



Symbiosis College of Arts and Commerce

(An Autonomous College Affiliated to University of Pune)

| Subject code | Semester | I | II | III | IV | V | VI | M.Com. | I | II | III | IV |
|---|---|--|----|-----|----|---|----|--------|---|----|-----|--------------------|
| Title of Subject (For F.Y. as appeared in the prospectus) (For S.Y. & T.Y. titles can be as per the approval of BOS) | | SYBA – SEM IV SOCIAL PSYCHOLOGY-II (G2) | | | | | | | | | | |
| Objectives | | <ol style="list-style-type: none"> 1. To acquaint students with the nature and formation of stereotypes, prejudice and discrimination. 2. To enable the students understand the factors responsible for social influence. 3. To enable the students understand concept, factors responsible for aggression, and various techniques related to aggression management. 4. To make students understand the basic features of group behaviour. | | | | | | | | | | |
| Detailed syllabus | | | | | | | | | | | | |
| Unit | Contents of the syllabus | | | | | | | | | | | Number of Lectures |
| 1 | <u>STEREOTYPING, PREJUDICE AND DISCRIMINATION</u> 1.1. Definition and causes of prejudice 1.2. The Nature and Origins of Stereotyping 1.3. Prejudice and Discrimination: feelings and actions toward Social groups. 1.4. Why Prejudice Is <i>Not</i> Inevitable: Techniques for Countering Its Effects. | | | | | | | | | | | 12 |
| 2 | <u>SOCIAL INFLUENCE</u> 2.1. Conformity 2.1.1. The Sheriff study and the Asch study 2.1.2. Factors affecting conformity: Cohesiveness, group size and Social norms 2.2. Specific compliance techniques 2.2.1 The Foot-in-the-Door technique 2.2.2. The Door-in-the-Face technique 2.2.3. The Low-Ball technique 2.2.4. The That’s-Not-All technique 2.2.5. The Pique technique 2.3. Obedience: Milgram’s research 2.4. Motives for helping: Altruism and egoism | | | | | | | | | | | 14 |
| 3 | <u>AGGRESSION</u> 3.1. Aggression: Definition and nature. 3.2 Causes of Human Aggression: Social, Cultural, Personal, and Situational. 3.3. Some Useful Techniques for Prevention of Violence. 3.4. Some Useful Techniques Control of Violence. | | | | | | | | | | | 13 |
| 4 | <u>GROUP BEHAVIOUR</u> 4.1. Definition of Group Behaviour and Basic features of group and group decision making 4.1.1. Group structure and cohesiveness 4.1.2 Biased use of information in groups, group polarization and | | | | | | | | | | | 15 |

| | | |
|--|--|----|
| | <p>group think.</p> <p>4.1.3. Competition versus cooperation: Classic studies and determinants</p> <p>4.2. Effect of presence of others : Social facilitation, social inhibition, social loafing, social impact, de individuation, sensory overload, and locus of control.</p> <p>4.3. Leadership styles influencing group behaviour.</p> <p>4.4 .Definition and process of communication.</p> | |
| | Total Number of Lectures | 54 |
| <p>Suggested Reference Books</p> <ol style="list-style-type: none"> 1. Baron, R.A.; Byrne, D. and Branscombe, N.R. (2006). <i>Social psychology</i>. 11th ed. N.D.: Pearson. 2. Taylor, S.E.; Peplau, L.A. and Sears, D.O. (2006). <i>Social psychology</i>. 12th ed. N.D.: Pearson. 3. Baron, R.A.; Byrne, D. (1998). <i>Social psychology</i>. 10th ed. N.D.: Prentice-Hall of India Pvt. Ltd. 4. Aronson, E., Wilson, T.D. and Akert, R.M. (2010). <i>Social Psychology</i> (7th ed.). Boston: Prentice Hall. 5. Myers, D.G. (2005). <i>Social Psychology</i> (8th ed.). New Delhi : Tata McGraw Hill Pub. Co. Ltd. | | |
| <p>Suggested Journals</p> <ol style="list-style-type: none"> 1. Journal of Indian Academy of Applied Psychology 2. Psychological Studies | | |
| <p>Web sites :</p> <ol style="list-style-type: none"> 1. www.jstor.com 2. www.sciencedirect.com. | | |