



Code: M-PSI/05

Credits: 9

Matter: Social Psychology

Main language of instruction: Italian

Other language of instruction: English

Teaching Staff

Head instructor

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Introduction

1. Objective of the course:

The course of "Social Psychology" primarily provides students a rigorous and practical learning of the most important models and theories of the Social Psychology. This course aims at investigating the relationship between individuals and society. Specifically, the focus is on the instances that give individuals the possibility to plan, organize and direct their action in the social world in a process of mutual influence. More in details the students will be able to understand and recognize the variables and the psychosocial processes moderating the interaction and the interdependence between individuals and social context. In line with these notions, the students will be able to distinguish phenomena pertaining to the sphere of interpersonal, intergroups and social domains.

Objectives

2. Course Structure:

The course is organized in nine modules. The first module introduces the roots of Social Psychology from its birth to the more recent evolution of the discipline. In the second module, it is analyzed the process of interpersonal perception, its biases and the implication for the whole society. In the third module, the focus is on the mechanisms characterizing the formation of a social identity. It is also analyzed the difference between self-awareness, self-knowledge and self-regulation. In the fourth module, it is inspected the topic of cognitive dissonance, its functioning and its implication in humans' decisional processes. The fifth subject faces the topic of attitudes, their formation, their change, the mechanisms of persuasion and the relationship between attitude and behaviors. The sixth subject is one of the most



important and pertains to the topic of social influence, specifically to the phenomenon of conformism, to the influence of the majority and of the minority and to the theme of the obedience to the authority. In the seventh module, we analyze groups' dynamics, the concepts of role, status and norms and some of most relevant theories about leadership. We then examine group performance and the possible loss of process implied in group decisions. In the eighth module, we analyze the topic of interpersonal attraction, how attraction leads to the formation of interpersonal relationship and what are the most famous models investigating the formation and the end of romantic relationships. In the last module, we face the themes of prejudices and stereotypes, their impact on individuals and society and the solutions we have to deal with them effectively.

Competencies:

- To understand and know what the main interest of Social Psychology.
- To know how Social psychology has changed till our days.
- To understand how we form our own impressions about the others and what are the biases we can run into.
- To know and understand how we know ourselves and how we regulate our behaviors in the social context.
- To know what attitudes are and how they are linked to actual behaviors.
- To understand how social influence works.
- To know what groups are and what are the dynamics related to group processes.
- To understand how attraction operates and how social relationships make us live together.
- To understand and know what stereotypes are and how they affect the way we see and interpret reality.
- To acquire problem solving skills based on quantitative and qualitative information.
- To be able to search for, interpret and convey information.
- To be able to descriptively summarise information.
- To be able to work with academic papers.
- To acquire skills for independent learning.
- To be able to create arguments which are conducive to critical and self-critical thinking.
- To acquire the ability to put knowledge into practice.
- To be able to retrieve and manage information.

Syllabus

3. Programme of the course:



Subject 1. History of social psychology.

Subject 2. Social perception.

Subject 3. Social dimensions of the self.

Subject 4. Cognitive dissonance and the need to justify our actions.

Subject 5. Attitudes.

Subject 6. Social influence.

Subject 7. Groups and groups' processes.

Subject 8. Interpersonal attraction.

Subject 9. Stereotypes and prejudices.

Evaluation system and criteria

The written exam will have two parts:

1) 20 multiple choice answers where the student should tick the right answer (choosing between 4 different options).

2) A written question, in which the student should choose 1 topic out of 2. The evaluation of the written test will be determined by the degree of knowledge, training and rigor that is manifested in the response to the question and, not least, also assess the correction in the expression of psychological language.

The oral exam consists of three or more questions on different subjects of the course in order to assess the general knowledge of the discipline.

Bibliography and resources

4. Materials to consult:

Web-conference lessons, videos, slides, lecture notes.

5. Recommended bibliography:

Aronson, E. Wilson, T.D. e Akert, R.M. (2006 nuova edizione). *Psicologia Sociale*. Bologna, Il Mulino.

Hogg, M.A., Vaughan Graham M. (2016). *Psicologia sociale. Teorie e applicazioni*. Pearson

Mannetti, L. (2004), *Psicologia sociale*, Carocci Editore, Roma.