social psychology</b></p> <ul style="list-style-type: none"> <li>• Individual processes (Attitude &amp; attitude change, Attribution, Social cognition, Self &amp; Social identity.....)</li> <li>• Interpersonal processes (Aggression, Attraction &amp; Affiliation, Pro social behaviour, Conformity &amp; Compliance, Prejudice &amp; Discrimination, Social interaction....)</li> <li>• Group processes (Group behaviour, Crowding &amp; interpersonal distance, Racial &amp; Ethnic issues.....)</li> </ul>	2          3	1) Social Psychology -- A.K. Singh 2) Social Psychology- A. Hussain Fundamentals of Social psychology – Baron, Branscombe, Byrne, Bhardwaj 3) Social Psychology- Taylor, Peplau, Sears 4) Applied Social Psychology: Understanding & addressing social & practical problems(2 <sup>nd</sup> ed.) – F.W. Schneider, J.A. Gruman, L.M. Couttes 1) Social Psychology: Theories, Research and Application- R.S. Feldman 2) Social Psychology- A. Hussain

UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
<b>1.</b> <b>Introd</b> <b>uction</b>	<b>Levels of social behaviour</b> <ul style="list-style-type: none"> <li>•Level of the social behaviour of the individual</li> <li>•Level of the behaviour of social groups</li> <li>•Level of the operation of social organizations or institutions</li> <li>•Sociological perspective</li> <li>•Psychological perspective</li> </ul>	3	1) Theory and problems of social psychology -D.Krech & R.S.Crutchfield 2) Social Psychology: Theories, Research and Application- R.S. Feldman 3) Social psychology -- A.K. Singh Refer to Books of Sociology.

UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
<b>1. Introduction</b>	<p><b>Approaches towards understanding social behaviour</b></p> <ul style="list-style-type: none"> <li>•Motivational theories (Maslow, McClelland)</li> <li>•Learning Theories (Classical conditioning, Instrumental conditioning, Observational learning)</li> </ul>	<p>4</p>	<ol style="list-style-type: none"> <li>1) Social Psychology -- A.K. Singh</li> <li>2) Social Psychology: Theories, Research and Application- R.S. Feldman</li> </ol>

UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
<p>2.</p> <p><b>Individual Level Processes</b></p>	<p><b>Attitude</b></p> <ul style="list-style-type: none"> <li>•Definition</li> <li>•Components – cognitive, affective, conative</li> <li>•Functions-heuristic, schema-related, self-esteem, ego-defense, impression motivation- summary</li> <li>•Characteristics- strength, stability, direct personal experience, affective-cognitive consistency</li> <li>•<b>Formation and maintenance of attitude:</b> <ol style="list-style-type: none"> <li>1. Genetic factors</li> <li>2. Classical conditioning (association)</li> <li>3. Instrumental conditioning (use of reinforcements)</li> <li>4. Observational learning (modelling behaviour)</li> <li>5. Social Comparison</li> <li>6. Group membership (conformity)</li> </ol> </li> </ul>	<p>2</p> <p>5</p>	<ol style="list-style-type: none"> <li>1. Social psychology - -A.K. Singh</li> <li>2. Social Psychology- Taylor, Peplau, Sears</li> <li>3. Social Psychology: Theories, Research and Application- R.S. Feldman</li> <li>4. Social psychology – E.R. Smith &amp; D. M. Mackie</li> <li>4. NCERT books</li> </ol>

UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
2: Individual Level Processes	<p>•<b>Change and Resistance to change:</b> <u>Theories of attitude change</u></p> <ol style="list-style-type: none"> <li>1. (?) Newcomb's A-B-X model (1953, 1961)</li> <li>2. Cognitive Dissonance Theory (Festinger, 1957) – Implications</li> <li>3. Social Learning theories – principles of reinforcement from classical and operant conditioning models, Bandura</li> </ol>	3	
	<p><b>Resistance to Change</b></p> <ul style="list-style-type: none"> <li>• Reactance</li> <li>• Forewarning</li> <li>• Selective Avoidance</li> <li>• Active counterarguments</li> <li>• Inoculation against counter-attitudinal views</li> </ul>	2	

UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
<b>3. Interpersonal Processes</b>	<p><b>Interpersonal Attraction:</b></p> <p><u>Internal Determinants</u></p> <ol style="list-style-type: none"> <li>1. Need for affiliation- Individual differences</li> <li>Situational influences</li> <li>2. Affect and Attraction- basis of liking, direct effect of emotions on attraction, associated effect of emotions on attraction</li> </ol> <p><u>External Determinants</u></p> <ol style="list-style-type: none"> <li>1. Power of proximity – repeated exposure</li> <li>2. Observable characteristics- physical attractiveness, aspects of appearance (physique, height, name) and overt behaviour (personality traits), clothing (neatness, color, brightness)...</li> </ol>	<p>4</p>	<ol style="list-style-type: none"> <li>1) Social Psychology- Taylor, Peplau, Sears</li> <li>2) Fundamentals of Social psychology – Baron, Branscombe, Byrne, Bhardwaj</li> <li>3) Social Psychology- Arun Kumar Singh</li> </ol>

UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
<b>3. Interpersonal Processes</b>	<p><u>Interactive Determinants</u></p> <ol style="list-style-type: none"> <li>1. Similarity - <ul style="list-style-type: none"> <li>• Similarity in attitude-Balance Theory (Newcomb, 1961 &amp; Heider, 1958), Social Comparison Theory (Festinger, 1954),</li> <li>• Similarity in values</li> <li>• Similarity in personal characteristics</li> </ul> </li>   <li>2. Mutual evaluations- reciprocal liking and disliking , interdependent relationships</li> </ol> <p>Romantic relationship (?)</p>		



UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
<b>3. Interpersonal Processes</b>	<p><b>Prosocial Behaviour</b></p> <ul style="list-style-type: none"> <li>• <u>Definition</u> of Prosocial behaviour</li> <li>• Difference between Prosocial behaviour and Altruism</li> <li>• <u>Theoretical perspectives</u> on Helping (Evolutionary, Socio cultural, Learning, Decision making perspectives)</li> <li>• <u>Conditions affecting Helping:</u> <ol style="list-style-type: none"> <li>1) Bystander effect</li> <li>2) Helping when someone else does</li> <li>3) Time pressure</li> <li>4) Similarity</li> <li>5) Personality traits</li> <li>6) Religious faith</li> </ol> </li> </ul>	<p>2</p> <p>2</p> <p>1</p>	<p>1) Social Psychology- Taylor, Peplau, Sears</p> <p>2) Fundamentals of Social psychology - Baron, Branscombe, Byrne, Bhardwaj</p> <p>3) Social Psychology- A. Hussain</p> <p>4) Social Psychology: Theories, Research and Application- R.S. Feldman</p>

UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
<b>3. Interpersonal Processes</b>	<p><b>Aggression</b></p> <ul style="list-style-type: none"> <li>• <u>Defintion, Types</u> (Hostile &amp; Instrumental)</li> <li>• <u>Theoretical perspectives</u> <ol style="list-style-type: none"> <li>1) Aggression as Biology ( Instinct theory &amp; evolutionary perspective, neural , genetic, biochemical influences)</li> <li>2) Aggression as a response to frustration</li> <li>3) Aggression as learned social behaviour (roles of instrumental conditioning &amp; observational learning)</li> </ol> </li> <li>• <u>Factors triggering aggression:</u> <ol style="list-style-type: none"> <li>1) Aversive incidents (pain, uncomfortable heat, attack, overcrowding)</li> <li>2) Arousal</li> <li>3) Aggression cues</li> <li>4) Media influences</li> <li>5) Group influences</li> </ol> </li> <li>• <u>Reduction of aggression:</u> <ol style="list-style-type: none"> <li>1) Catharsis</li> <li>2) Social learning approach</li> </ol> </li> </ul>	<p style="text-align: center;">2</p> <p style="text-align: center;">2</p> <p style="text-align: center;">1</p>	<p>1) Social Psychology- Taylor, Peplau, Sears</p> <p>2) Fundamentals of Social psychology - Baron, Branscombe, Byrne, Bhardwaj</p> <p>3. Social Psychology: Theories, Research and Application- R.S. Feldman</p>

UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
<b>4. Group dynamics</b> <b>: Key aspects of groups</b>	<u><b>Structure of Group</b></u> <ul style="list-style-type: none"> <li>• Definition of group</li> <li>• Size of group (Determinants &amp; Implications of group size)</li> <li>• Individual Roles within Groups (Concept of role, Nature of roles in formal &amp; informal groups)</li> <li>• Sub grouping (Bases of subgroup formation, Relationships among subgroups, Bases of interpersonal relationships within subgroups)</li> <li>• Sociometric method describing group structure (Objective of Sociometric method, Data collection, Sociogram, Sociometric patterns)</li> </ul>	4	Theory and problems of social Psychology -D.Krech & R.S.Crutchfield



UNIT	CONTENT	HOUR(S)	REFERENCE BOOKS
<b>4. Group dynamics: Key aspects of groups</b>	<p><b>Cooperation and Conflict – Short Notes</b></p> <p><b>Cooperation</b></p> <ul style="list-style-type: none"> <li>•Definition &amp; Characteristics</li> <li>•Types – primary, secondary, tertiary, direct, indirect</li> </ul> <p><b>Conflict</b></p> <ul style="list-style-type: none"> <li>•Definition &amp; Characteristics</li> <li>•Forms – personal, class. caste, group, international</li> </ul>	<p style="text-align: center;">3</p>	<p>1) Industrial &amp; Social Psychology – Edited by Dr. Ishita Chatterjee</p> <p>2) Social Psychology- Taylor, Peplau, Sears</p>

## ▣ PRACTICUM 1

To determine group cohesiveness of a small group (by Sociometric method)

### Theoretical concepts to be discussed

- Sociometric Method (in detail)
- Definition of group cohesiveness
- Factors of group cohesiveness:
  - Satisfaction of needs
  - Congruence between individual & group goals
  - Member attractiveness
  - Group activities & Leadership
- Effects of cohesiveness:
  - Maintenance of membership
  - Influence & power over members
  - Productivity & cohesiveness
  - Self esteem

**Note: Matrix and sociometric index to be computed using N=10. Sociogram not required.**

### Reference Books:

- 1) Social Psychology: Theories, Research and Application- R .S. Feldman
- 2) Social Psychology- Taylor, Peplau, Sears
- 3) Foundations of Behavioural Research - F. N. Kerlinger

## ▣ PRACTICUM 2

To determine the influence of group on individual behaviour

### Theoretical concepts to be discussed

Social facilitation & Social inhibition – Concepts & Explanations  
(Drive Theory, Evaluation apprehension, Distraction Conflict Model, Bio-psychological explanation)

- **Stimulus:** Jumbled words
- **Levels:** Isolation and Passive situation
- **Measures:** Time and accuracy
- **Interpretation:** Performance of one subject in the presence of the dummies

Reference Books:

- 1) Social Psychology: Theories, Research and Application- R .S. Feldman
- 2) Social Psychology- Taylor, Peplau, Sears